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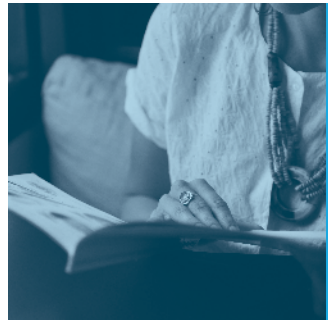
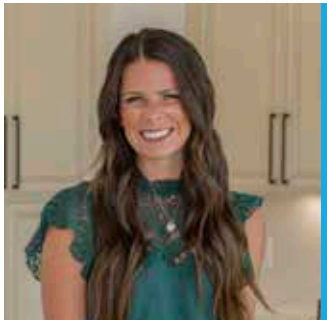



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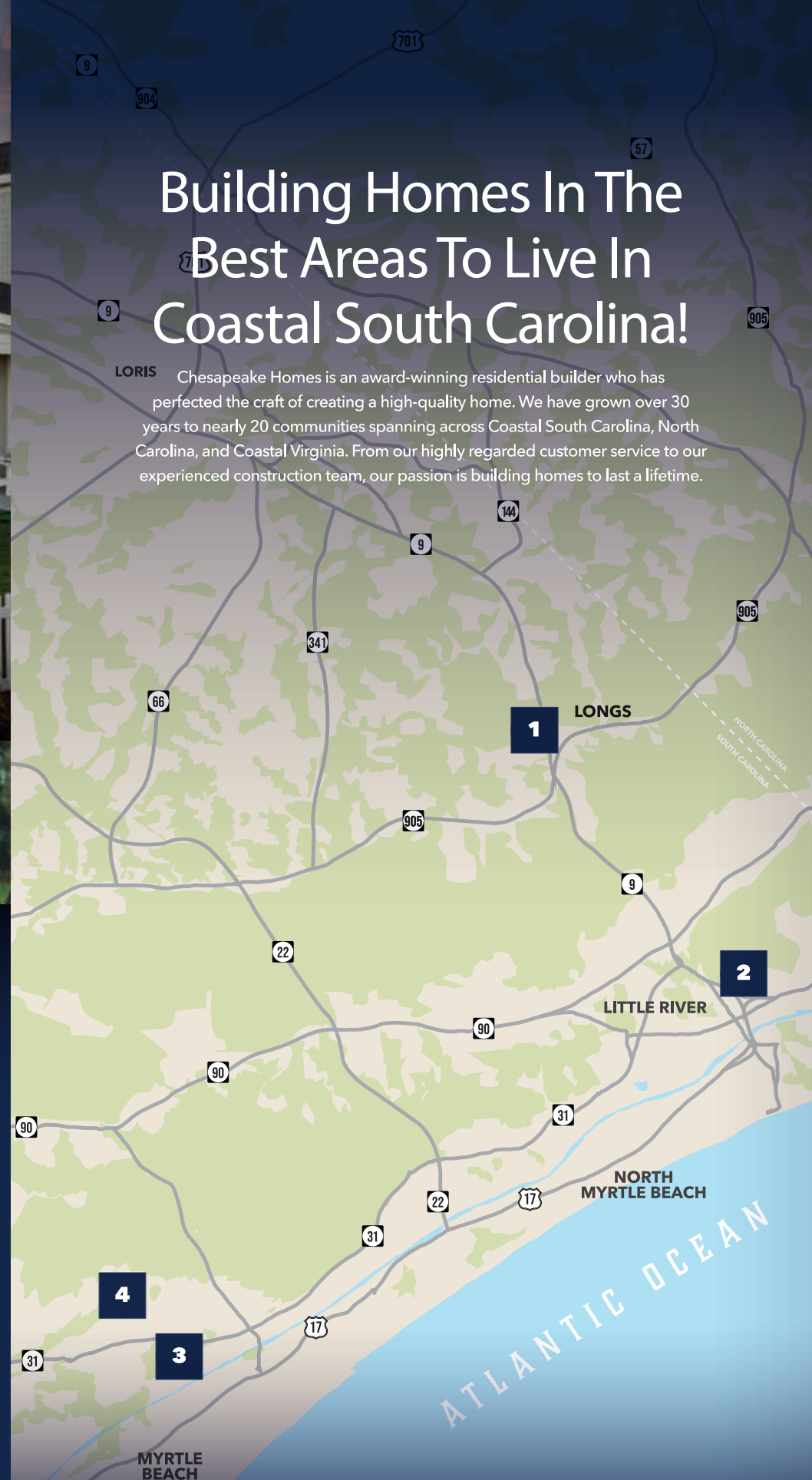
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# ALEXANDRA OSBORN



