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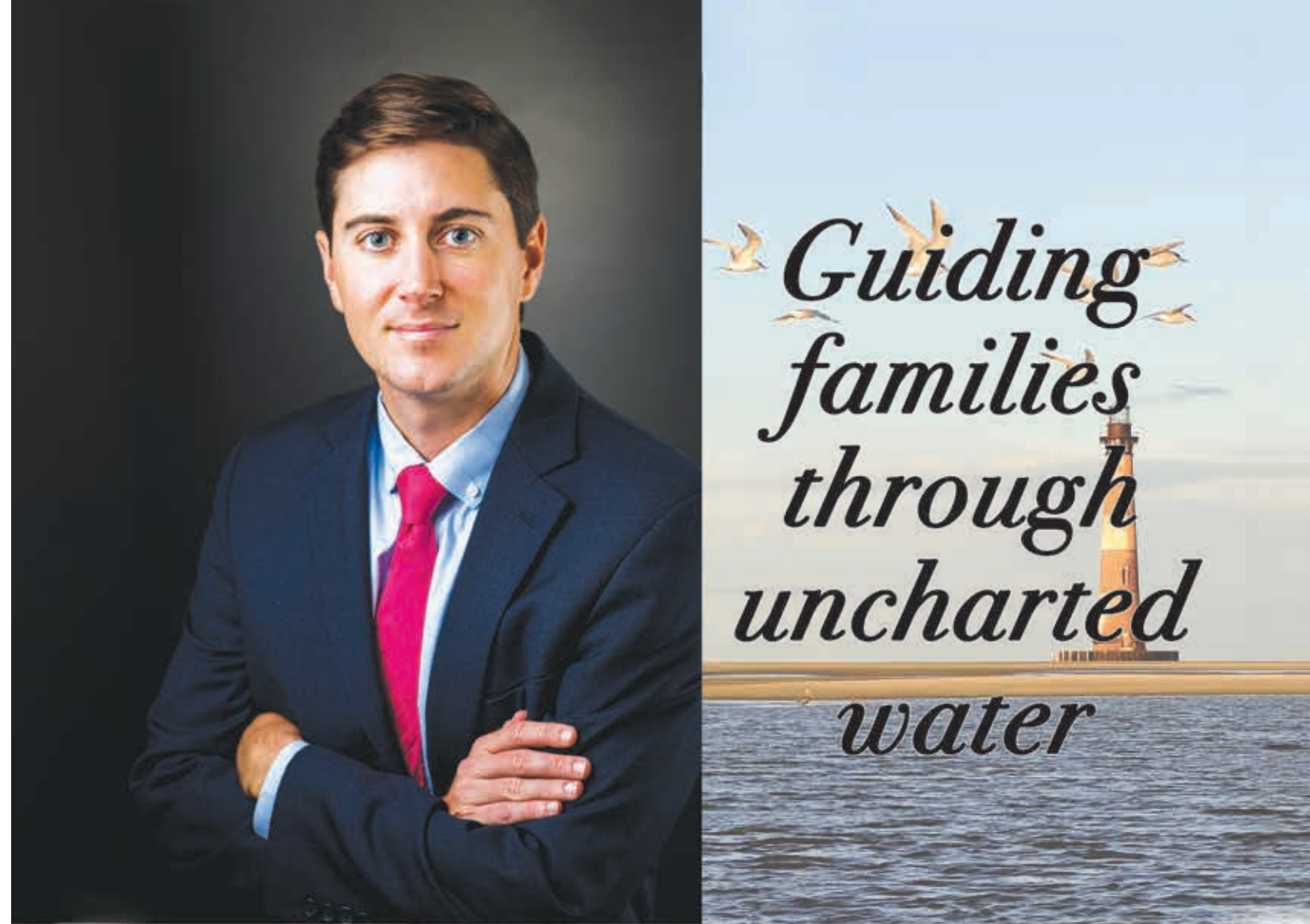


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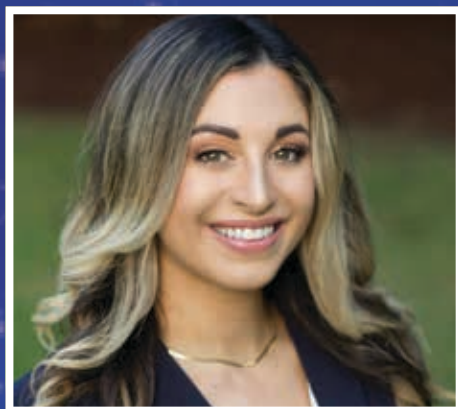
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YASER PEREZ

Brokerage/Team Name

Carolina One

How long have you been in real estate?

Ten years

What are you most proud of in your career?

The proudest moment of my career was getting to share my 40 Under 40 with my mom and family. We grew up in Cuba, and my mom brought me to the U.S. when I was 8 in search of the American dream. Being able to fulfill this dream and share it with my mom, who worked so hard to make it possible, was one of my proudest moments.

Tell us about a risk you have taken in your life.

The biggest risk I have taken is getting into real estate. Since I moved to the U.S., I have worked anywhere from one to three jobs at a time in order to get into real estate. That risk has paid off and has completely changed my life.

Tell us about a challenge you have overcome, personal or professional.

My biggest personal challenge was learning English as a second language when we moved to America. My biggest professional challenge, being 20 years old when I entered the business, was getting clients to believe and trust in me as a young agent.

What is important to you right now?

My family, my faith and making sure I am reaching out to loved ones and friends and letting them know how grateful I am for all of them. Something that is very important to me right now is also being able to motivate young kids and people in general that with hard work and perseverance, anything is possible. I had someone believe in me, and thanks to them and so many others, I am where I am today. I would love to be able to do that for others.

Who do you admire and why?

I admire my parent and my entire family for always believing in me. My boss, Chip Reeves, for always guiding me and his mentorship along the way. My best friend and someone I consider a brother, Chase Reeves, for believing in me and encouraging me to take a leap of faith and get into real estate. My better half, Kendy, for always pushing me to be a better person each and every day, even when it means working on vacation!

Best Christmas present you ever received.

My first Christmas in the U.S., when I had my own personal bicycle for the first time in my life.

What is your theme song for your life (title and artist)?

Grits' "Ooh Ahh."

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Being able to buy my mom a vacation home.

What is your superpower?

Being bilingual

Tell us one thing you can't live without (family and phones don't count).

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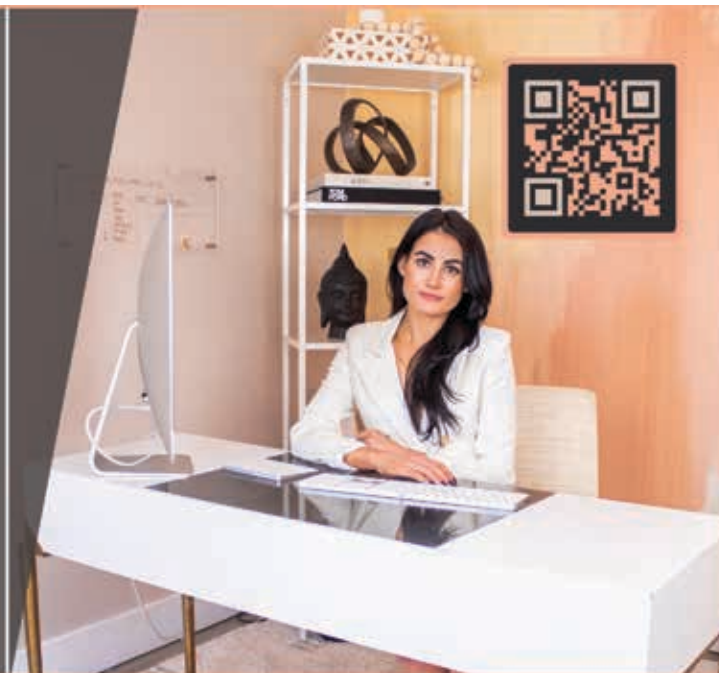
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How long have you been in real estate?

Ten years

Tell us about a risk you have taken in your life.

Moving to Charleston knowing no one

What is important to you right now?

My family and my finances

Who do you admire and why?

My father. He's the American dream.

What is one thing you are excited about for 2023?

Getting to take that honeymoon

Best Christmas present you ever received.

Trip to Portugal

What's on your vision board?

If you don't have a vision board, tell us one thing on your bucket list. Patagonia

What is your superpower?

Seeing the problem ahead of others



KEVIN RICHTER

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How long have you been in real estate?

Nine years

What are you most proud of in your career?

The moments I look back on with pride the most are the moments where I could give of myself, my time, energy and resources to make a difference when no one else would. Watching as my team grows on the individual level and mentoring the people in my circle to bring out the best in them have been the bright spots of my career.

Tell us about a risk you have taken in your life.

In 2014, I moved from a very comfortable life in Austin, Texas. I took a leap of faith to begin a new adventure in Charleston with two bags, a guitar and a prayer. I only knew two people, but I had a feeling deep in my gut that it was just the beginning of what the universe had in store for me. Today, I have a team of extraordinary people who help push me daily and a circle that extends into the thousands here in Charleston.

Tell us about a challenge you have overcome, personal or professional.

I made a decision to leave a team that was limiting me and my abilities to go out as a solo agent and then set out to build a team I would want to be a part of.

What is important to you right now?

Helping agents unlock their full potential, both professionally and personally

Who do you admire and why?

Ryan Jones. Have you seen this guy's dimples?



Best Christmas present you ever received?

Finding out I was going to be a father

What is your theme song for your life (title and artist)?

Right now, it's "We Gon' Boogaloo" by Australian artist C.W. Stoneking.

What is your favorite food?

A big, thick, greasy hunk of smoky Texas brisket.

What is your superpower?

Helping to unlock the potential in others

Tell us one thing you can't live without (family and phones don't count).

A good jam with a funky beat

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HALEY EBERSOLE

Brokerage/Team Name

Carolina One /Palmetto Elite Group

How long have you been in real estate?

Two years

What are you most proud of in your career?

To not only have built a powerhouse team of REALTORS®, but they are consistently recognized for the good they do for others as well.

Tell us about a risk you have taken in your life.

Absolutely taking the chance to pick a spot on a map with my husband, agree to move there, start a career in a new field when I didn't know a soul here.

Tell us about a challenge you have overcome, personal or professional.

I have had to overcome a lot of adversity in my life, growing up in less than fortunate circumstances. It's molded me into the woman and mother I am today. I have become a hustler; it's made loyalty a priority, and it's taught me the strength I need to stand up to people who want to bring others down.

What is important to you right now?

At this moment, focusing on building my business in an authentic way and surrounding myself with loyal, driven people.

Who do you admire and why?

I would have to say my best friend, Lynn. She has taught that it's OK to put yourself first sometimes, to not let people walk all over me, and she has an old-school ride-or-die loyalty that is hard to find these days. She is always giving me confidence and reminding me that it's OK to make the tough calls.

What is one thing you are excited about for 2023?

Building my team with the right people.

What is your theme song for your life (title and artist)?

"Juicy," Biggie

When you were young (10-15 or so), what did you dream of becoming?

Hairstylist

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Real Estate Mogul Joyce Rey, a trip to Thailand, read more books, grow my team and travel the world to teach other people how to build their business authentically.

Tell us one thing you can't live without (family and phones don't count). My dogs



HOLLI REESE



Brokerage

Keller Williams Charleston/West Ashley

How long have you been in real estate?

Two years

What are you most proud of in your career?

That my business has been 100% organically sourced. I have never paid for a single lead!

Tell us about a challenge you have overcome, personal or professional.

We moved here in 2019. I didn't know anyone, and I had to build my business from the ground up while my husband was deployed.

What is important to you right now?

To reach my goals and still give myself the grace sometimes needed in this market.

What is one thing you are excited about for 2023?

Our family trip to Scotland!

What is your favorite food?

Wagu steak from Hall's Chophouse!

When you were young (10-15 or so), what did you dream of becoming?

A veterinarian

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Get out of debt 100% and purchase an Airbnb.

Tell us one thing you can't live without (family and phones don't count).

My assistant!

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Brokerage: Realty ONE Group Coastal
How long have you been in real estate?
 A year and eight months

What are you most proud of in your career?
 Although statistically I have landed amongst the top producers in Charleston, I am actually most proud of the relationships I have built with my clients. I have a steady flow of referral business. Most of the clients who referred me in the first place speak to my character and say that I am a kind, trustworthy and dedicated individual. I work so hard to show my clients that I care and will get the job done to the highest degree of success. They trust that when I say, "I have your back in all of this. Lay your worries in my hands," they can let go of their fears and enjoy the experience. I will always value my character over the number in my bank account.

Tell us about a risk you have taken in your life.
 I have always taken a bold leap of faith when it comes to my business ventures. Prior to being a real estate professional, I was a master cosmetologist and salon owner. I opened my first salon in Nashville when I was 22 years old. After a few successful years of styling hair for the biggest country stars, I decided to leap again and follow my heart to the beach. I opened another salon on Hilton Head Island. The day that I was presented my business license also ended up being the day the governor announced we had to halt all business for the pandemic. Instead of letting it break me, I decided to utilize that time to refine my marketing strategy. Once my doors were allowed to open again, I ended up fully booked, four months out from my opening date. Every risk I have taken in life has rewarded me tenfold.

