

LANGSTON CARR



▶▶ rising star
By Jean Leffler, Staff Writer



RE/MAX

LANGSTON CARR — RISING STAR — RE/MAX

In January 2016, Langston Carr started his real estate career like most others, aspiring to succeed in this business. However, that same year he was faced with a few significant losses. First, he lost his stable 15-year career and, later, lost his 11-year marriage. Having lost personal confidence and motivation, Langston spent the next three years in exploration and self-discovery.

Inspiration arrived one day in the form of a prayer during that third year. Langston says it was that very moment when he made the decision and plan to commit to his career in real estate. He was teaching at the time and prior to that date, had only sold four homes in three years. However, that year, Langston saw his first glimmer of success — selling \$3.5 million as a full-time educator and part-time REALTOR®.

He says, “The true measure of a man comes from how you respond to adversity in your life. It took me a while, but I believe I have responded well.” We believe so too. Since that date in 2019, Carr has achieved LRRA Gold (2019), LRRA Bronze (2020) and top 5% in 2022. His total volume last year alone was \$5.6 million — all as a part-time REALTOR®!

Today, Carr is passionate about helping others accomplish their goals and views this as the most rewarding part of the industry. Helping others energizes him. He ascribes to Zig Ziglar’s philosophy that when helping people get what they want, eventually he will achieve everything that he wants to.

He says he believes in MOE — “mindset over everything”! To that, he adds, “If you can change and control your mindset, literally the way you look at life will be completely different. Everything you’ve ever wanted is right within your reach. The questions I ask myself are different, and the inner thoughts/talks that I have with myself are different. I’ve found passion in this, and it’s exemplified by helping others, both clients and agents.”



Every career has challenges, and Carr sees his as treating real estate as a business. He thinks many relators (himself included) move through transactions while juggling their personal lives. Unlike many agents, he focuses on business while implementing systems and administrative tools to help him manage his time. That avoids duplicating tasks and allows more time for his family.

The Carr family includes 10-year-old McKinley. Carr says, “You get one opportunity to raise your child, and being a former educator, the commonality I have seen in every child who has grown up to be emotionally healthy and happy is they have spent a lot of time with their parents — this career affords me that opportunity without guilt or shame.” They love traveling together, and they recently took a Disney Cruise. He says, “She had a blast!” They do a lot together, but he says, hands down, their favorite activity is reciting Kanye West or Tyler The Creator songs together. He says, “I think it is amazing that she loves the same music as both of her parents. It’s so nostalgic to me!”



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Langston sees many layers of real estate and is constantly learning and growing. He practices meditation. He listens to self-improvement podcasts. He has flipped homes. He has purchased rental properties. He is in a book club, enjoys sports and admits to being a “fantasy football fanatic.” He enjoys doing something different each day. He knows from personal experience that boredom is real! Although it took him a while to commit, he recognized long ago that corporate America just wasn’t for him. Another thing he has learned is “success is learning to operate out of gratitude daily. I’m currently working toward that. I am definitely grateful for life, family, friends, career and failures.” Of course, he admits to giving in to distractions, but he says, “I’m getting there.”

Carr hopes that his friends and family would describe him as being a great father, friend, son and brother. He says, “Some adjectives would include: ambitious, driven, honest, opinionated, relentless and dedicated (to a fault).”

He says, “Building a career in real estate is difficult, but not impossible. It is hard, but it is absolutely worth it! The easiest way to go through hell is to keep moving forward!” 2022 is still his first full year as a full-time agent, and he has already surpassed his past numbers. He has a personal goal to be the top producer in the state!

Langston Carr works with RE/MAX Elite. And his email address is Langstontherealtor@gmail.com. His cell phone number is 501-773-7154.



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This taught
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