**There is little point in doing something halfway because the results are half of what they could be, as well.**

If you are reading this, you already know that because your mindset and approach to life and business have led you to become one of the top professionals across the region. In turn, you realize what it takes to serve your clients with true excellence. Alexandra Osborn puts that same spirit to work.

#### Remarkable Results

As a REALTOR® with eXp Realty, Greyfeather Group, Alexandra reaches remarkable results for those around her by going further.

“Stepping out of your comfort zone will change your life. Send the text, make the call. Be bold and do not settle for average. I am passionate about helping my investor community build their portfolios in the most simplistic ways possible. With my marketing background, I also get extremely excited about listings I represent, as proper advertising and

marketing makes all the difference in standing out among other REALTORS®,” Alexandra says.

“I love changing lives. Buying a home, whether it be a primary or investment, provides people financial freedom in the long run to truly build the life of their dreams. First-time homebuyers are probably my absolute favorite type of clients, as they fully put their trust in me to get them where they need to be. Handing the keys to my clients after weeks or months of working so closely together is one of my favorite feelings in the world.”

#### Finding Her Path in the Profession

Alexandra grew up in Hollister, CA, near the Central Coast, where she was exposed to some of the most luxurious real estate in the country.

“My family vacationed in Cherry Grove when I was growing up, so I got to see the tourist appeal here at an early age. I attended the University of California, Los Angeles for four years and graduated in 2018,” Alexandra remembers.

“My parents moved to the area during my senior year to open a distillery, and I followed them to Myrtle Beach. My uncle, who is also an active REALTOR®, inspired me to get my license.”

...



Alexandra with her best pal, Rocco





This year, she is on track to double that with close \$20 million in sales volume. Along the way, she earned the 2022 Icon Agent with eXp Realty, 2021 Top 5% of REALTORS® in CCAR, 2021 RPI Top Agent and 2020 Top 10% of REALTORS® in CCAR.

**Family Highlights**

Away from work, Alexandra's world is made much richer by family, including her parents, Kevin and Rebecca Osborn, who own and operate Twelve 33 Distillery.

"I am lucky to live near my parents and work with them. We often have family dinners and barbecues together outside of work," she says.

"I have a Golden Retriever named Rocco, and we spend a lot of time at the beach and on walks. I also frequently attend NewSpring Church in Myrtle Beach."

In her free time, Alexandra has a wide range of active interests, including working out, running, traveling to new places (both domestically and internationally) and investing in her own real estate. She also has a strong interest in interior design.

"I spend a lot of time researching and shopping for mood boards I have put together. I spend a lot of time at the beach or on the waterway as well," she says.

“ I love changing lives. Buying a home, whether it be a primary or investment, provides people financial freedom in the long run to truly build the life of their dreams. ”

... Real estate always intrigued me, and shortly after, I obtained my real estate license from Pinnacle Real Estate Academy. I have been fortunate to oversee the marketing for Twelve 33 Distillery while growing my real estate career to the point where it is now."

**Rewarding Results**

Alexandra earned her license in 2018, gained traction and has been moving forward in the business ever since. Last year, in 2021, she recorded around \$10 million in sales volume.

"The water is my happy place. I am also a huge sports fan. You can find me watching college football and basketball nonstop during game days! Nothing beats tailgating on Saturdays in the fall!"

**Building Forward**

Alexandra continues building forward for the future.

"While I absolutely love working with clients and hitting production goals year after year, I would love to actively flip homes, big and small, throughout the years, as interior design is one of my biggest passions and hobbies," she says. "I did my first flip this past January and would love to do another before the end of the year. Having the knowledge and skillset to find off-market deals assists me greatly in that venture."

Those who get to know Alexandra appreciate the way she plugs in and engages with her clients.