Tell us about a challenge you have overcome, personal or professional.
 There is nothing I love more than a life challenge. I genuinely believe that all of the success in my life has been a direct result of a challenge prior, and without an appreciation of the difficult moments in our lives, we wouldn't understand just how beautiful the glory moments are. I have lived a life with a few more trials and tribulations than the average person. When I was 19, I found myself on the other side of the country, searching for a long-lost family member. It ended up being a story that belongs in a Wes Anderson film; everything from sleeping in my car, meeting many characters, grieving a loved one and more, but man, was I grateful for that experience. I came back to my family with such a deep appreciation for my loved ones, my health, the roof over my head and the ability to be whoever I wanted to be. To experience that at 19 makes me one of the lucky ones because it has given me the ability to treat the rest of my life with a heightened understanding.

What is important to you right now?
 I have just recently entered into my late 20s, which, to me, is an era of

your life that is all about honing in on your core principles. There are so many things that are important to me, but there is one thing in particular that lays the foundation to my code of arms: loving on others. I lean into this virtue in a few different areas of my life. The first being the relationship I have with my mother. My mama is the greatest human being of all time. She is my best friend and confidant. All I want in life is to be able to truly thank her and give her everything she deserves. I am also in a position of mentorship to my sixth grade "sister," Synia. I find that supporting our younger generations is of utmost importance. Synia is so smart, talented, and dreams big of being an author. I know that one day, she is going to write an amazing book that my future child will read. We plant trees now so that the future generations can enjoy their shade.

Who do you admire and why?
 I owe all my success to the support I have had from my mentors. There are so many people I admire and would like to thank: Diana Johnson, Brad Baker, Bubba Reynolds, Sam Abruzzo, Donna Durscher and Earl Fleetwood, to name a few. Most importantly, I would like to thank my Point Break Properties family. Parker Moore and Mike Millikin are my mentors currently and are equal parts genius and caring. They have taught me so many things professionally, all whilst supporting me personally. Lucy Boyle and Anne Herring are also part of the Point Break family and are absolute legends in the industry. I am so appreciative of you all.

Best Christmas present you ever received?
 I am a simple woman. Give me a set of new Christmas jammies, and I am happy as a clam.

What is your theme song for your life (title and artist)?
 "Don't Stop Me Now," Queen

What is your favorite food?
 Hear me out. It's a little strange, but I am a die-hard fan of all soups.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.
 My vision board, which happens to also be my laptop background, serves as a daily reminder that one day I will drive a yellow moped through the Greek Islands.

What is your superpower?
 My empathy and intuition give me this extreme ability to understand other human beings and their needs without a single word spoken.

TONIQUE GRANT

Brokerage

Brand Name Real Estate

How long have you been in real estate?

Three years

What are you most proud of in your career?

I'm able to inspire and motivate others to keep going.

Tell us about a risk you have taken in your life.

I look at risk as opportunities for improvement.

Tell us about a challenge you have overcome, personal or professional.

Single mom at the age of 16. Now my baby is 15, and we are living our best life.

What is important to you right now?

Building a legacy that I can pass down to my kids. I want to retire by the time I'm 40.

Who do you admire and why?

I admire Steve Harvey because he inspires me to want better.

What is one thing you are excited about for 2023?

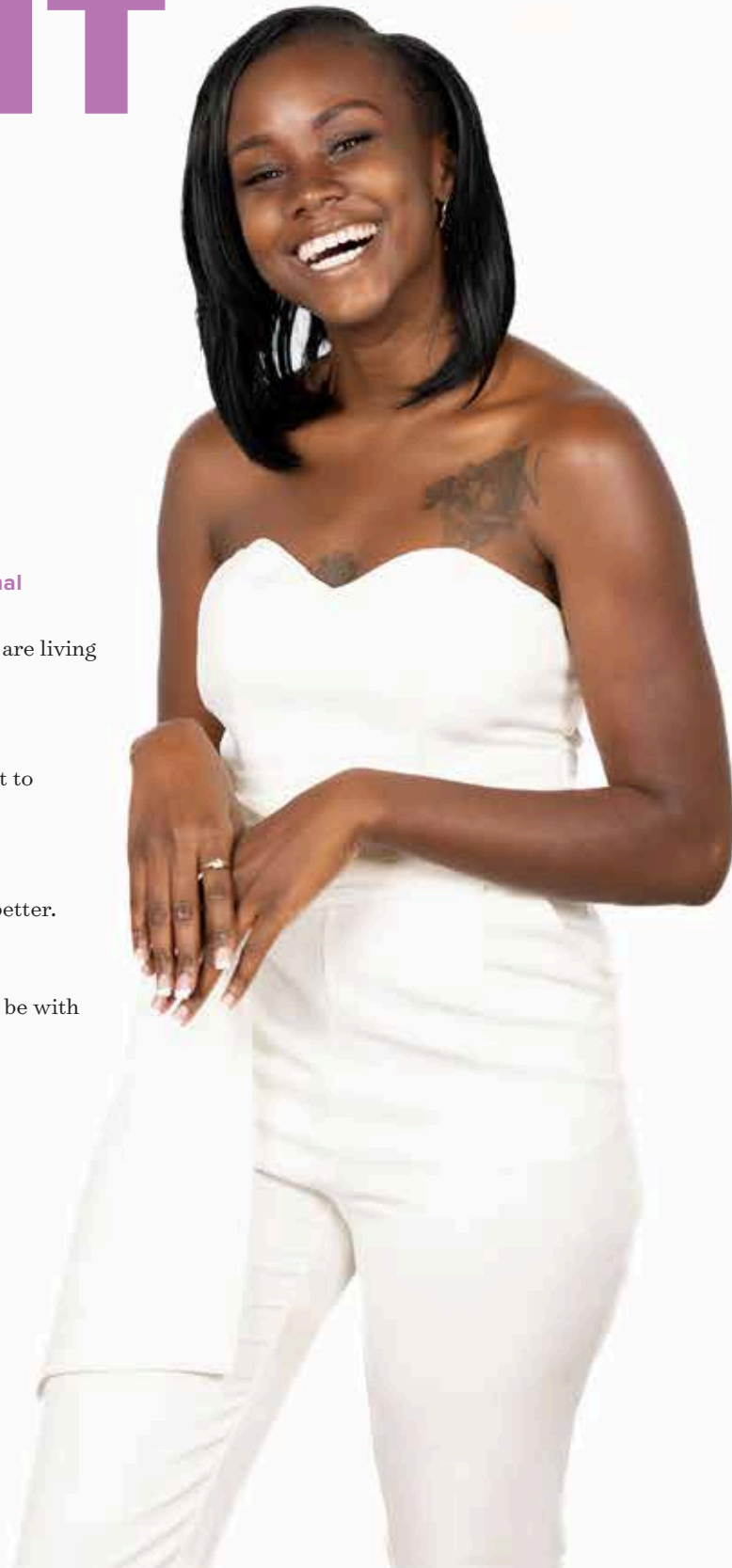
My nephew will turn 1. No more breast milk and he will be with me all the time.

What is your superpower?

I'm a money magnet.

Tell us one thing you can't live without (family and phones don't count).

I can't live without a car.



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Brokerage

Beach Residential

How long have you been in real estate?

Seven years

What are you most proud of in your career?

I am very proud of the business I built as I got my license out of college at nights while working at a golf course during the day. I did not have much experience in real estate but was fortunate to connect with some people who were very helpful and provided some great advice as I grew my business and spheres of influence. It was a challenge every day, but the support around me helped me survive in an industry where 90% of agents do not make it more than a year.

Tell us about a risk you have taken in your life.

I left a brokerage where I was very comfortable and had learned a lot to join a larger brokerage with a much more competitive culture, and it has been a great fit. There was lots of uncertainty and doubt, but I wouldn't change a thing. This change was a big risk but has certainly been a large part of my growing business. I have been lucky to surround myself with some great agents and partners who are a huge asset for me, and the dynamic we have makes every day fun!

What is important to you right now?

First and foremost, my wonderful wife and daughter! They are a huge motivator for me and very supportive. They have a front-row seat to the good and bad days and end every day on a good note. Professionally it is really important to stand out in a business with so many agents for the right reasons. Buyers and sellers deserve to know who they are working with and be educated on the market and inner workings of a transaction rather than deal with their friend who sells two houses a year but posts funny videos on Instagram.

What is your theme song for your life (title and artist)?

"My Hood" (Jeezy) and "Save it for a Rainy Day" (Kenny Chesney)

What is your favorite food?

Chicken Parm

When you were young (10-15 or so), what did you dream of becoming?

An attorney

What is your superpower?

Sarcasm

Tell us one thing you can't live without (family and phones don't count). Golf clubs and basketball shoes!



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ALFONSO MOTAGALVAN

Brokerage

Lifestyle Real Estate Elite Team

How long have you been in real estate?

Five years

What are you most proud of in your career?

What I am most proud of was being able to grow my business in a new market where I did not know anyone. Moving here from California and getting into real estate was not easy since I only knew about four people in the Charleston area. I stayed focused and persistent, and I have been able to grow my business every year.

Tell us about a risk you have taken in your life.

One of the biggest but most rewarding risks I have taken in life was staying in the U.S. at age 13 because of school and soccer while my family uprooted to Mexico. I was left behind with my aunt and uncle. I knew going to Mexico would be detrimental for my personal career in school and in soccer. It all paid off since I was able to go to UCSB on a full-ride scholarship, played soccer, and won a national championship. Upon graduating, I played soccer professionally for eight years and met my wife along the way.

Tell us about a challenge you have overcome, personal or professional.

Recently rates have spiked; this has been a challenge for most agents. As it pertains to me, I have tried to stay calm and educate clients and give them the best advice I can to keep my business steady.

What is important to you right now?

To stay consistent and not become complacent with my success. I want to stay hungry and humble as I continue to build my business.

Who do you admire and why?

I admire my wife; she keeps our house going even when things get crazy. She never complains and



is willing to help me with my own needs while taking care of Liam and Camila.

Best Christmas present you ever received.

Our dogs

What is your theme song for your life (title and artist)?

"Vivir Mi Vida," Marc Anthony

What is your favorite food?

My mom's homemade mole

When you were young (10-15 or so), what did you dream of becoming?

A pro soccer player

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Taking my wife to Bali.

Tell us one thing you can't live without

(family and phones don't count). My soccer ball

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REALTOR®, The Boulevard Company



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Brian Kline
REALTOR®, Carolina One



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Kim Molloy
REALTOR®, Carolina Realty Group



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Brokerage/Team Name

The Greater Charleston Properties Team with The Boulevard Company

How long have you been in real estate?

Five years

What are you most proud of in your career?

Being named a REALTOR® of Distinction in the top 10% of agents for production in Charleston last year, receiving the 40 Under 40 Charleston Real Producer award and being awarded "Top 10 Most Expensive Sales in Old Village for 2021."

Tell us about a risk you have taken in your life.

Moving to Charleston and not knowing a single person is one of the biggest risks I've ever taken in my life!

What is important to you right now?

Living a balanced lifestyle is important to me! I strive to always work hard, spend quality time with family/friends, maintain my spiritual life, work out regularly and eat healthy in an effort to be the best version of myself.

What is your favorite food?

Braised short ribs with ricotta gnocchi from Obstinate Daughter on Sullivan's Island

When you were young (10-15 or so), what did you dream of becoming?

I loved watching HGTV as a child and always dreamed of working in real estate and renovating properties someday!

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Traveling to Europe in the next year is on my bucket list!

Tell us one thing you can't live without (family and phones don't count).

Living by the water



HELENE BARRETT

Tell us about a challenge you have overcome, personal or professional.

Losing my dad six years ago. My dad was the best doctor and had an entrepreneurial spirit. He would give you the shirt off his back and had an amazing work ethic. His smile was magnetic. I use what he taught me in my day-to-day life and business.

What is important to you right now?

My family. They are my WHY. I have two little boys, 3½ years old and 2 years old. I want to be the best role model for them and work hard for them.

Who do you admire and why?

My two brokers, Lara Harpe and Stacey Boucher. They are real estate moguls. They are two of the smartest, hard-working, creative people I know. They know this city and real estate better than anyone I have met.

What is your theme song for your life (title and artist)?

“Work Bitch,” Britney Spears

What is your favorite food? Sushi

When you were young (10-15 or so), what did you dream of becoming?

A professional tennis player

What’s on your vision board? If you don’t have a vision board, tell us one thing on your bucket list.

Turks and Caicos with my boys



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WREN HUTCHINSON

Brokerage/Team Name

Hutchinson & Associates - Carolina One

How long have you been in real estate?

Since May 2015

What are you most proud of in your career?

Building a great team and helping over 200 families with their real estate needs

Tell us about a risk you have taken in your life.

