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Walker selling her third real estate business

JENNIFER BOYD SIDDEN STAFF WRITER

After 10 years at the helm of Re/Max Masters Associates, Alyce Walker is selling her SouthPark company and returning to sales.

"I've kind of lost my passion for building an office, and I've regained my passion for sales," says Walker, a 31-year-veteran of the industry.

Scott Sadler and Cindy Sikorski, owners of Re/Max Executive Realty in Charlotte, bought the 40-agent Re/Max Masters from Walker on Wednesday. Terms of the sale were not disclosed.

"It's such a good company," Sikorski says of Re/Max Masters. "I've always had a lot of respect for Alyce."

Re/Max Masters will be renamed to match Re/Max Executive, but other than that, not much will change, Walker says. She plans to stay with the company and focus on sales, as well as taking on some additional projects.



Walker

"Of course I'm going to sell, and I want to do a really fine job with that, but there's also some other things I want to do, maybe public relations

with real estate or public speaking," Walker says.

Re/Max Masters is the third real es-

tate company Walker has owned. She owned Walker/Sherard & Associates from 1976 to 1978 and Alyce Walker Realtors from 1978 to 1987, both of which were bought by Merrill



Sikorski

Lynch Realty, now Prudential Carolinas Realty.

With Walker's company added, the three-year-old Re/Max Executive Realty will have 98 agents, Sikorski says.

Contact residential real estate reporter Jennifer Boyd at Sidden (704) 973-1156 or jsidden@bizjournals.com.

Walker sells her Re/Max agency

Top Charlotte agent wanted out of office and back into sales

Alyce Walker, one of the most recognizable names in Charlotte home sales, has sold her Re/Max Masters Associates real estate agency to another local firm.

Her 40 sales associates are joining with Re/Max Executive Realty's 50 agents to form one of the Denver-based network's largest operations in the Carolinas.

"The best news is Alyce will stay on and help us build our team," said Scott Sadler, a partner

DEVELOPMENT



Doug Smith

with Cindy Sikorski in Re/Max Executive at 4100 Carmel Road, Suite H.

"Our offices are about two miles apart, but we plan to keep both open and maybe start looking for a third location on the far south side," he said.

Re/Max Masters' office is at 6842 Morrison Blvd. Both locations will operate under the Re/

Max Executive Realty name.

The sales price was not disclosed.

Re/Max, whose global network extends to 35 countries, has 89 offices and 1,700 sales agents in the Carolinas.

Walker, who founded Re/Max Masters nearly 10 years ago, said she was ready to step back from the responsibilities of running an office to focus on her first love: working with home buyers as a sales agent.

She also would like to devote some time to teaching real estate sales.

"I considered it a real coup when I recruited her," said Bob McWaters, co-owner of the re-
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Top name in Charlotte home sales sells agency to another Re/Max office

Smith from 1D

gional franchise. "She has served the organization well, and she is so established now that she could make money just sitting in the office waiting for the phone to ring."

The sales job will give her a break from her 6 1/2-day workweeks as broker in charge. It also will allow her to spend more time away from the office, something important to Walker now that she's building a house in Athens, Greece, with husband George Poriotis, a native of Greece.



Sadler



Walker

A Valdese native and a 1954 graduate of Meredith College, she worked as a secretary, a schoolteacher and a children's show host (Princess Alyce on WBTV, Channel 3, in the mid-1960s) before starting her real estate career with Townsend Realty Co. in 1971.

Two years later, she married Poriotis. They moved to Greece

She sold that firm in 1987 to Merrill Lynch Realty.

Sikorski will move from Re/Max Executive's Carmel Road office to become broker in charge of the Morrison Boulevard office. And Sadler will be broker in charge at Carmel Road.

They founded Re/Max Executive three years ago.

Sadler, who founded Picasso Pizza in 1985 and owned it until 1991, was a top company producer at Coldwell Banker Flouhouse in 1996, 1997 and 1998.

Sikorski also worked at Coldwell Banker Flouhouse as regional manager, general sales manager and broker in charge

of Southern Trends Homebuilders Inc. during 1988-1996.

Re/Max - the firm with the hot-air balloon logo - has evolved over 25 years into a network of 64,000 sales associates in more than 3,000 offices.

McWaters launched the fran-

chise in Charlotte about 13 years ago.

The city's largest residential real estate agency is Allen Tate Co., which has 750 sales associates in 19 Carolinas offices.

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