As she says, "Buying a home is one of the biggest milestones in people's lives, and I wanted to be a huge part of that. REALTORS® have the ability to witness some of the happiest life-changing moments possible."

Day by day, Alexandra makes a lasting impact on those around her by going further on their behalf.



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# GRAND STRAND MIRACLE LEAGUE

community giveback  
▲  
Written By Anita Jones



BRG's Jeff Casterline and daughter are helping on the field.

**M**iracle League began with a simple thought: That parents of kids with disabilities should have the same opportunities to create treasured memories with their children as parents of typical kids. When a parent learns that their child has a disability, those dreams do not have to be surrendered.

Jennifer Averette is the executive director of the Grand Strand Miracle League, and Isabel Shen is the program director. Isabel manages eight baseball teams, 12 coaches and a soccer and golf program that is held each fall and spring. These two special ladies are the only employees of this nonprofit and depend on an army of volunteers to ensure these wonderful events happen.

Jennifer is from Pennsylvania and graduated from UNC Wilmington. She and her husband moved to Myrtle Beach shortly after graduation. Before taking the director position, she moved to the nonprofit world as executive director of Murrells Inlet in 2020. She knew about the Grand Strand Miracle League from friends who worked there. In 2014, Jennifer took over for Tory Mackey as executive director.



Jennifer Averette and Isabel Shen make the magic happen!

Jennifer tells me, "Kids who are disabled are kids first. They happen to have a disability, but when our players are first treated and respected as athletes, fantastic things happen for them, their families and our Buddy volunteers. The Grand Strand Miracle Leagues organization is dedicated to providing those with special needs this life-changing opportunity."

Founded in Myrtle Beach in 2001, the Miracle League became the second all-access baseball league in the nation. Fueled by generous community support and an enthusiastic board, an ADA-approved adapted baseball field was constructed. The rubberized surface of the field is perfect for wheelchairs and walkers, making it the ideal place to start a league with the following rules:

1. Everyone plays.
2. Everyone crosses home plate.
3. Everyone wins!



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Coastal student-athletes are so awesome!

Eight baseball teams have grown out of this concept, two of which have advanced to competition in Special Olympics!

In 2011, the league expanded to include soccer. Founded on the same principles of inclusive play, kids of all ages are learning soccer skills and getting fit both on the Miracle League field.

2013 brought the addition of ALL STAR PARK, an all-access playground designed to optimize fitness, foster interaction between children of all ages and abilities and provide a whole lot of FUN!

Jennifer reported, "In 2015, we added the sport of golf! We have fun sessions for Miracle League Golf, coached by Mike Stonefield and the Coastal Carolina men's and women's golf teams. Fall golf season will include golf swing practices at several places, including the PGA Tour Superstore's state-of-the-art performance practice center. We have received wonderful support for all of our sports from the student-athletes from Coastal Carolina. They are so patient and kind. The kids love them, and the student-athletes tell me they get more out of it than the kids do!"



SWING batter!

Donald Hovis, one of the photographers for *Carolina Coast Real Producers*, loves this organization. You will often see social media posts of him with kids, all with the biggest grins. He sells calendars with his beautiful photos of Myrtle Beach to raise money. Donald helped provide jerseys that looked like the ones the Myrtle Beach Pelicans wear. The kids loved them!

Donald said, "In 2009, I attended a Grand Strand Miracle League game and told the executive director that I wanted to get involved. I became an all-star volunteer and then a coach. Eight years ago, I became the on-field announcer and voice of the Miracle League. I am currently the vice president and treasurer on the board of directors."

“ The kids are the heartbeat of this organization. To see them smile and have the ability to play the sports of baseball, golf and soccer is so awesome. **THEIR JOY IS A GIFT.** ”

...

Donald continues, “The kids are the heartbeat of this organization. To see them smile and have the ability to play the sports of baseball, golf and soccer is so awesome. Their joy is a gift.”

BRG Realty is also a big supporter of GSM. Broker Jeff Casterline says, “We invite every one of our Grand Strand area real estate professionals to donate for each transaction completed, and the majority of our agents do! Many of us had young children at the time, and as a “family first” company, we wanted to support a charitable cause that hit home for us.”