The biggest risk was leaving a well-paying, established job to get into real estate and see if I could make it on my own.

What is important to you right now?

Building a legacy for my daughters to step into in the future. Working every day, knowing I'm building something for my family's long-term goals.

Who do you admire and why?

My dad; he lived his life the way everyone dreams of. He accomplished everything he ever wanted to in a short period of time and always made time for family. He is my guiding light with how I run my business now. I used to work constantly, but he was able to show me there are more important things in life, and somehow that is when my business really took off!

What is one thing you are excited about for 2023?

That it won't be 2022!

What is your favorite food?

She crab soup; it can't be beat!

When you were young (10-15 or so), what did you dream of becoming?

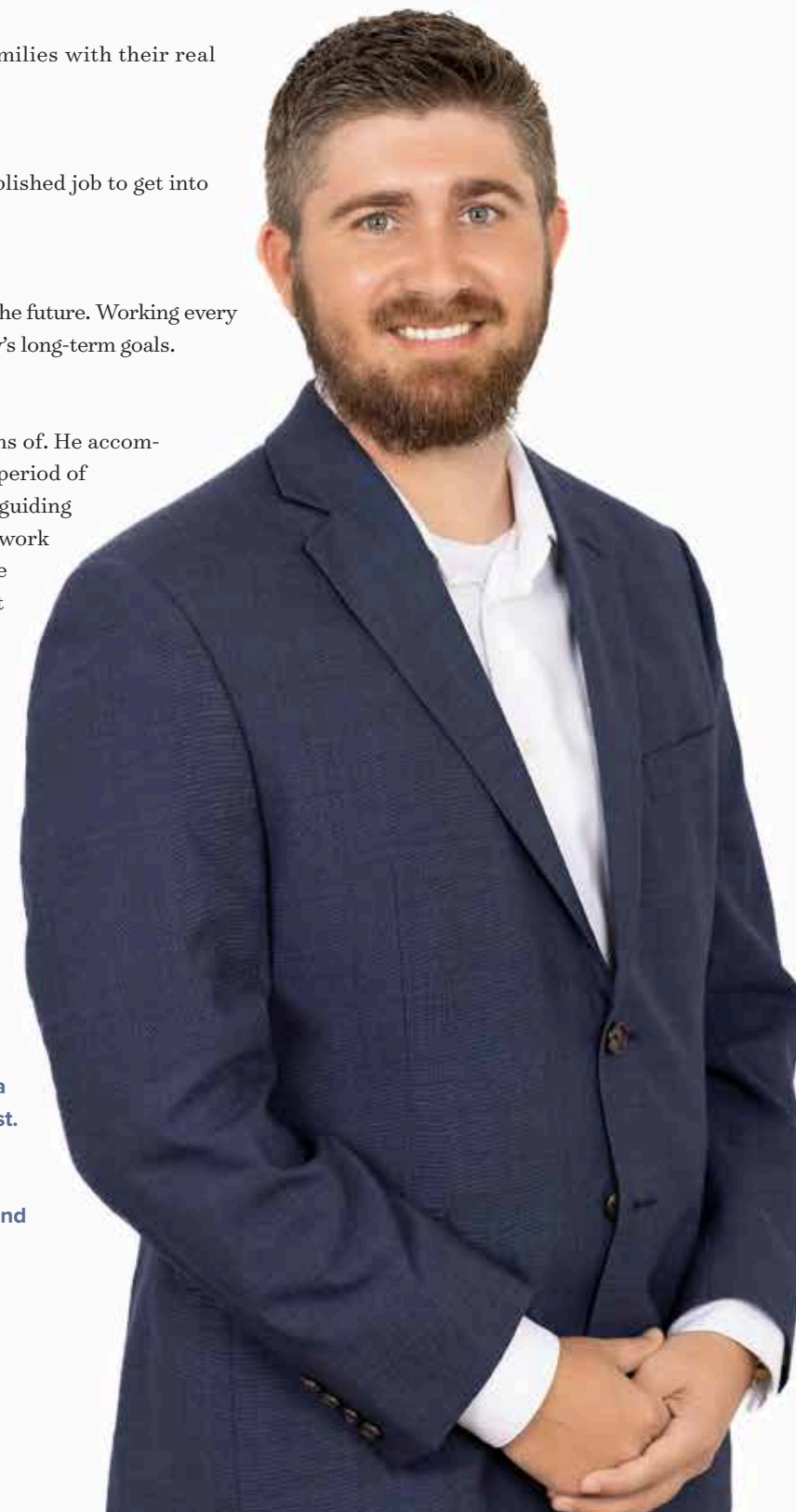
The only thing I could ever narrow it down to was successful.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

My dream home on my property!

Tell us one thing you can't live without (family and phones don't count).

A good cigar after a long week



CHRIS & LAUREN DION

Brokerage/Team Name

Selling Kiawah - Dion Luxury Properties - Akers Ellis

How long have you been in real estate?

Chris — 10 years

Lauren — nine years

What are you most proud of in your career?

Chris — Good work/life balance

Lauren — Knowing my goal was always to balance family life and work life while being successful at both, and Chris and I have, in my opinion, succeeded in both so far and hope to keep that going for the long haul!

What is important to you right now?

Chris — My family

Lauren — Being present in my kids' lives and appreciating everyone I love each day as time is fleeting and life is short and it can change on a dime.

Who do you admire and why?

Chris — My parents and grandparents for their work ethic

Lauren — My parents, who have done everything in their power to provide me with a good education and strong background in faith and family

Best Christmas present you ever received.

Chris — CD player

What is your theme song for your life (title and artist)?

Chris — "Life Is Good," Future (feat. Drake)

What is your favorite food?

Chris — PIZZA

Lauren — Crawfish étouffée and gumbo, especially when my mom makes it.

When you were young (10-15 or so), what did you dream of becoming?

Chris — Sports car designer

Lauren — An attorney, and I did that!

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Chris — Own a lake house with a Porche GT3 in the garage

What is your superpower?

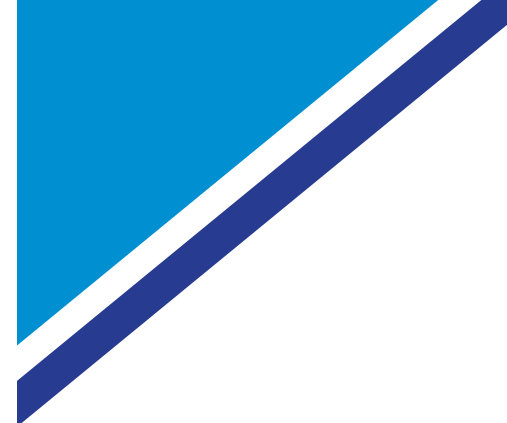
Chris — Making potato skins

Lauren — Multitasking to the fullest

Tell us one thing you can't live without (family and phones don't count).

Chris — 5-Hour Energy

Lauren — Coffee



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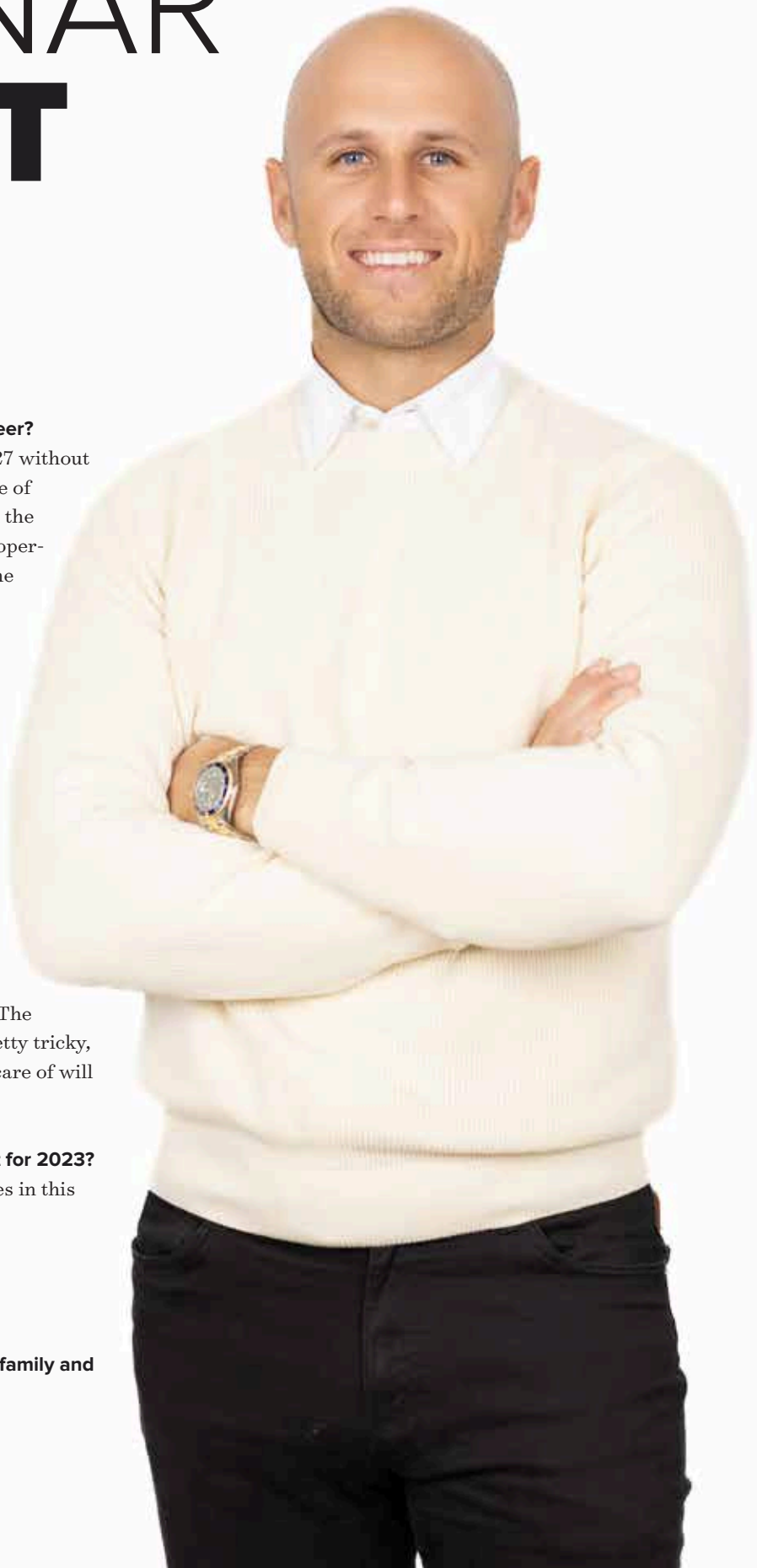
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GUNNAR HEIDT



Brokerage/Team Name

The Boulevard Company/Team Heidt

How long have you been in real estate?

Three years

What are you most proud of in your career?

I finished up my baseball career at age 27 without a lick of work experience. Now at the age of 30, I get nominated for a 40 Under 40 in the Charleston real estate market and own/operate two other successful companies in the city. Nobody would hire me, so I had to work for myself!

Tell us about a risk you have taken in your life.

Most people tell you to never do business with family, and I jumped right into it with my sister. We laugh about it now, but we were both skeptical with the future because we are so different. But look at us go!

What is important to you right now?

Trying to make all the right decisions for my clients and my family right now. The next one to two years are going to be pretty tricky, so just making sure everybody is taken care of will be important to me.

What is one thing you are excited about for 2023?

Helping all my friends get deals on homes in this new market! Whoop whoop!

What is your superpower?

Finding good parking spots

Tell us one thing you can't live without (family and phones don't count).

Being around water

GINO LUCARELLI

Brokerage

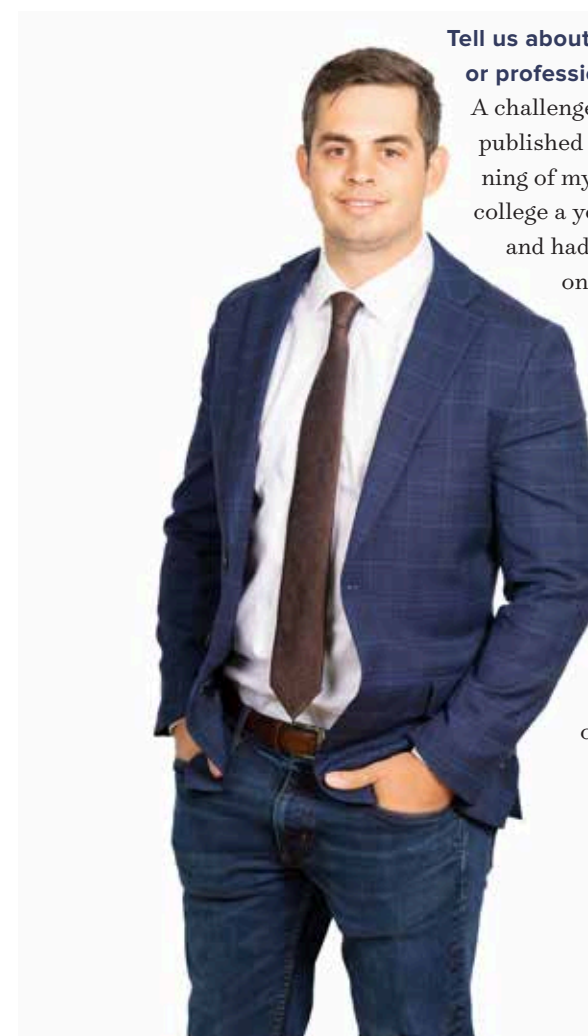
The Real Estate Firm

How long have you been in real estate?

