



A true professional with an entrepreneurial spirit, Lisa Revis successfully leads her team of agents at Southern Charm Realty in Mooresville, North Carolina. After owning and operating a signage company for more than 10 years, Lisa decided to turn her passion and love of real estate into a full-time career in 2007. “I’d always been interested in looking at different types of properties and homes, and in architecture and decorating, so I knew it would be a good fit for me,” says Lisa.

Now, as the Managing Broker at Southern Charm Realty, Lisa and her team serve clients in all of Lake Norman, along with Rowan and Cabarrus Counties. “I’m more of a listing agent and the agents on my team tend to work more with buyers. But no matter what, we all make it a priority to really listen to our clients and understand what their needs are,” says Lisa. “I treat them the way I’d treat my own family, because when I first moved to this area, I didn’t have the best experience with my agent. I want to make sure none of my clients ever feel that way when working with me.”

Always striving to go the extra mile for anyone she’s working with, Lisa adheres to the philosophy of honesty, integrity, and hard work. “This is more than just a job to me or a way to get paid. I take my actions to heart. If I shake your hand on something, you have my word and my bond, and there is no going back,” says Lisa. “I believe I should always go above and beyond and do whatever it takes to help make my clients’ real estate dreams come true.”

For Lisa, going above and beyond means always being available for her clients, paying attention to every last detail during a transaction, and taking care of all the small, but important, aspects along the way. “I make

sure to protect my clients in every way possible and I know that’s what keeps them coming back to me,” she says. “When I can take care of all the little things during a transaction, it really means the world to them because they don’t have to take time out of their busy day or time off from work to tend to those things.”

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Lisa is currently implementing the latest technology into her business to become more efficient and completely wireless and paperless, which will allow her to maintain a small, but highly efficient team. She relishes the fact that even as a small group, she’s been able to rank among the top 100 agents in all of North Carolina. “I’m an itty-bitty company and a lot less competitive, so achieving the top 100 means a lot. I’m really proud of that,” says Lisa. Also among her list of accomplishments is the book she wrote and released this year, *The Guide to Selling Real Estate*. “It’s picking up steam and getting great feedback, which is really exciting.”

A member of the local Chamber of Commerce, Lisa takes pride in giving back to her community in a variety of ways and often hosts free, family-friendly events that residents can take part in. “We’ve done things like car shows where we have hot dogs, drinks, and entertainment all at no cost to anyone,” says Lisa.

Asked what she enjoys most about her job, Lisa says, “It’s really just the look on someone’s face when they find a home they fall in love with — the home they’ve been dreaming about and the one that meets all their needs,” says Lisa. “And knowing that I helped get them where they want to be is enough for me.”



Lisa Revis

Southern Charm Realty | Mooresville, NC

704.746.6411 | sold28117@gmail.com | www.charmagents.com