Darren adds, “Volunteering to be a ‘buddy’ is one of the most fun and fulfilling ways to get involved. We try to sponsor a game-day every year and sponsor the Songwriters in the Round.” They both add, “Knowing that BRG has some small part in supporting the children and their families is very fulfilling. Financial support is crucial to keep it going and growing. Volunteering at a Miracle League game day is probably one of the most uplifting ways to spend a day!”

Their biggest need at this time is to have the current fully adaptive field resurfaced. The board plans to replace this field but needs many donations for it to happen.

Email Jennifer at [Jennifer@gsmiracleleagues.com](mailto:Jennifer@gsmiracleleagues.com) for more info.

Here are ways YOU can help! Thanks to all who already are!

1. Purchase a field banner — \$600 per year.
2. Purchase tickets to a fundraiser — biggest is the November Songwriters in the Round.
3. Donate at [grandstrandmiracleleague.com](http://grandstrandmiracleleague.com).
4. Sponsor a game and bring the whole office with you to experience the magic of the Miracle League.



Donald Hovis loves being on the field with the kids.



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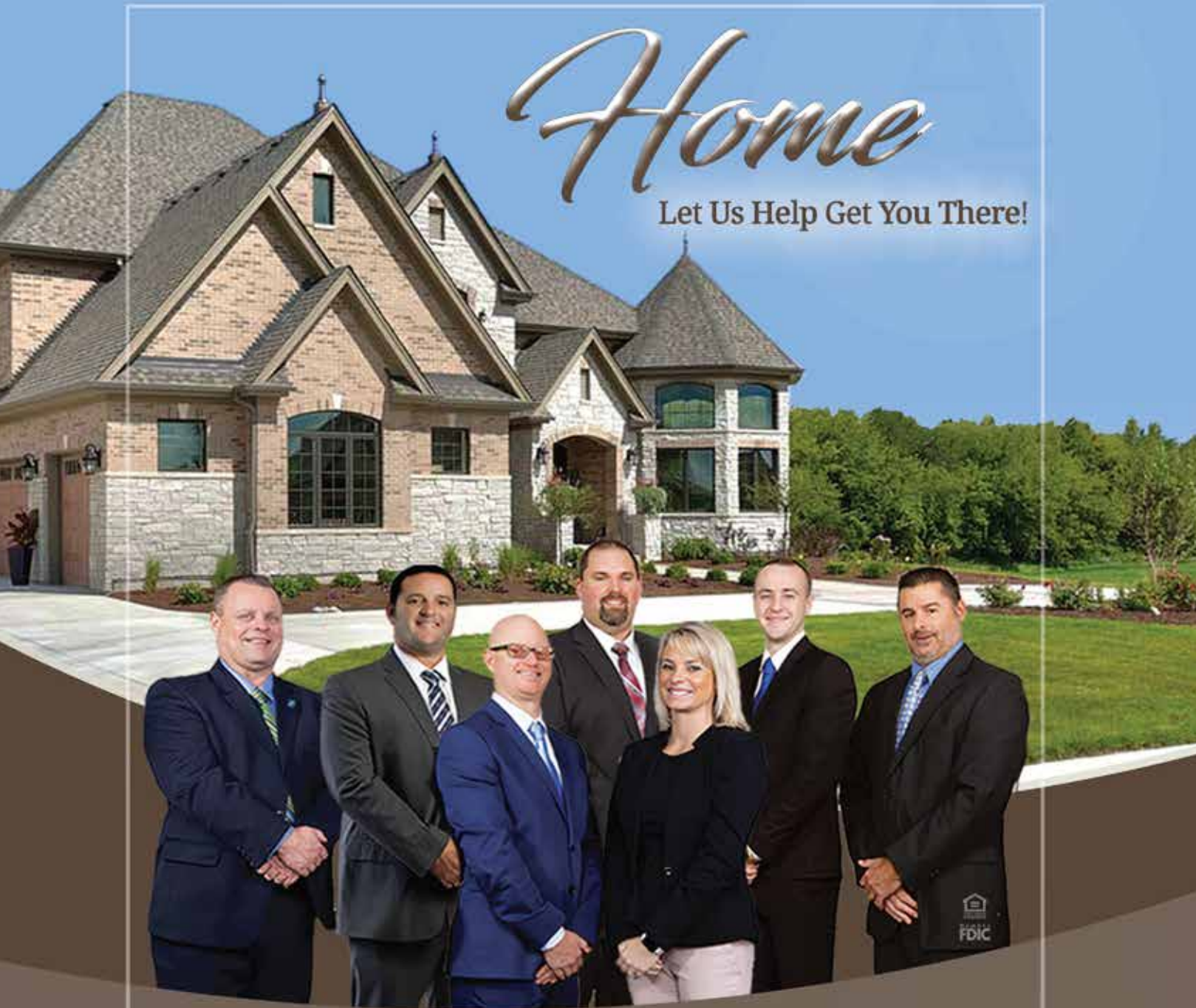