Since 2016

What are you most proud of in your career?

I am most proud of the fact that I am still standing in this business. Many people know there is a 90% failure rate in this business. Starting out as a 22-year-old kid in this business has not been easy by any means. I have seen a ton of adversity and steps along the way. Each one of them had a lesson, and I couldn't be more appreciative as a person because they have molded me into what I am today. Some words of character that come to mind that have helped me become a stronger person: tenacity, grit, determined, unwavering. I say those words because if you pull the curtain back behind the scenes from the glamour/flashy part of this business, I think you will find that a ton of REALTORS® would tell you that's what it's going to take to make it in this business.



Tell us about a challenge you have overcome, personal or professional.

A challenge that I like to refer to that I have NEVER published anywhere is really right from the very beginning of my career as a 22-year-old. I had graduated college a year or two prior to getting into this career and had no savings/capital to work with from day one. So I know I had to get creative. In order for me to make it in, I had to have some kind of income, so this guy who had already graduated from college took a night job picking up trash. YES, you heard me; I was a garbage man. I was working for a company called Valet Waste, where I would pick up trash in apartment complexes going up and down flights of stairs with an 80-pound bag on my back in order to make above average hourly rate to support myself. My day was 9 a.m. at the office until 6 p.m., go home to grab some food and off to my night job from 8 p.m. to 1 a.m. five

days a week. I remember these cold nights vividly and refer to them often because I always tell myself if I can make it through that, I know I can handle the road ahead.

What is important to you right now?

Most important to me right now is making sure I can still spend time with loved ones. This business is very demanding and can take a ton of time away from those you care most about. So the work-life balance is most important to me right now.

What is one thing you are excited about for 2023?

THE POSSIBILITY!

Best Christmas present you ever received.

Man, who could ever forget their very first bicycle? I mean, c'mon.

What is your favorite food?

Crab legs! I am from the Lowcountry.

When you were young (10-15 or so), what did you dream of becoming?

A professional soccer player

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Bucket list is to go to the safaris in Africa.



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GIOVANNA RICHARD

Brokerage

Smith Spencer Real Estate

How long have you been in real estate?

Six years (three in marketing plus three in sales)

What are you most proud of in your career?

I am most proud of the long-term relationships I have built and the personalized experiences I have created for my clients. Charleston is a lifestyle, and it is a privilege to help my clients curate their own, with their home just being the beginning. I show up for my people on all fronts, before, during and after the transaction. To me, that is what it is all about!

Tell us about a risk you have taken in your life.

A risk I took was moving to Charleston, SC, from Portland, Maine. It was an opportunity I am beyond grateful for. I studied at the College of Charleston and quickly learned the city like the back of my hand. Relocating can be a challenge, and I feel like experiencing it on my own has greatly impacted my clients' relocation experiences. It is so much more than just the home, and having someone to help guide you in a new place is priceless.

Who do you admire and why?

I admire my grandpa Ike for a million reasons. His drive, determination and love for his family were unwavering. He moved mountains for his people and gave up on nothing, professionally and personally. He valued the simple things in life and ALWAYS showed up. In any challenge or crossroad, I think about how he would proceed. He was a force that I will always be very thankful to look up to.

What is one thing you are excited about for 2023?

In 2023 I am excited to see and be a part of the projects my clients are currently working on, from additions to renovations, new builds and pool additions. I love to see a vision/dream come to life!

What is your favorite food?

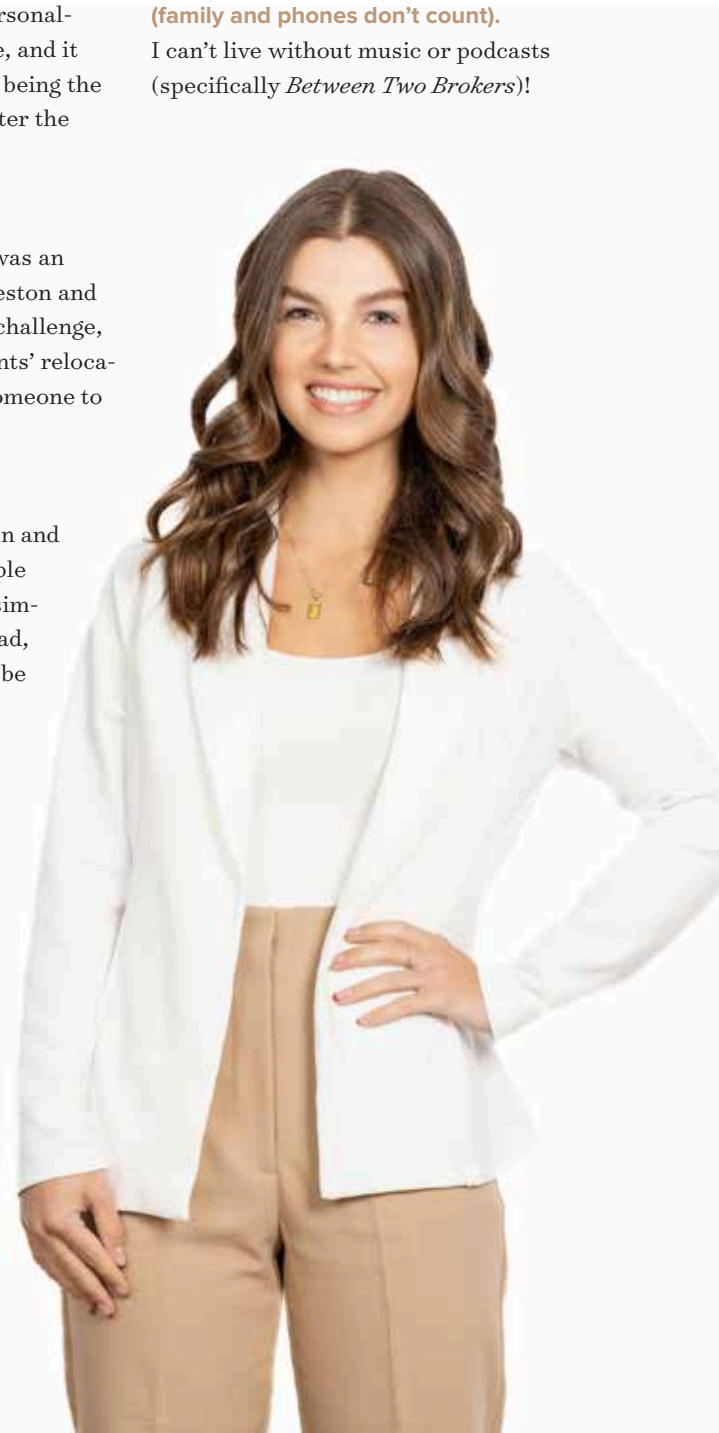
My favorite food is pizza (homemade brick oven, ideally in the hills of New Hampshire surrounded by family!).

When you were young (10-15 or so), what did you dream of becoming?

When I was younger, I dreamed of becoming a pop star!

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

My vision board is full of travel! I love exploring new places. The



top of my bucket list right now is Lake Como in Italy!

What is your superpower?

My superpower is the ability to adapt!

Tell us one thing you can't live without (family and phones don't count).

I can't live without music or podcasts (specifically *Between Two Brokers!*)



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Use extra caution when frying a turkey and use oil-free fryers if possible

R

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K

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E

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BRAD BAKER

What is your superpower?

My superpower is to say “no” and mean it, especially when representing clients.

Tell us one thing you can't live without (family and phones don't count).

My quiet time in the morning

Brokerage/Team Name

Realty One Group Coastal

How long have you been in real estate?

Six years

What are you most proud of in your career?

I am most proud of the clients I've been able to help buy a home when they thought they couldn't, helping a seller get more than they thought they could and seeing agents I've mentored experience success in their own careers.

Tell us about a challenge you have overcome, personal or professional.

I am currently battling chronic Lyme disease and all while balancing being a father, a working professional and also an active member of the church. This process has taught me that I can't rely on my own strength but to trust in and rely on God and on those friends and family around me who are more than willing to step up and help.

What is important to you right now?

The most important things to me are: No. 1, my faith and relationship with God; No. 2, my relationship with my wife, Gabrielle; No. 3, my two beautiful boys, BJ and Preston, and being a good father to them.

What is one thing you are excited about for 2023?

Getting creative to create more business and investment opportunities

What is your favorite food?

The whole flounder dish from Anson Restaurant

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

I just got my notary commission, which allows you to officiate weddings, so that is definitely on my bucket list now.



BRITTANY SHROPSHIER

Brokerage: Healthy Realty

How long have you been in real estate? Two and a half years

What are you most proud of in your career?

I am most proud of the personal bonds with my clients that have been formed through the process of helping them buy and sell their homes. It's definitely a privilege to be trusted through the process, but an even bigger honor to continue to stay close after closing!

Tell us about a risk you have taken in your life.

The biggest risk I ever took would have to be when I took an international travel training position. I was working in luxury advertising, and although I had been competitively racing and brand modeling for a top athletic company, leaving my day job was not anything I was considering. I had about a week to make the decision, and without knowing what was on the horizon, I took the leap of faith. Thankfully it totally changed my life for the positive! I was able to live and travel all around the U.S. and Europe before eventually landing here in Charleston!

What is important to you right now?

My family, always! My husband and I are welcoming our first child this January, and it's been so important to me to begin pre-planning, as best we can, for this new chapter.

What is one thing you are excited about for 2023?

I am most excited about becoming a mother!

What is your favorite food?

I love sushi and iced chai lattes with almond milk!

When you were young (10-15 or so), what did you dream of becoming?

I wanted to have my own baking/pastry show!

What is your superpower?

Finding the positive in what seems to be a bad or negative situation. I find it is important in life and work to be solution-oriented, and I strive to find that in any situation.

Tell us one thing you can't live without (family and phones don't count).

One thing I can't live without, aside from my faith, family and fur babies, of course, would have to be *The Office* re-runs! I literally fall asleep to them every night!



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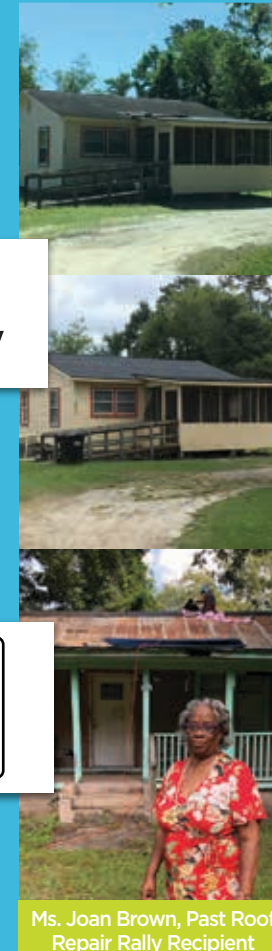
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JACKIE SCARAFILE

Brokerage/Team Name: Carolina One: Matt and Jackie Scarafile

How long have you been in real estate? Eight years

What are you most proud of in your career?

I am proud that I am able to show our three daughters that you can balance a successful career with being a mom!

Tell us about a risk you have taken in your life.

Although I have my master's degree in teaching, after five years as a teacher, I took the risk to jump into real estate, my husband's family's business, and I have never looked back.

What is important to you right now?

Being present. In a world full of distractions, it's so important to me that I am present with my family, present with my clients and their needs, and present with my own needs as well.

Who do you admire and why?

My three daughters: Charlotte, MC and Eliza! They have been my biggest teachers in life, and I love watching them grow and navigate the world.

What is one thing you are excited about for 2023?

I recently read that our goal as humans is to continually grow and evolve! I'm excited to keep growing and refining my career, my mindset and, of course, watching our daughters do the same!

Best Christmas present you ever received.

In third grade, I got my own horse, General, for Christmas!

What is your theme song for your life (title and artist)?

I'm always somewhere between "Unstoppable" by Sia and "Jesus, Take the Wheel" by Carrie Underwood.

What is your favorite food?

I have never met a french fry I didn't like!

When you were young (10-15 or so), what did you dream of becoming?

It constantly changed between an attorney and a newscaster, but I always knew I wanted to find a way to help others.



ADAM PERRELLA

Brokerage

Carolina One Real Estate

How long have you been in real estate? Six years

What are you most proud of in your career?

Being true to who I wanted to be when I began real estate. I told myself I would always do the right thing, even if it cost me money or a sale. All you have in this business is your reputation, and for me, the main goal is to have a great reputation. I have never cared about having the biggest team in Charleston or making the most money. Luckily I've been able to bring some amazing people onto my team with the same mentality, and that's really what makes me the proudest.

