

JENNIFER LEE, PhD

SERVING WITH GRIT AND GRACE

BY AMELIA ROSEWOOD • PHOTOS BY DON ELROD



Jennifer Lee, affectionately known to many as “Doctor Jenn” for her doctorate in education, brings something special to the real estate world—equal parts grit, grace, and an unshakable love for serving others. A top-producing agent with Mackey Realty, Jennifer works across North and South Carolina, calling Fort Mill home. From her early years in education and social work to her rising success in real estate, her journey is one of transformation, purpose, and heart.

From Advocacy to Agency

Jennifer grew up in Northern Virginia, spent two decades in Florida, and has called Charlotte home for the last seven years. “Charlotte is an amazing place to call home,” she says with confidence. Before real estate, she was an educator, a college instructor, a social worker, and a consultant—roles that shaped her deeply.

“I taught nearly everything from preschool through college,” she shares. “And I worked with a nonprofit organization supporting pregnant women and children. It was incredibly rewarding.”

Jennifer also worked extensively in consulting and public speaking, with her dissertation and other educational articles published in academic journals. That background in human development, psychology, sociology, and neuroscience has laid a powerful foundation for her success in real estate.

Her transition into the field wasn’t random. After completing her Ph.D. in 2018 and moving to Charlotte, she was encouraged by her mother-in-law, a veteran real estate agent, to consider it. “She always said I’d be good at it,” Jennifer says. “She was right. I found a space where I could keep helping people, just in a different way.”

Her years spent working with families facing housing instability left a mark. “That experience opened my eyes to just how critical stable housing is. It shapes every part of someone’s life. That’s why I’m passionate about helping people find a home.”

A Personal Touch, a Professional Standard

Jennifer describes her work as relational, not transactional. “I see myself as a collaborator. You have to meet people where they are,” she explains. Her love language? Acts of Service. And it shows.

She holds 13 real estate certifications and designations, and is working toward earning her CRS (Certified Residential Specialist). She’s also a Certified Home Staging Professional, personally staging every listing she represents—free of charge. She even manages two storage units filled with her staging inventory. “I stage all my listings because it elevates the marketing and boosts buyer confidence. It’s not about the price point—it’s about helping the clients have an exceptional experience.

That commitment extends to her marketing, where she uses drone footage, polished materials, and lifestyle-driven storytelling. “It’s not just about the house...it’s about the lifestyle. I am marketing lifestyles.”

Her 2024 volume was not even a career high, and she still closed 29 transactions. Her goals for 2025 are ambitious. “I’ve already closed 12 transactions in the first quarter. I’m pacing to hit 50 this year.” Even so, she’s quick to say her favorite deal last year was a \$147,000 home for a Navy veteran. “It’s about impact, not just numbers.”

Jennifer isn’t just passionate about real estate. She’s a tireless advocate for veterans, volunteering with Veterans Bridge Home for the past six years. “I created a system by which I can



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interview a veteran within 10 minutes, and provide them with a customized property management tailored to their needs, helping vets find secure housing fast," she says. "It's helped over 600 families so far."

She's also been active with Habitat for Humanity, Girls on the Run, and Thompson Child and Family Focus, where she previously served on the board.

"I see my role as creating ripples in the world. If I can help one person have a better day, I've done something meaningful."

Life with Heart (and a Few Cats)

Jennifer is happily married to Zach, a native Charlottean. Together, they share a deep love for animals—and yes, "vet bills are a part of life," she laughs.



She's a devoted traveler, sitcom enthusiast, tea drinker, and nature lover. Whether planning her 50th birthday trip to New Zealand or sitting

in her sunroom overlooking a tree-filled backyard, Jennifer embraces every moment.

"I want to live a life full of good memories," she says. "I want to write books, visit every U.S. state, and see UNESCO World Heritage Sites while I help others achieve their dreams."

What does she want future top producers to know? "First, learn to manage your money. I use payroll software to make sure my taxes are handled and that I'm staying on budget."

"Second, bookend your day. I start my mornings with a three-part ritual: prayer, gratitude, and a vision board reflection. I end the day with the same ritual."

"And third, take time away from work. This one's hard, but it's crucial. If you're rested, you serve better."

Jennifer's mission isn't just about transactions. It's about transformation. And with every person she serves, every veteran she supports, every home she stages—she's building something lasting.

"My job is to help people live incrementally better lives," she says. "And if that's my legacy, then I've done something right."