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# DAVID WURSTER

Palmetto Coast Capital LLC

MAXIMIZING VALUE ▲ Written By **Dave Danielson**  
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"One of my favorite parts of what I do is meeting with clients and helping them work towards both financial and personal goals that my services help them address," David says.

Those who work with David and Palmetto Coast Capital LLC have access to a full range of valuable services, including investment management, financial planning, small business and REALTOR® retirement plans, real estate investment programs, college funding and 529 plans, full life insurance and long-term care strategies.

## FINDING HIS PATH

As David came of age, he graduated from the University of Pittsburgh with a degree in finance.

"I worked in finance/investing in Pittsburgh, the Cayman Islands and the Philadelphia area before returning to school. I received my MBA from Clemson with a concentration in wealth management, where my course of study included portfolio management, real estate, income tax, venture capital/private equity, estate, trust, and gift tax and international finance, among others," David says.

"While attending Clemson, I was a graduate assistant for the Spiro Center for Entrepreneurial Leadership. After graduating, I worked for a local wealth management firm with clients in Myrtle Beach, Charleston and Wilmington. While there, I completed my Certified Financial Planner™ designation. In 2011, I founded Palmetto Coast Capital."

## CONSISTENT EXCELLENT

David has maintained the vast majority of his clients from his prior firm.

"My clients have had the benefit of having the same financial advisor for 16 years. That consistency means I have a better understanding of my clients' personal/financial history than at other firms where you may be 'assigned' an advisor every couple of years," David says. "My motto is simple: 'Treat clients like family.'"

David prizes the bonds he builds with his REALTOR® partners as an independent affiliated advisor.

"I enjoy being the best partner I can be for them and their clients. If appropriate, I have access to exchange programs, Opportunity Zones and other strategies that free up assets that otherwise would not be sold for tax purposes," David says.

"I understand that their income can vary greatly month to month and year to year and can help them navigate that variability while growing their wealth through real estate and the financial markets."

## WONDERFUL LIFE

Family is at the heart of life for David.

...

“

ONE OF MY FAVORITE PARTS OF WHAT I DO IS MEETING WITH CLIENTS AND HELPING THEM WORK TOWARDS BOTH FINANCIAL AND PERSONAL GOALS THAT MY SERVICES HELP THEM ADDRESS.



...



Officiant Dave at his brother's wedding



David and his Pitt crew, ACC Championship Football Game

"I have a younger brother who has lived down the road in Charleston since 2004. My older sister is in the process of moving to Charleston. We enjoy having everyone, including my parents from Pennsylvania, in Myrtle or Charleston and being together."

In his free time, David enjoys lifting weights and spending time at the beach and pool. He also is an avid fan of Pitt and Clemson, as well as Philadelphia's pro sports teams. He also enjoys an occasional bourbon and cigar.

Those who have a chance to work with David appreciate the way he is dedicated to the success of others.



"It means a lot to me to continue to meet and do business with the great people on the Grand Strand and beyond. My business is structured so that my client's investment success leads to my success," David says.

"Since obtaining my CFP designation in 2007, I have worked with each client under a fiduciary standard, putting my client's interests first. Much like REALTORS® hoping to earn repeat business with their clients, I treat my clients in a way that I continue to earn their business year after year."

That's what it looks like to maximize value.

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# SPENCER and TUCKER davis

## Hard Work Meets Opportunity

Spencer and Tucker Davis are twin brothers who also form a dynamic duo in real estate as partners with Berkshire Hathaway HomeServices.