Tell us about a risk you have taken in your life.

Before I was in real estate, I owned a residential cleaning company in South Florida. Deciding to sell that business and move to Charleston to get into real estate was probably my biggest risk ... of my adult life.

Tell us about a challenge you have overcome, personal or professional.

I would say my most recent and notable would be when I completed a Half Ironman Triathlon. With the help of my coach, Nate Buttrick, an excellent triathlete and a fellow REALTOR®, I was able to complete all 70.3 miles of the race last December. For me, it was more about getting comfortable with

being uncomfortable. Training 10 to 15 hours a week on top of having a family and real estate was extremely challenging. The last thing you want to do after a busy week is get up Saturday morning at 6 a.m. and hop on the bike for a four-hour ride. To me, it's very similar to real estate; it's easy to NOT do the things that need to be done to be successful. It takes discipline and hard work.

What is important to you right now?

Of course, in my personal life, my family is the most important. My wife, Denise, and my sons, Mason and Ethan. But professionally, it's helping my teammates become successful.

What is one thing you are excited about for 2023?

Being better than I was in 2022.

What is your favorite food? Sushi

When you were young (10-15 or so), what did you dream of becoming?

An architect

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

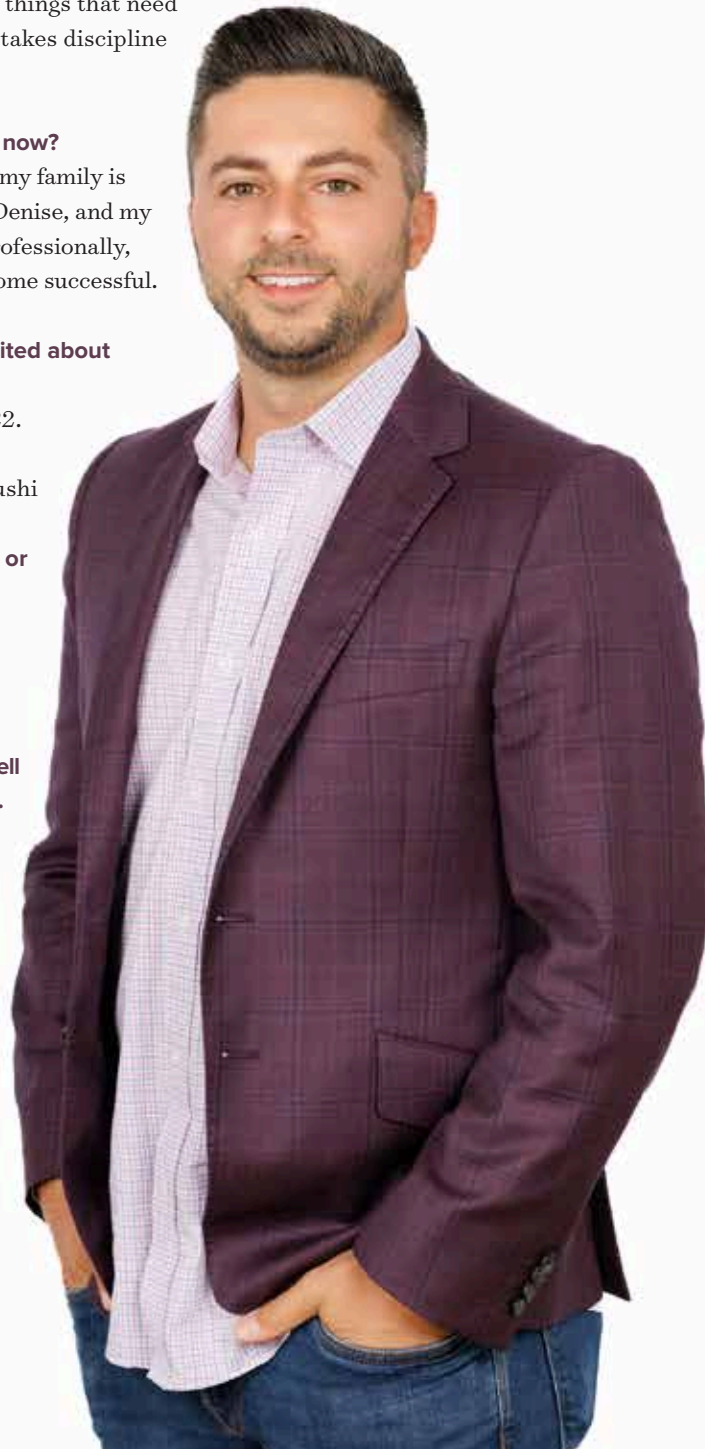
I've always wanted to go tornado chasing.

What is your superpower?

"The ability to remain positive in the height of chaos."
— my wife

Tell us one thing you can't live without (family and phones don't count).

Spending time outdoors



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RANDI LYNN HARTMAN

Brokerage/Team Name (if applicable)

JP & Associates REALTORS®, the Magnolia Group

How long have you been in real estate?

Four and a half years

What are you most proud of in your career?

I am very proud that I have been able to succeed in my career without compromising my values or ethics. Real estate is very competitive, and that can bring out the worst in some people. I am proud that I have been successful without compromising who I am and what I believe.

Tell us about a risk you have taken in your life.

When I first started real estate, I joined a team because I was not confident in my own abilities and knowledge. I decided to leave my team within one year of joining (as great as they were) to start my own brand and build my own name. I was definitely scared and had a lot of self-doubt, but I had a vision and went with it. Best decision ever.

Tell us about a challenge you have overcome, personal or professional.

One challenge that I have had to consistently overcome, both professionally and personally, is self-doubt. We can be our own worst critics, and I can tend to be very hard on myself. I have learned to trust myself and believe in my abilities and character as a person. I have learned to trust myself and the value I hold.

What is important to you right now?

My family is the most important thing to me. Family is powerful. Family is everything. The most important role that we can play in life is to be a great parent, daughter/son, spouse, sibling. With great family in your corner, you can achieve anything. They are my “why” and “how.”

What is one thing you are excited about for 2023?

Starting a team with my husband

Best Christmas present you ever received.

A recipe book from my husband so I can pass down my “secrets” to my kids.

What is your favorite food?

Chicken wings

When you were young (10-15 or so), what did you dream of becoming?

I wanted to be a teacher.

Tell us one thing you can't live without (family and phones don't count).

My faith



JOHN PORTER

Brokerage

Charleston GPS

How long have you been in real estate?

Since 2014

What are you most proud of in your career?

The gratitude you feel when helping someone buy their first home is unbeatable.

Tell us about a challenge you have overcome, personal or professional.

Personally, maintaining my relationships and having a healthy body and mind

What is important to you right now?

Expanding my business and giving back to the community

What is one thing you are excited about for 2023?

Interest rates to go down!

Best Christmas present you ever received.

Go-ped

What is your favorite food?

Pad thai

When you were young (10-15 or so), what did you dream of becoming?

A real estate agent

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Owning a large real estate portfolio





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WENDI & BILLY CONYERS

Brokerage/Team Name

The Real Estate Firm - The Conyers Team

How long have you been in real estate?

Two years

What are you most proud of in your career?

How many families and people we've helped

Tell us about a risk you have taken in your life.

Leaving corporate jobs to be self-employed. Best decision we've ever made for our family of six.

Tell us about a challenge you have overcome, personal or professional.

Billy: Having dyslexia

Wendi: Not letting history or statistics define who I am.

What is important to you right now?

Helping as many people as possible through community service and going above and beyond to help our clients!

What is one thing you are excited about for 2023?

Summer! We are warm-weather lovers!

Best Christmas present you ever received.

Wendi: Honestly, the best gift to me is the gift of time and having all six of us together.

Billy: Wendi surprised me with a '60s model Belgium Browning Shotgun

What is your theme song for your life (title and artist)?

Billy: "Hells Bells," AC/DC

What is your favorite food?

Billy: Blue crab

Wendi: Chocolate

When you were young (10-15 or so), what did you dream of becoming?

Billy: Baseball player

Wendi: Teacher

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

A house on deep water, an in-ground pool and a vacation out of the country!

What is your superpower?

Billy: Being on time

Wendi: I love people. I would die of loneliness if I lived by myself.

Tell us one thing you can't live without (family and phones don't count).

Billy: Hot sauce!

Wendi: My cowgirl boots! That's where my slogan, "Carolina roots in cowgirl boots," started. I've always loved boots and wear them every single day.



KENDRA CALORE

Brokerage

EarthWay Real Estate

How long have you been in real estate?

Seven years

What are you most proud of in your career?

I am most proud of the friendships/relationships I have built with my clients! I love to keep in touch, see how they turn their houses into homes or start new chapters in their lives and watch them create memories! And because of these relationships, I am able to have a completely referral-based business!

Tell us about a risk you have taken in your life.

I applied and got accepted to my dream college, Purdue University! I packed up and moved 14 hours away from home, knowing no one, and started a new chapter in my life. I found out who I was, who I wanted to become and what I wanted in life, and it was probably the best thing I could have ever done for myself!

What is important to you right now?

My family — my husband, Mike; my son, Brooks (6); and my daughter, Tatum (2½). Everything I do in my career and in my life is because and for them!

What is your theme song for your life (title and artist)?

“Beautiful Crazy,” Luke Combs

What is your favorite food?

Sushi or pasta

When you were young (10-15 or so), what did you dream of becoming?

I have always wanted to be my own boss and in real estate in some capacity. While being an agent wasn't my top choice at that time, I think I have found my calling!

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

One bucket list item: Visiting all seven continents! January 2023, we are taking a cruise to Antarctica, leaving from South America! After that trip, I will have been to six of the seven continents — with Asia being the last one to visit!

Tell us one thing you can't live without (family and phones don't count). Coffee!



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AMANDA SPURLING

Brokerage

JPAR Magnolia Group

How long have you been in real estate?

Two years

What are you most proud of in your career?

I am proud that I am able to work hard for my clients. I work at getting them the best deal possible and always looking out for their best interest. I pride myself in always being upfront with my clients and letting them know what I see going on in the market.

Tell us about a risk you have taken in your life.

When I was 22, I moved my entire life from Texas to Alaska! I never dreamed I would live that far away from where I grew up, but I am beyond grateful for that experience. It taught me how to be independent!

What is important to you right now?

My family and friends are my top priority. They are always my cheerleaders! I am not sure I would be where I'm at without them by my side.

What is one thing you are excited about for 2023?

I am excited for a new year of opportunities!

What is your theme song for your life (title and artist)?

"Livin On A Prayer," Journey

What is your favorite food?

I truly enjoy Tex-Mex. Being a native Texan, this has always been my favorite!

When you were young (10-15 or so), what did you dream of becoming?

When I was 15, I wanted to work in marketing or advertising.

Tell us one thing you can't live without (family and phones don't count).

COFFEE! I can't even have a conversation without at least half of a cup!



OWEN COSTELLO

Brokerage

Costello & Co.

How long have you been in real estate? One year and nine months

What are you most proud of in your career? The company and brand I've been able to build in just one year of building my company. Nearly \$10 million in volume in my first year on my own.

Tell us about a risk you have taken in your life.

Moving to Charleston in 2019 with just my car and no money to begin my career in real estate working as an inside sales agent.

Tell us about a challenge you have overcome, personal or professional.

Starting with a team in 2019 as an inside sales agent making 300 calls per day, to going into production with that same team as a listing specialist in July of 2020, then breaking off from the team to start Costello & Co. and begin my career as a solo agent and company.

What is important to you right now?

It's cliché, but my life is literally centered around my faith, my wife, Madison (and golden retriever, Sydney), and real estate.

Who do you admire and why?

Professionally, I admire Gary Keller. I admire the multi-billion dollar company that he's built while also

preaching the importance of a healthy work-life balance and why your career isn't the most important part of your life. Personally, my mother. She's the best leader I've ever met, and the values she upholds are the same values I strive to live by every day. I am who I am because of my mother.

What is one thing you are excited about for 2023?

Expanding my team and growing my company. I plan to hire talent and share the skills and experience I've learned with others so they can have the same success.

Best Christmas present you ever received.

When I got an Xbox as a kid, it was, at that point, the best moment of my life.

What is your theme song for your life (title and artist)? I'm

not sure I have a theme song, but my favorite song of all time is "Roses" by the Chainsmokers.

What is your favorite food?

Hometeam wings drenched in Alabama white sauce washed all down with a gamechanger.

When you were young (10-15 or so), what did you dream of becoming? I dreamt of playing football for the Texas Longhorns.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

A trip to the Maldives

What is your superpower?

A phenomenal memory,

especially when it comes to anything sports

Tell us one thing you can't live without (family and phones don't count).

Texas

Longhorns
football



LAUREN KOZIOL

Brokerage

Maison Real Estate

How long have you been in real estate? Two years

What are you most proud of in your career?

