



NLC REALTY · DARK HORSE GROUP

BROKERED BY LPT REALTY

CAREERS · DARK HORSE GROUP @ LPT REALTY

Join Dark Horse

AGENT OPPORTUNITY GUIDE — 2026

The only Agent-Choice brokerage for life. If you're a driven agent ready to build a real business with an unfair advantage in marketing, technology, and compensation — let's talk.

90%

SELF-GENERATED SPLIT

47

STATES



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REALTOR® · Dark Horse Group · NLC Realty

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DARK HORSE RESUME

A team built to win

Founded 2021

Built from the ground up into one of the fastest-growing teams in the state.

500+ homes/year

Consistent, high-volume production across the Sandhills & greater Fayetteville region.

Top 5 in NC · Top 150 in USA

Ranked among the top real estate teams in North Carolina and nationwide.

Plus full-time support staff — so you're never doing it all yourself.

The Dark Horse Way

Think about what a dark horse represents — someone who defies expectations. That's us. We're veteran-owned and operated under Ipt, bringing that “leave no one behind” mentality to everything we do. Big brokerage backing. Small team support. New or experienced — doesn't matter. Our sweet spot is agents who are hungry and coachable.



WHY LPT REALTY

The unfair advantage

lpt Realty was named the 2024 Most Innovative Brokerage and is one of the fastest-growing in the country — now in 47 states. No signup fees, no monthly fees, and a model built to put agents first.

Agent-Choice comp

Business Builder: \$500/file, \$5,000 cap. Brokerage Partner: 80/20, \$15,000 cap. You choose.

Revenue share & stock

A 7-level revenue-share model, stock awards, downline teams, and branch opportunities.

No junk fees

No signup fees and no monthly fees — keep more of what you earn.

Splits & fees

SELF-GENERATED

90% — business you bring in yourself, no tiers, no reduction.

TEAM-PROVIDED

By units closed: **0–5:** 50% • **6–10:** 60% • **11–15:** 65% • **16+:** 70%.

TRANSACTION FEES

lpt fee \$195, TC fee \$350/file. 100% self-generated: \$500/transaction, \$5,000 cap.



EVERYTHING YOU NEED TO WIN

Tools, marketing & support

Best-in-class tech

lpt Connect transaction management, the enterprise Lofty CRM with lead gen, Dotloop e-sign, and dezzy.ai for AI-powered marketing.

Done-for-you marketing

A collateral marketing system branded to you — print, mailers, and campaigns that win listings.

Real training

Dark Horse University, LPT Growth Pro Training, LPT & Hub Training, and direct Zillow training — plus an active team Slack for real-time support.

Fast support

Reliable support chat and a team that actually shows up when you need it.

Your business at Dark Horse

Multiple lead sources, an increased referral base, and access to our Pond of 35,000+ contacts — every agent gets it, with proven strategies to re-engage cold leads. Leads are a catalyst here, not a crutch: the goal is a self-sustaining business built on relationships.



WHO WE ARE

Core values

Lead from the front

We set the pace, raise the standard, and outwork the competition — every single day.

Put people first

Our clients and agents are at the center of every decision, every interaction, and every outcome.

Own the outcome

We take extreme responsibility for results and deliver on what we promise — no excuses.

Build relentlessly

We pursue growth, innovation, and better ways to serve — never settling for “good enough.”

Support that matches your initiative

Team Lead

Your go-to for daily wins and real-time support.

Director of Sales

Keeping you aligned with your growth goals.

State BIC

Your safety net for situational and transactional support.



MENTORSHIP WITH ME

You won't do it alone

Join my team, and I would be your mentor — you get more than a brokerage, you get hands-on mentorship from someone closing deals in this market every week. Better people. Better service. Better results.

READY TO MAKE THE MOVE?

Let's talk.

Explore the opportunity, or reach out and I'll answer every question.

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