

TOP AGENT

MAGAZINE

Kelley
Ireland

Kelley Ireland



Kelley Ireland, Owner of Village Real Estate Group, has been on quite the journey to becoming a perennial Top Producing Agent. With a world of experience behind her, Kelley has steadily built a strong reputation as one of the top REALTORS® in the beautiful Charlotte & Lake Norman areas of North Carolina.

Having spent most of her childhood moving around the US and going to school in Switzerland and Greece, Kelley was exposed to real estate at a very early age. “My father’s work transferred us every couple of years, so even as a child I was observing the process of homes being sold, the process of picking out a new home in a new location and learning how a purchase transpires.” Kelley first began working in real estate full-time in her early 20’s. “We built our own custom home

and that sparked my continued fascination with real estate.” From there, Kelley began building other high-end spec homes and started buying properties to subdivide and resell. “We created residential subdivisions and I was involved in every step from layout to putting up the for sale sign.” This included land development, working with Planning & Zoning Boards, Department of Transportation, Health Departments, Engineers, Architects, Soil Scientists, and Departments of Natural & Environmental Services, etc. “These experiences eventually led into Commercial Planning & Development as well.”

After a lifetime of experiences (which included a 3.5 year stint working for the World Wrestling Federation), Kelley found her home when she moved to North Carolina in 2004. “I got my real



estate license so I could get a jump on properties before they went on market to find good investments.” After acquiring her license, Kelley received several requests from friends to help them buy properties. “That brought me into the sales end of things and I discovered that I just absolutely loved that aspect of it.” Within her first year of working as a REALTOR®, Kelley became one of the Top Producers in her area and has remained that ever since.

Over the past decade, Village Real Estate Group has become a dominant player in the Charlotte & Lake Norman markets. Kelley has built a sterling reputation due to a fierce commitment to superior customer service, coupled with her tremendous knowledge and experience in all real estate market segments. “I cover the entire

spectrum... Residential, Commercial & Property Management. I work with first-time homebuyers up to multi million dollar developers.” For her efforts, Kelley has been named a Multi Million Dollar Performer and a repeat winner of ‘Best in Client Satisfaction’ awarded by Charlotte Magazine since 2008. In addition, FORBES Magazine did a full-page spread on her company in 2010.

In her limited free time, Kelley loves traveling, gardening and going out on the lake with her husband, Ben Parker, who is a Professional Bass Angler. The couple is also avid supporters of rescue dogs, which is near and dear to their hearts. “They are our passion. I want to get more involved, but currently it is us supporting rescue centers with donations, urging people to get rescue

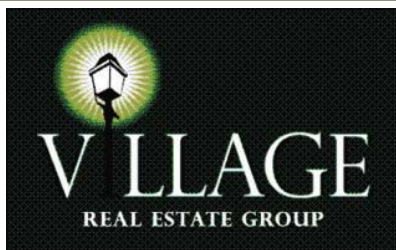


dogs instead of puppies from puppy mills, stressing the importance to having your pet fixed, and, of course, taking in rescue dogs ourselves. We currently have two teacup Yorkie rescues and are looking at adopting another.”

Taking her community outreach a step further, Kelley has developed Village Real Estate Investments, where she renovates homes that are considered an eyesore. “I renovate homes with all top quality stuff. I add things you wouldn’t likely find in a house under \$200,000.” Kelley’s mission is to find homes for ‘good risk’ buyers. “People with good credit but with the recent downturn in our economy perhaps lost a job or

had a foreclosure. People that are now back on their feet but can’t get a loan. I try to take these properties and lease to purchase them to help others back into home ownership. This also creates jobs during construction and improves value in that neighborhood as a whole.”

Ultimately it’s helping others that motivates Kelley. “We treat every sale, purchase & lease as if it were our own. I love sharing all the experiences I have had to help people make one of the most important decisions of the lives and ensure they are making a wise investment. My reward is the thanks that they give me. It’s all about helping people improve their lives.”



To learn more about Kelley visit www.villagerealestategroup.com, call (704) 517-2811 or e-mail kelley@villagerealestategroup.com