I am the type of person who never settles and always strives to be better. One of my top goals was to become a REALTOR® of Distinction and to be recognized as a top producer. I am very proud to say I have sold over \$22 million in closed or pending sales in just two years of starting my career to achieve this goal. I am incredibly grateful for the mentors in my life who have taught me invaluable lessons, most notably how important it is to build great relationships in our community.

Tell us about a risk you have taken in your life.

One of the biggest risks I have taken in my life was quitting my full-time job as a critical care nurse to become a REALTOR®. I put a lot of time and energy into my nursing career, but I knew if I wanted to make a career change, it would have to be all or nothing. Deciding to switch to real estate was not easy, but I can wholeheartedly say it was one of the best decisions I ever made.

Tell us about a challenge you have overcome, personal or professional.

The biggest challenge I have had to overcome has been navigating becoming a first-time mom while trying to build my career as a successful full-time REALTOR®. I know many others can relate to the struggle career-driven parents go through when they want to be the best at what they do but also want to be the best for their kids. I am fortunate to have an amazing support system that has allowed me to do both.

Best Christmas present you ever received.

I have always been incredibly blessed thanks to



the most amazing family ever, but I have to say, I get more joy out of giving gifts than receiving them. I cannot wait to spoil my daughter on her first Christmas this year.

What is your favorite food?

Since I was a little girl, mashed potatoes have always been my favorite.

When you were young (10-15 or so), what did you dream of becoming?

This is laughable now because I cannot picture myself doing this at all, but I wanted to be a television news broadcaster.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

One thing on my bucket list is to visit every state in the U.S.

Tell us one thing you can't live without (family and phones don't count).

One thing I cannot live without is music. Music gives me energy, especially those old college playlists ... ahh, nostalgia at its finest.

NICOLE ROSANIA

Brokerage
Tabby Realty

How long have you been in real estate? April 2021 (one and a half years)

What are you most proud of in your career?

Being able to help clients achieve their ultimate goals, relieve them of any stress during the process by using my vast network of resources to get the job done efficiently and educating them every step of the way. All my clients walk away from the table smiling, as new friends, and completely educated in all things real estate! Being able to bridge the gap between each side of the table is another thing I'm most proud of. All parties working seamlessly to achieve a common goal isn't easy but it's doable with heart and intention.

Tell us about a risk you have taken in your life.

Leaving a very successful 19-year career as an upper-level executive in luxury fashion development in 2020 to pursue my dream of living a relaxed lifestyle at the beach. While most others were getting laid off during the pandemic, I was very much still an asset, but I decided to take a huge leap of faith, walking away from a lifetime worth of friends, family and networks to come to a new state and start over at 36. Luckily it totally paid off! I've found my place in the world, and I've never been happier. Sometimes it takes a little self-reflection to push yourself to the next step and find your happiness.

Tell us about a challenge you have overcome, personal or professional.

Starting a new career at 36 years old was a daunting thought. When you've been on top of a world you know inside and out, just to turn around and change course and start over in a new industry brings about tons of emotion. You just have to ignore the guilt and fear, push opinions of others aside and focus on the goal! It pays off, I promise.

What is important to you right now?

Maintaining personal and professional happiness at all cost; life is short, and there is not room for things that don't enhance the experience. My success is important not for personal gain as much as it is to share with others and inspire others to do the same. I'm a "reach down and bring others up" type, so being a success story, hopefully, I can inspire folks to take the same risks I did and hold their hand while they take the leap!

Who do you admire and why?

My broker and best friend, Victoria; she's everything a strong woman should embody and has a heart of gold. The industry, personal and family standard she sets and the values she lives by are incredible, and the balance she maintains them with is mind-blowing! She's my hero!

What is one thing you are excited about for 2023?

To rescue more dogs and help more families reach their goals (and, of course, traveling and concerts!).

Best Christmas present you ever received. Tickets to the Chris Cornell Tribute concert in L.A.

What is your theme song for your life (title and artist)? "What You See is What You Get," Luke Combs

What is your favorite food?
Bagels and barbecue!

When you were young (10-15 or so), what did you dream of becoming? Fashion design or merchandising, and I did it!

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list. Traveling to Fiji (I'm afraid to fly, so this is a huge one.)

What is your superpower?
Operating successfully in chaos

Tell us one thing you can't live without (family and phones don't count). My dogs, and dogs in general!



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CHELSEA BOLDEN

Brokerage

House & Home Coastal

How long have you been in real estate?

Eleven years

What are you most proud of in your career?

The resilience I've acquired through adversity

Tell us about a risk you have taken in your life.

I moved to Charleston in hopes to set new challenges for myself both personally and professionally; I've seen the growth in both.

What is important to you right now?

Most important to me right now is having the courage to continue to remain teachable, humble, quick to forgive and mindful of my shortcomings; those are things that remind me of the faith presently active in my life.

What is one thing you are excited about for 2023?

The new development and direction of my real estate career.

What is your favorite food? Gumbo

When you were young (10-15 or so), what did you dream of becoming?

Initially, I wanted to be an architect, which very quickly evolved to becoming a salesperson in real estate.

What is your superpower?

Being able to bounce back from the chess game we call life

Tell us one thing you can't live without (family and phones don't count). My faith



SPENSER HARVEL

Brokerage/Team Name

Peninsula Property Group,
Carolina One

How long have you been in real estate? Since March of 2021

What are you most proud of in your career?

Currently, I am most proud of starting the Peninsula Property Group team. In the process of finding where I can grow my own career, I also found two amazing teammates. This year, we decided to branch off and start the Peninsula Property Group. I am excited to watch this team grow as we all continue to support and uplift each other.

Tell us about a risk you have taken in your life.

One of the biggest risks I have taken in my life was getting into the real estate business. It is not an easy career, and I knew that I was going to have to work very hard to prove myself. With the help of my amazing husband and support of my peers, I am still here doing what I love and striving to be a better agent.

Who do you admire and why?

I admire the great Dolly Parton. She's a global superstar and has had massive success in her career while still treating everyone with the same kindness and love that got her to where she is today.

What is one thing you are excited about for 2023?

I am going on a three-week trip to Italy with my husband and friends.

Best Christmas present you ever received.

My BMW X3

What is your favorite food?

Definitely a chicken sandwich from Chick-fil-A

When you were young (10-15 or so), what did you dream of becoming?

This may sound cliché, but I really always dreamed about being a luxury real estate broker like you see on *Million Dollar Listing*.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

I have a house in Highlands, NC, on my vision board. That way, we can escape the Charleston heat on weekends during the summer.

Tell us one thing you can't live without (family and phones don't count).

Absolutely my springer spaniel puppy, Mattox



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TRADD BASTIAN

Brokerage/Team Name

Bastian & Associates powered by Keller Williams Charleston West Ashley

How long have you been in real estate?

Fifteen years

What are you most proud of in your career?

I have found the most pride in being a servant to my clients and being a leader to our team.

Tell us about a challenge you have overcome, personal or professional.

Building the Bastian & Associates team is a challenge that I have overcome and yet still struggle with. We strive to provide excellent customer service to our clients while being extremely efficient. This is an ongoing challenge as technology, the industry and the market change. We also want to attract agents that want to grow their business while living a life of purpose and growth. We aren't perfect and never will be, but we are always improving and growing.

What is important to you right now?

My wife and time with my kids. I want more time with them and am actively working on ways to get that time.

What is one thing you are excited about for 2023?

Taking market share and serving more clients

What is your theme song for your life (title and artist)?

"Patches" by Clarence Carter

What is your favorite food? Pizza

When you were young (10-15 or so), what did you dream of becoming?

A professional baseball player (I indirectly get paid to play now, so I kind of made it.)

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

I want to drive cross country with my family and hit 10 national parks before my girls are in high school.

Tell us one thing you can't live without (family and phones don't count).

Playing baseball. The diamond is my church.



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WHITNEY RAY

Brokerage/Team Name

Palmetto Elite Group with Carolina One Real Estate

How long have you been in real estate?

I became a real estate agent in the fall of 2020.

What are you most proud of in your career?

I am the most proud of the connections and relationships I have made as a REALTOR®. I strive to make a one-on-one lasting connection to hopefully have a client for life. Relationships over transactions and truly being authentic in my business.

Tell us about a risk you have taken in your life.

There was a point in my life where I had a complete fresh start. Within a year, my kids and I moved, I got my real estate license, and I got married ... all of which was a risk that has paid off tremendously!

Tell us about a challenge you have overcome, personal or professional.

My biggest challenge is putting myself out there. I am definitely an introverted extrovert. I love being in my safe place with my family, but when I do force myself out, I tend to fly.

Best Christmas present you ever received.

There are so many, but my husband, Michael, always gives my experiences as gifts. So anything travel, concerts, etc., to make memories.

What is your theme song for your life (title and artist)?

"I Wanna Dance with Somebody" by the one and only Whitney Houston

What is your favorite food?

Pizza; I could eat Pizza every day.

When you were young (10-15 or so), what did you dream of becoming? A mermaid

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Be authentic and for everyone to know my name



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MEGAN ALEXANDER

Brokerage

The Charleston Property Company

How long have you been in real estate?

Nine years

What are you most proud of in your career?

Being able to work with my family

What is important to you right now?

Learning how to still be a top agent in this changing market

Who do you admire and why?

Ernest Shackleton. Have you ever watched a documentary on him? OMG. Talk about an amazing leader who didn't lose a single man during his expedition to Antarctica.

What is one thing you are excited about for 2023?

Balancing my personal life and real estate life better

What is your favorite food?

Pizza. Duh.

When you were young (10-15 or so), what did you dream of becoming?

Professional horseback rider

Tell us one thing you can't live without (family and phones don't count).

Faith



TAELOR JACKSON PRYOR

Brokerage

The Boulevard Company

How long have you been in real estate?

Two years

What are you most proud of in your career?

I am most proud of how much I have accomplished in my first year of residential real estate. I came from the commercial world. Rebranding myself was constantly at the forefront of my mind.

What is important to you right now?

Building my career is what's most important to me. I am extremely passionate about residential real estate and helping my clients find serenity in a home. I cannot wait to see what the next three to five years bring!

Who do you admire and why?

I admire my mother, Katherine Pryor. She instilled in me a strong work ethic from a very young age. I have carried that with me in everything I have done and continue to do.

Best Christmas present you ever received.

A hydroponic garden

When you were young (10-15 or so), what did you dream of becoming?

When I was young, I dreamed of becoming a doctor.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Having my own team one day and a successful podcast

Tell us one thing you can't live without (family and phones don't count).

My Stanley cup! It goes everywhere with me.



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JANIELLE EDGE

Brokerage/Team Name

The Chatman Group with Keller Williams Realty

How long have you been in real estate?

Four years

What are you most proud of in your career?

I am most proud of the businesswoman I am becoming. As an entrepreneur, you learn so much about running and scaling your business. I am proud to say that I have accomplished quite a bit in the last two years of business. From simply operating from my business account and being profitable year after year.

What is important to you right now?

The most important thing to me right now is living in the moment. Our days are going by faster and faster it seems. Cherishing small moments with the people you love makes life that much sweeter.

What is one thing you are excited about for 2023?

I am looking forward to traveling the world and sharing amazing experiences with friends and family more in 2023.

Best Christmas present you ever received.

A plane ticket from Los Angeles to South Carolina to see my mom for Christmas

What is your theme song for your life (title and artist)?

My theme song in life: Jhené Aiko's "W.A.Y.S."

What is your favorite food?

I am a TRUE foodie, I love anything from southern cuisine to Thai food. The question in my household is, where are we traveling to tonight for food? This makes the memories of sharing good meals inspired by many places around the world that much more fun!

When you were young (10-15 or so), what did you dream of becoming?

I always dreamed of being a model when I was 10 to 15. I think my 10- to 15-year-old self would be proud to know that I will be featured in a magazine for Top 40/40 Real Producers of Charleston.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Skydiving is on my bucket list.

Tell us one thing you can't live without (family and phones don't count).

The one thing I can't live without is my moisturizer. I immediately feel like the 2.0 version of myself when I moisturize.



Don't just take my word for it!

JAMES SOKOL

Brokerage

Realty ONE Group Coastal

How long have you been in real estate?

Three years

What are you most proud of in your career?

One thing I am proud of in my career is how far I have pushed myself out of my comfort zone to grow. Jumping from a career where I always have a leader to turn to, someone to point me in the right direction and motivate me to complete whatever task. It's nerve-racking to move on from that kind of structure to something that has no guarantees. That kind of growth requires new experiences and skills. It's a lot of work that involves just as much failure as success. You have to learn how to grow from both.

Tell us about a challenge you have overcome, personal or professional.

Time management has been one of my greatest struggles, and this year has been the hardest. Figuring out how to structure my business models, studying the market and taking care of clients, all while still finding time for the family, is a challenge all alone. Balancing all that while still active duty is a whole new

challenge. My schedule was always changing on a short notice. I have even been on orders temporarily taking me out of state. Though time management has been a challenge, maintaining that service of excellence has not.

What is important to you right now?

