

# TOP AGENT MAGAZINE

## KELLY CARRAWAY

Not every great real estate agent is forged through a carefully planned childhood dream of becoming a REALTOR®, some enter this career through mere chance. Such was the case with Kelly Carraway, who decided to take the real estate exam after being encouraged by Phyllis York Brookshire of Allen Tate. After passing without a hitch, she quickly found her path in real estate and consistently scored high reviews with her clients, earning her multiple production and service awards year after year.



Even though she never considered a real estate career, the foundation for it was laid out before she even knew. Her step dad was an engineer, and taught her how to keep an eye out for the smallest detail. “As a seller it helps tremendously, because before you put a house on the market, you have the ability to tell clients what needs to be fixed or rectified so it doesn’t come up later on.” For buyers, it is priceless to have the attention to detail in resales or new construction.

Kelly’s been in the business since 2010, with Century 21 Triangle Group since 2014. Her partner does commercial and investments, she focuses on the residential side. She contributes a lot of her successes to the relationships that she has built with her clients, who become more like friends and family. I have built my business on being relevant, honest, loyal and helpful. We have watched each other’s kids grow up, and cheered them on along the way. We talk it out when they want to remodel their homes if it’s fiscally responsible, how to increase their ROI. We all want to see each other succeed, I support their local businesses as well. I am truly grateful for these loyal friends and all of them who still support me as repeat clients, I am very blessed. I often have new clients are relocating to the area and I make sure they have referrals to great medical professionals, ideas for where is great to eat and where to take their kids to enjoy the most of what our area has to offer.

Kelly works with all price ranges, but her average sales price is 400k. Her passion is working with first time

buyers—educating them in the process—and assisting attorneys and families who need help with the estate when a loved one has passed. “When people are looking to sell or buy a house, they’re in a position where they genuinely need help and direction. I have the capacity and desire to help them. The estate side of what I do is really what I enjoy most, because I feel the most helpful. When someone passes the heirs may not even live in the Raleigh area, then you have a house to sell and lots of questions. It helps to have an experienced agent that has been through the process multiple times to come in and organize, and get the house ready for sale.” In any given year she consistently sells six to eight million in sales and continues to grow her business by putting clients needs first.

When she’s not busy working, Kelly likes to spend her time with her 3 kids, she is a past Board Member for the Lupus Foundation of North Carolina and is still active in the community educating and helping people like herself with SLE. She is also a member of the Grievance Committee for Raleigh Regional Association of Realtors. In the future she would like to continue helping people, especially low-income families. “I like to help people and this is the best avenue I have found thus far to be able to do that.”



To learn more about Kelly Carraway  
email [KellyC21TG@gmail.com](mailto:KellyC21TG@gmail.com),  
visit her website here, or call (919) 441-6912