GREATER ATLANTA
REAL PRODUCERS®
NOVEMBER 2026



+

Agent on Fire
SARAH SIMMONS

Agent on the Rise
SARAH STROHSCHEIN

Partner Spotlight
KARLA GILTNER WITH CURRIE ROSE INTERIORS

Wendy Mullins

PHOTO BY ALLIE SANTOS, POWERED BY VANTAGEPOINT3D AND MEDIA

CONNECTING. ELEVATING. INSPIRING.

AN EYE FOR DESIGN. A MIND FOR BUSINESS.

Wendy MULLINS

BY ELIZABETH MCCABE
PHOTOS BY ALLIE SANTOS, POWERED BY VANTAGEPOINT3D AND MEDIA

Wendy Mullins may be one of the few REALTORS® who can legitimately say her real estate education began before she could walk.

Her parents were renovating homes when she was a baby, and her mother still tells the story of painting a house with one hand while bouncing Wendy's baby seat with her foot.

"I joke that I got into real estate when I was about five, probably earlier," says Wendy, a real estate professional at Atlanta Fine Homes Sotheby's International Realty. "I literally grew up around real estate."

Apparently, she did. Today, Wendy is ranked in the Top 5% with the Atlanta Realtors® Association and is the number one advisor for homes sold in the North Atlanta office.



California Roots

"I grew up in Pasadena, California," says Wendy. A second-generation real estate agent, Wendy followed in her father's footsteps.

"My dad was an active agent in the Los Angeles area who began flipping homes and eventually moved into residential, multifamily and commercial development. He loved the art of the deal and the energy around real estate," she explains.

Wendy went on to attend the University of Utah, where she majored in Consumer Economics. "It was a great foundation for real estate, understanding how people make decisions, how markets behave and the economics behind consumer behavior."

After graduation, it was full steam ahead. With her father's encouragement, she got her license right out of college. Her first position was with a development at Jeremy Ranch, just outside Park City, Utah, where she wore a lot of hats, from office management to supporting land sales.

Then Wendy made her mark in commercial real estate. She spent 10 years with Colliers International, specializing in site selection and representing national retailers including Starbucks, Costco, and Barnes & Noble. She also represented developers in land sales and retail leasing development.

"It was an incredible education in location, demographics, consumer behavior and how to evaluate the potential of a property."

In addition to real estate, Wendy bloomed and blossomed as a successful entrepreneur. She built a successful e-commerce home furnishings business and later became a marketing consultant working with a variety of businesses.

When COVID hit in 2020, marketing budgets essentially shut down overnight. "Mack and I were engaged at the time," says Wendy. With Mack in the mortgage business and her father in real estate, they both kept telling her, "You need to get back into real estate." She listened.



In 2020, Wendy returned to real estate on the residential side. She explains, “I quickly realized that everything I had done in between suddenly had a place - commercial real estate, marketing, design, e-commerce and running a business. It wasn’t really a career change. It felt more like coming home to the business I had grown up in.”

Finding Her Niche

Wendy feels fortunate that she found a brokerage that she loves. “When I met with Atlanta Fine Homes Sotheby’s International Realty, the level of support really stood out. The marketing, operations, technology, leadership and resources were simply at a different level. It has allowed me to stay very hands-on with my clients while becoming significantly more efficient behind the scenes,” she explains.

Wendy loves the intersection of real estate and design. She serves on Windward’s Modifications Committee in Alpharetta, a community of roughly 2,500 homes, where she handles many of the exterior requests involving color and design. As a Certified Color Expert, she completed roughly 70 paint, color and roof consultations last year in 2025.

“It’s a completely different side of what I do, but I love helping people make smart decisions about their homes,” she explains. Of course, she also sold 32 homes.

Wendy has built a strong presence in one of Downtown Alpharetta’s smaller neighborhoods, with approximately 130 homes. Over the past three years, she has sold 14 homes there and is preparing to list her 15th. She knows the neighborhood well and has built lasting relationships with many of its homeowners. Her background in design also plays an important role, particularly in how she prepares and stages homes to make the most of their space. It’s a personal, hands-on approach that has led to continued referrals and repeat business within the community.

Passionate about first-time homebuyers, Wendy jokes, “They’re my favorites because they still listen to me.” They ask questions, are eager to learn, and she helps shape decisions that can impact their financial future for decades.

Color and selling homes? That’s the best of both worlds for Wendy, who thrives on variety.

“One day I’m talking paint undertones and roof colors, the next I’m analyzing an offer for a luxury buyer or helping someone buy their very first home. I genuinely love all of it. There’s never a dull moment,” she laughs.

Home, Family + Community

Wendy and her husband, Mack, have four young adult children whom they raised in Alpharetta and Milton. Their youngest two are twins who recently headed off to college, while the family is also looking forward to a daughter’s wedding in 2027.

“This isn’t just the market where I work,” Wendy says. “It’s where we built our life.”

Mack has spent more than 30 years in the mortgage and capital markets industry and is an Executive Vice President with Capital City Home Loans. He is also a musician who releases original rock music as The CEO.

When Wendy slows down, she enjoys design, sports, travel and sunset cruises around Windward Lake on the family’s electric pontoon boat. She even started the Windward Mahjong Society after learning to play.

Community matters to Wendy, too. She created Windward’s Dogtoberfest, an event that has drawn approximately 1,000 people while supporting animal rescue and adoption organizations, including Angels Among Us Pet Rescue and Furkids.

For Wendy, relationships ultimately remain at the heart of her business. “Treat it like a business, but never forget it’s a relationship business,” she says. “Know your numbers. Know your market. Keep learning. Stay consistent.”

Her career path, she believes, prepared her perfectly for what she does today. Commercial real estate taught her how to analyze property and value. Marketing taught her strategy and positioning. Entrepreneurship taught her about ROI, project management, design, operations, leadership and consumer behavior.

Residential real estate brought it all together. “I’m grateful for the recognition that has come with the growth of my business, but the part that means the most to me is repeat business,” Wendy says.

Perhaps that is fitting for someone who began learning real estate before she was old enough to understand what it was.

Wendy may have followed her father’s footsteps into the business, but somewhere along the way, she made the path distinctly her own.