Right now, my focus is transitioning out of Active Duty to focus on the family and business. While the spotlight has mostly been on me, my wife has been putting just as many hours in to build our business as well. Though I don't want to give too much away just yet, I am excited to say that we are building something that is going to be huge for our clients, as well as the Charleston real estate market.

What is one thing you are excited about for 2023?

My active duty enlistment will finally be complete to allow my full focus on my family and clients.

What is your theme song for your life (title and artist)?

"Keep Coming Back," Rob Bailey

What is your favorite food?

Any Italian food will always have my heart ... and my stomach.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Our retirement goal is to travel overland in all the national forests in the country.

What is your superpower?

Thanks to the infantry, I can fall asleep anywhere.



“ Nicole is not only extremely responsive and approachable, she shows up! She focuses on solutions not problems and does her very best for every one of my clients no matter the occasion. She and her team go the extra mile when it comes to communication, details, and organization. Nicole is the VERY best!

GIOVANNA RICHARD- SMITH SPENCER

“ Nicole and her team are wonderful to work with. Because of their skill and attention to detail, they make the mortgage and closing process a breeze. Nicole, Kate, Michelle and the rest of the team are always accessible and easy to communicate with. They are on top of everything, closings always occur on time, and most importantly, they keep their buyer clients happy!

LEGRAND INABNETT- ASSOCIATE ATTORNEY
THE DONALDSON LAW FIRM, LLC

“ I have worked with Nicole and her team for about the last two years and they are over the top professional, informative, and responsive to not only me and my team, but to all of the parties involved in getting a loan closed. We have also partnered to provide education to our real estate partners and I remember after the last one we did an agent said that her information was “career changing”. I would highly recommend Nicole and her amazing team.

BJ GUIDO, AAMS- MANAGING PARTNER
COASTAL LIVING CONSULTANTS

“ Nicole, and her team have been absolutely wonderful to work with - especially when it comes to first-time home buyers. Their communication skills are top-notch, and as a realtor, that's something that is really important to me. They are true professionals that really care about connecting on a personal level with not only their clients but other professionals in our industry. It's awesome to know that I can rely on Princeton Mortgage to help my clients understand the ins and outs of the financing process while making them feel comfortable at the same time.

SARA LOUISE SAAD- THE BOULEVARD

“ I've worked with many lenders but none as thorough & knowledgeable. Once I gave a ballpark figure asking what was feasible for a buyer client & got a response outlining what that number could buy - in four different parts of town. Including taxes & fees, insurance, etc. All within a matter of minutes. I've witnessed deal saving techniques & strategies implemented at the 11th hour when something went awry. There's no better team to help from start to finish & everywhere in between to ensure a smooth transaction. 5 stars, no doubt about it!

JESSICA STONE- THE REBECCA LINENGER TEAM



Nicole M. Gordon

Vice President, Princeton Home Loans

NMLS #252364

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KAYLA ROGERS

Brokerage/Team Name

Excel Real Estate/Keys with Kayla Group

How long have you been in real estate?

Five years

What are you most proud of in your career?

I am proud of my expansion into the Charleston market and the impact it made by bridging the gap between the two markets. I started working in Columbia for two years before I joined the Charleston MLS in order to assist my family and friends in my hometown of Summerville. This led to the creation of Excel Real Estate Charleston. My interest in joining Excel Real Estate Columbia but needing Charleston MLS access was the turning point that connected the broker/owner in Columbia, Candace, with our current owner/BIC, Stephen Kohn! It has been life-changing for so many agents, and I am beyond proud to play a part in that.

Tell us about a risk you have taken in your life.

My biggest risk was betting on myself and getting into real estate. I went to real estate school right after getting laid off from my former employer while I was one month into maternity leave with our first child. Using that severance package to pay for real estate school was the biggest risk yet the best decision I've made in my life.

Tell us about a challenge you have overcome, personal or professional.

A great challenge I have overcome led to my first million-dollar closing last year. It started when a client of mine decided one week after we release a contract on a \$65,000 flip that he would like to buy a beach house to turn into a short-term rental. The challenge was it wasn't in Charleston but in Myrtle Beach, where I was not a member of the MLS. I reached out for a old referral agent that I've connected with prior to see if she was willing to send me some listings in that area. She wasn't responsive, so I took it upon myself to find and schedule showings on multiple million-dollar homes via Zillow on my own. The second home we viewed was the one ... 30 days later, we closed. One of the smoothest transactions I've ever had.

Who do you admire and why?

I really admire my father, Harry Blake. He was a college athlete in track and football in the early '70s. After he got married to my mom, he owned and ran a successful Allstate Insurance in Summerville for over 35 years. My drive, my passion to help people, even the joy I get in seeing reactions to happy people are so similar to him. He has always been my No. 1 role model.

What is your favorite food?

Mexican food

When you were young (10-15 or so), what did you dream of becoming?

I dreamed of becoming a super-model and WNBA player

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Vision board: Owning 10 income-producing properties with my husband!

What is your superpower?

My superpower is being a mom of two kids under five, coaching youth track twice a week and working two markets alongside my husband.

Tell us one thing you can't live without (family and phones don't count).

Vacations! It's a mental refresh for me to get time away from work and to be able to not worry about anything.



ALLIE WEBB

Brokerage

Luxe Group SC

How long have you been in real estate?

Two years

What are you most proud of in your career?

This! I am so honored to have been selected by fellow REALTORS® and my peers for the 40 Under 40 nomination. I would have never dreamed of being selected this early on in my real estate career. Helping my clients have a smooth transaction and achieve their real estate dreams is my priority! I found out early on that cooperating with the other agent as best as possible helps everybody achieve their goals in this industry. I hope to continue building great relationships across the closing table for many years to come!

Tell us about a risk you have taken in your life.

Joining the Navy. I participated in a Navy college scholarship program and was commissioned as a nuclear surface warfare officer after graduation. While we did get training throughout college on what the Navy would be like, I didn't truly know where

that would take me or how it would shape my life in the future. Being in the Navy is a major contributor to my success in real estate. The opportunities I was given allowed me to make connections around the world and help military members achieve real estate success around the country.

Who do you admire and why?

My dad. Being a husband and father of four children, my dad always had enough to keep him busy! Early on, he taught us the importance of knowing Christ and living your life to serve Him and others. I cannot thank him enough for that. He also showed us the value of hard work and integrity. My dad challenged me to achieve the most that I could while reminding me that humility will get me farther in life than any accolade or accomplishment. It's cheesy, I know, but my dad is someone I truly admire in my life.

Best Christmas present you ever received.

My little sister; she was born on Christmas Eve!

What is your favorite food? Pizza

When you were young (10-15 or so), what did you dream of becoming?

A neurosurgeon

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.

Hiking Machu Picchu

Tell us one thing you can't live without (family and phones don't count).

My Goldendoodle, Paisley



EMILY CHUBB

Brokerage

The Boulevard Company

How long have you been in real estate?

Five years

What are you most proud of in your career?

Having clients that send me their entire extended family as well as friends when they are needing to buy or sell. I must have done something right for them to recommend me to everyone they know.

Tell us about a risk you have taken in your life.

I quit my well-paying, secure job to move to Europe for love. My family told me I was crazy. Yes, crazy in love.

What is important to you right now?

Helping everyone on my team succeed and reach their goals. Giving them the tools to successfully navigate their clients through the homebuying/selling process.

Who do you admire and why?

I admire any entrepreneurial mother because it takes everything you have to be present for your family, all while running a business.

What is one thing you are excited about for 2023?

Traveling with my family

What is your theme song for your life (title and artist)?

"Hustlin'" by Rick Ross. It is actually my ringtone on my husband's phone when I call!

What is your favorite food? Mexican

When you were young (10-15 or so), what did you dream of becoming? A businesswoman

Tell us one thing you can't live without (family and phones don't count).

Coffee and a good pillow. I love my sleep, and I need coffee to wake me up after sleeping!



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HANNAH HOLLIFIELD

Brokerage

JPAR Magnolia Group

How long have you been in real estate?

Two years and three months

What are you most proud of in your career?

This sounds simple, but I'm proud of myself for simply going for it. For jumping into real estate despite the risk, despite the opinions of others, and despite not having a clue of what I was getting myself into. I had a hunch, and I went with it. I got licensed and had my first closing 11 days later and never looked back!

Tell us about a challenge you have overcome, personal or professional.

Last summer, I had complications with a new medication that resulted in getting diagnosed with a few autoimmune diseases, one of which was alopecia. It was a challenge to accept what was happening to me and how it was going to affect my life, and then it was another challenge to open up about what I was going through with those around me. Since then, I've grown in ways I would've never known I was capable of. I learned how to swallow my pride and be vulnerable. I learned how to sympathize with others because you truly have no idea what the people next to you

are going through. I learned that my identity isn't found in anything other than Jesus. I learned how to spend more time being thankful for the things I DO have rather than dwelling on the things I don't. I learned how to stop taking everything in life so seriously. That sometimes you have to laugh it off and move forward. I learned how to treat myself with the kindness and respect that I deserve and how to love the woman I see in the mirror despite what she looks like.

And most importantly, I learned that my happiness has way less to do with the things happening to/around me and way more to do with how I choose to react to them.

Who do you admire and why?

Easy — my sister, Savannah. She is incredibly smart and hardworking and uses her knowledge to make real changes that benefit so many lives. She is getting her master's in biomedical engineering at Clemson University and is currently working on creating a device to be used by pregnant women to help prevent pre-eclampsia.

What is one thing you are excited about for 2023?

Getting married!

Best Christmas present you ever received.

A trip to New York City with my family!

What is your favorite food?

Seafood! All seafood. I don't discriminate.

What's on your vision board? If you don't have a vision board, tell us one thing on your bucket list.
Go to Santorini, Greece!

Tell us one thing you can't live without (family and phones don't count).

My GPS! I'd be lost without it. Literally.



▶▶ meet the partner

By Jennifer Guerra
Photos by Charleston Real Estate Media

COASTAL LIVING CONSULTANTS

BJ Guido, owner of Coastal Living Consultants, has built his business on the outstanding customer service he provides to his clients. BJ, along with his amazing team of support staff, use their similar mindsets and work ethic to ensure clients and agents alike have nothing but the best experience working with them. Proving hard work, respect, and word of mouth will build any business into a success, BJ would rather have a personal approach to insurance sales sustain his business, he says, "I would say I never want to be largest agency in the area, yet I want us to be the most well respected, and if that happens I would say that is a success."

Born in Charleston and raised in Mississippi, BJ moved back here to be closer to his family, who have a strong lineage in the area. His grandfather was actually the first mayor of Isle of Palms!

It's his ties to the Charleston community that make him the perfect ambassador for all things Lowcountry, and he is giving back in every way he can.

As a full service insurance agency, their goal is to, "Acquire, protect, and enjoy," their clients. Once again, showing that customer service is their main objective, "We take the time to build trust with our clients. Every client is treated with the utmost respect. Our quick turnaround time makes each client feel important and shows that we care." Building long term relationships is the ultimate goal, and Coastal Living Consultants is doing everything they can to help their clients achieve their dreams while providing the support they need to make their client's lives easier.

"I would say that the reason we have been successful is the tremendous partnerships we have with the great REALTORS and lenders that we work with. Also, I believe the level of customer service plays a big role in success." Clients and agents alike will be extremely pleased with the personal attention BJ shows everyone that he comes in contact with. As a business based on relationships and word of mouth, it's no wonder why Coastal Living Consultants has become so successful in such a short amount of time.

...





...

“The lifeline of our business is REALTORS and fellow partners. Treating them how we would want to be treated ensures the growth of our business through relationships and professionalism.”

BJ’s passion to help others is the crux of everything they do at Coastal Living Consultants. The reason he finds this work so fulfilling is due to, “The ability to help others. Serving the community to help better the lives of my clients. Whether it is saving them money on insurance, educating them

to understand how their policy can work for them, taking away the worries of the unknown in life.” BJ’s favorite part of what he does is solely based on client satisfaction, saying, “Working with the clients and helping them find the best policy, coverage, and price and seeing them happy about the work we have done for them,” fuels him everyday.

Joining BJ in this herculean endeavor are officer manager, Melinda Hernandez, Jonna Dichon, and Yvan Clemente, who without them, none of this would be possible. Melinda comes from the paralegal world, and has extensive knowledge of real estate transactions, whereas Jonna, the office administrator, brings a year’s worth of experience and knowledge to the team. Yvan is the office

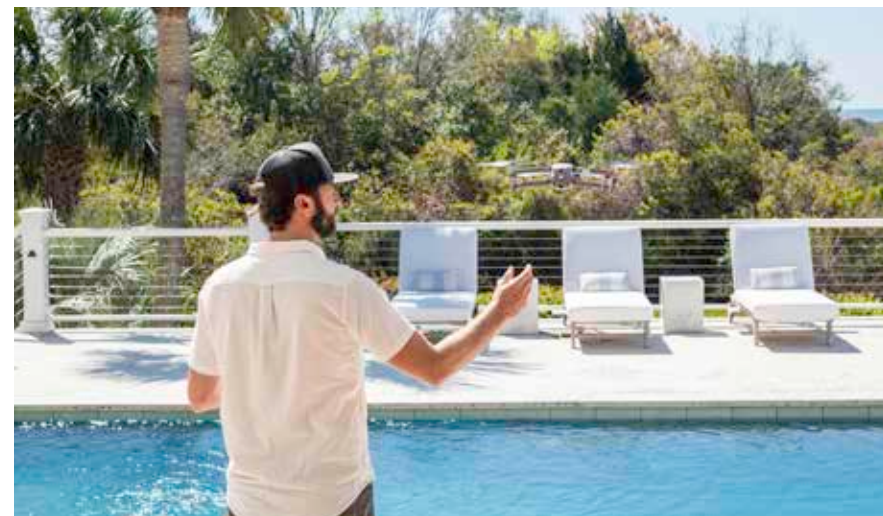
assistant and while being new to the industry, is highly intelligent and well versed in all things insurance.

In the Charleston market, agents and buyers have their pick of companies to work with. Choosing BJ and the team at Coastal Living Consultants for your insurance needs is really a no brainer. They will always put their clients first, and their commitment to not only them but the area’s Top Producers will always be BJ’s, and his teams, top priority. Putting their clients’ best interests first and foremost while doing everything they can to support and uplift the areas best and brightest in real estate will ensure Coastal Living Consultants longevity in a saturated market, and you couldn’t find a better ally, and friend, than BJ.



“I would say I never want to be largest agency in the area, yet I want us to be the most well respected, and if that happens I would say that is a success.”





chat? Are you the beach rental expert or luxury design consultant? Whether you want calls, texts or clicks, be consistent with a single call to action in every marketing effort. With a little bit of creativity and a lot of consistency, clients will know where to find you when it's time to make a move.

Andy Lassiter is a second-generation agency owner and the creative director at Keen Eye Marketing, a real estate media agency with offices in Charleston and Hilton Head. He can be reached at 843-224-9213 or andy@keeneyemarketing.com for any project quotes or custom proposal requests.



5

▶ don't neglect your advertising in a changing market

TIPS TO KEEP YOUR MARKETING CONSISTENT DURING THIS CRITICAL PERIOD

By **Andy Lassiter**, Owner/Creative Director of Keen Eye Marketing

As interest rates continue to rise and buyer demand falls in the coming months, positioning your brand as a trusted real estate partner amongst the competition has never been more important. Being top of mind and making a great impression with your clients (both past and future) is key to getting more business during a downturn.

BE CONSISTENT

Nothing says "something is wrong"

like going dark with your social media, web and client outreach efforts. If your life revolves around a calendar, the best way to ensure consistency is to schedule marketing tasks like an important client meeting. For me, morning is the best time to work "on" the business, when creativity is at its highest. So setting regular appointments (perhaps Monday, Wednesday and Friday morning) to create social media

posts and compose outreach emails can help keep your business presence creative and consistent.

PUT YOURSELF OUT THERE

If you're still using a headshot from 10 years ago, well, we know. With so many talented media professionals in today's market, there is no excuse for neglecting your personal brand content. Many real estate professionals are choosing to use fun lifestyle portraits to represent themselves instead of

more traditional studio-lit headshots. Sharing beautiful homes and scenery is a great start, but don't forget that your time and expertise is the real service being offered to clients.

SPEND A FEW BUCKS

Organic social is not completely dead, but it's getting there. If you want to build meaningful name-brand awareness outside of your close network, you've got to pay to play. Online advertising, although now more limited in targeting options, is still the best value when it comes to building brand awareness. With some high-quality creative media, you can direct thousands of intrigued local visitors to your inbox for less than the costs of a full-page print ad. The data doesn't lie!

INVEST IN VIDEO

Instagram, Facebook, LinkedIn, Youtube, Zillow, TikTok and Twitter: These platforms are all prioritizing video and helping you reach new audiences at zero cost. This kind of broad reach is, in fact, extremely valuable, and most consumers have come to expect personalized video content when they are shopping an agent. First impressions are still everything, so invest yearly in high-quality custom video content and fill in the gaps with daily updates, fun lifestyle moments and featured listings.

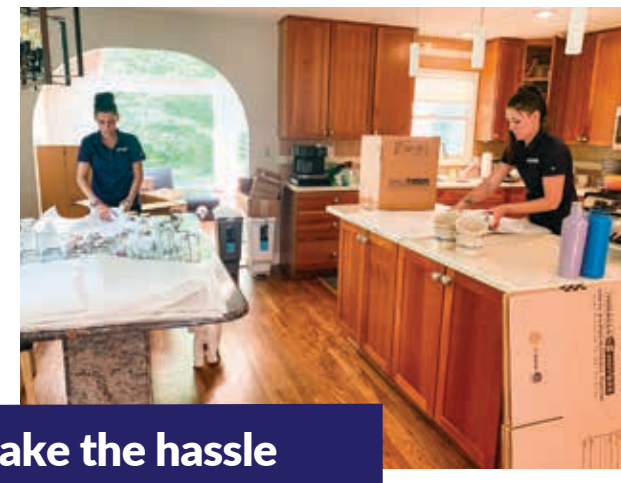
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▶▶ meet the partner

DONALDSON

LAW FIRM

By Jennifer Guerra
Photos by Charleston Real Estate Media

The Donaldson Law Firm, along with the Donaldson family, has been a staple in the Charleston community for longer than most REALTORS® have been alive. Robert Donaldson, the son of founding attorney Rob Donaldson, has continued the growth of the practice by building on the legacy of taking care of clients' and agents' needs beyond your typical real estate law firm.



“We are a full-service real estate closing practice. We represent buyers and sellers in the purchase/sale of their homes, and also handle refinances, home equity lines of credit (HELOCs), and are able to assist with other real estate-related matters. We are good at real estate, so we stick to what we know.”

Sticking to what they know is just one reason for the firm's longevity in such a saturated market. With the Donaldson family being fully ingrained in the Charleston area for decades, their knowledge of all things Lowcountry is an asset to everyone who works with them. Since the firm is focused solely on real estate, it ensures their clients get the best of the best when it comes to Charleston and real estate law.

“We only practice real estate law, which is different from many firms that dabble in all areas of law. Because we only focus on real estate, we have the experience necessary to handle and identify problems before they arise and identify resolutions to hiccups that might derail a closing. We are family owned and operated and are born and raised here in Charleston (referring to myself and Rob). We always value quality over quantity — for us, a closing is a relationship, not just a file number, and we handle each closing with the attention it deserves.”

This year, Robert has taken on the management of the day-to-day operations of the firm. With nearly a decade of experience in handling closings and advising agents and their clients, Robert is excited to grow with a new generation of REALTORS®.

Attorneys Legrand Inabnett and Maggie Martin have also established themselves as assets to the firm and the REALTORS® they serve. None of the law firm's success would be possible, however, without the team of superstar support staff behind the scenes.

Paralegals Darla Walls, Sherry Stone and Rachel Jenkins excel at meeting clients' expectations and keeping closings on track. The support staff at Donaldson Law is the backbone of this business. They allow the firm to capably handle a high volume of closings with quick turnaround times, all without sacrificing the personal care and attention each client deserves.

“We are different from other law firms in the area in that we don't say yes to every closing. We choose quality over quantity, and we especially appreciate repeat clients. We work with only the best REALTORS® and will never take on more than we can do. We are upfront and transparent with REALTORS® and believe that setting expectations is important. Getting to know clients and hearing their stories is a huge part of what we do. It's rewarding when we can help them close on their first house, then their refinance, and then their sale.”

Being a top producer in the Charleston market is no easy feat, and having a law firm you can rely on, even in the toughest of circumstances, is paramount. Donaldson Law Firm is ready, willing and able to be your go-to closing law firm. Their partnerships with the area's most successful agents



We are a full-service real estate closing practice. We represent buyers and sellers in the purchase/sale of their homes, and also handle refinances, home equity lines of credit (HELOCs), and are able to assist with other real estate-related matters. We are good at real estate, so we stick to what we know.





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We only practice real estate law, which is different from many firms that dabble in all areas of law. Because we only focus on real estate, we have the experience necessary to handle and identify problems before they arise and identify resolutions to hiccups that might derail a closing. We are family owned and operated and are born and raised here in Charleston (referring to myself and Rob).

“

We always value quality over quantity — for us, a closing is a relationship, not just a file number, and we handle each closing with the attention it deserves.

is the key to not only the success of the firm but the success of any agent who chooses Donaldson Law as their closing attorney.



“With our experience, the best paralegals and support staff in town, and knowledge of the area, we are able to handle any type of closing. We want to make our agents look good by serving their clients well and giving them the best closing experience possible. To date, we have grown

our business primarily from word-of-mouth referrals from clients and REALTORS® that think highly of our firm. We do the best we can for our clients and would love to earn your business, and we also pride ourselves on being a resource or sounding board for our agents who may need help in talking through an issue. With our new attorneys on board, we have room to grow and are excited to make connections with Charleston’s best REALTORS®.”



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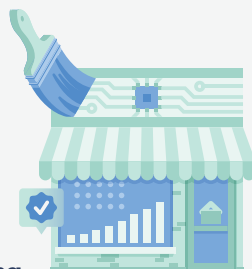
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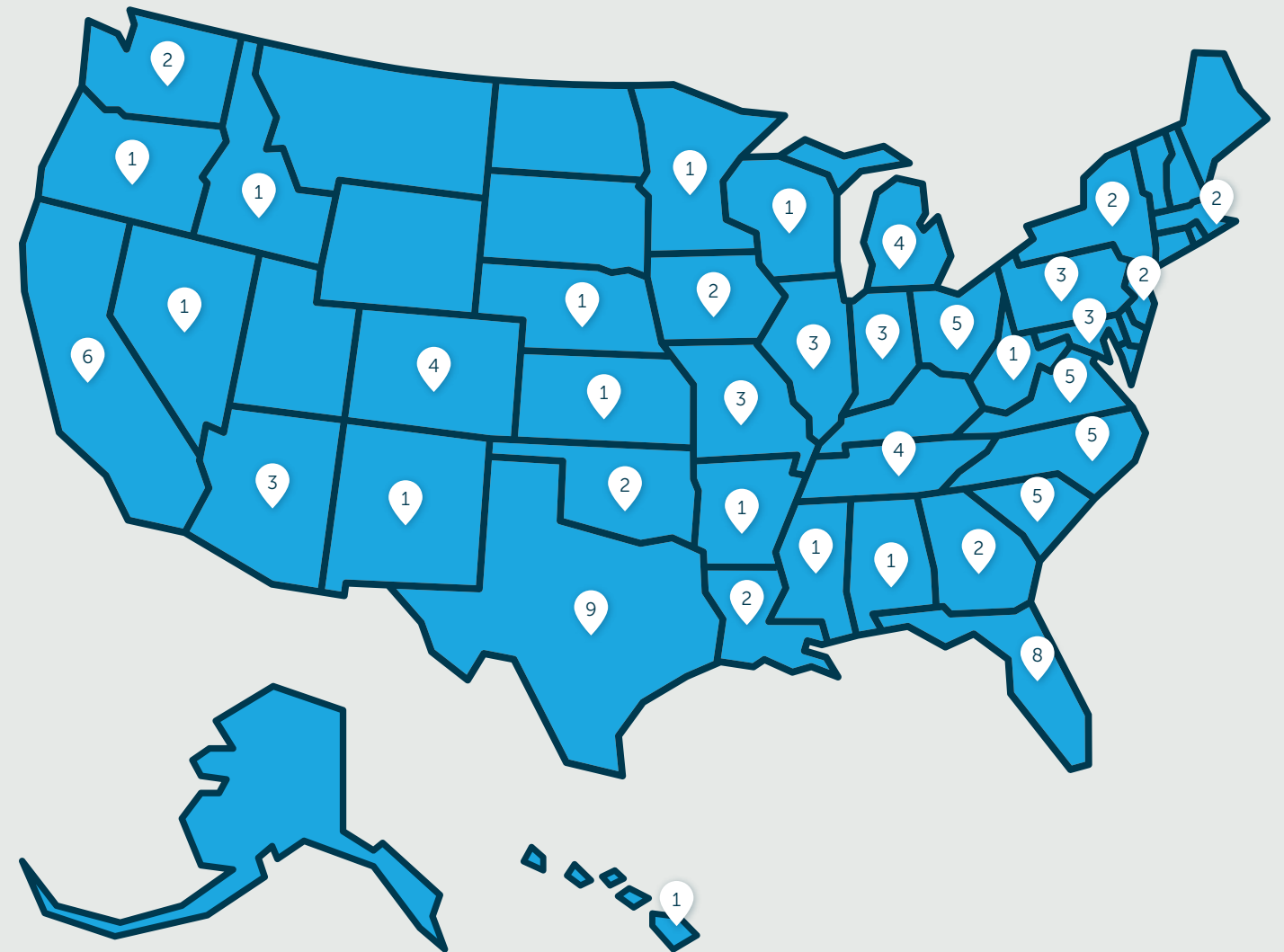


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