As Spencer Davis thinks about the word “success,” he thinks about the intentional actions that he and Tucker have taken to create it. It is a passion that they have for supporting others around them.

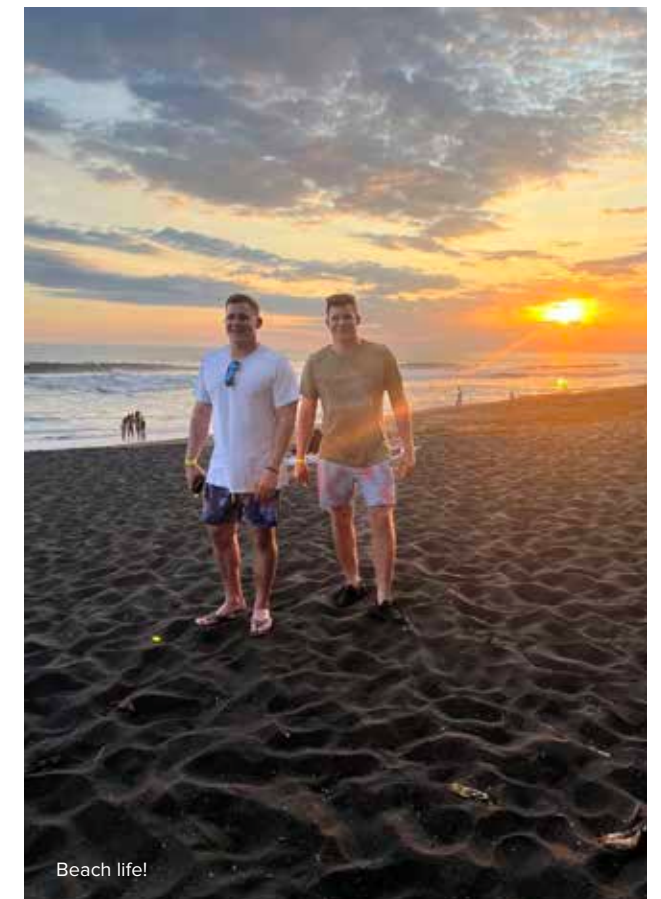
“Success happens when hard work meets opportunity,” Spencer says with a smile.

### **PUSHING THEIR POTENTIAL**

They push themselves to learn as much as they can.

“I am the most passionate about learning new techniques and learning how to constantly and practice my skills,” Tucker says. “The most rewarding part of my business is working with that really difficult client who really wants to sell a tough property or an extremely difficult situation and ultimately getting them from A to B and looking at the sign of relief on their face.”

The path in real estate for Spencer and Tucker began seven years ago in 2015 — right out of high school.



Beach life!





Spencer and Audria heading out



Tucker and Elena

“Growing up on the beach, my brother and I were quick to understand that there is a wonderful opportunity in serving these people not just a vacation in this area, but a lifestyle, by owning their vacation homes.

Spencer

#### FIRST STEPS

Prior to that, their story began when they moved to the area when they were 10 years old. Their family would visit, purchase condos and enjoy the area.

“Growing up on the beach, my brother and I were quick to understand that there is a wonderful opportunity in serving these people not just a vacation in this area, but a lifestyle, by owning their vacation homes,” Spencer remembers. “This has been something my brother and I always knew we would do from the conversations we had with tourists and our father working as a REALTOR®. Watching him in sales for this particular community, we quickly learned the area and realized how many people move here. We knew then, we just had to find a way to get involved.”

“We watched our father having impressive results. Spencer and I would meet other families and bring them to our dad for a ‘kickback’! If it were ice cream, a restaurant dinner, a pair of shoes, a skateboard, surfboard, we got it ... because we introduced him to multiple families who owned various businesses,” Tucker says with a smile. “Graduating from high school and jumping right into real estate the next year was the best thing I ever did.”

#### SIGNS OF SUCCESS

The signs of success have been plentiful for them, with overall sales volume in excess of \$78 million in sales volume, including \$22 million in sales volume in 2021.

In the process, they have qualified for President’s Circle and Platinum Circle. Plus, they have earned a spot as the Top Listing Team in 2020 and the overall selling team in Berkshire Hathaway HomeServices Myrtle Beach in 2022.

“There is no overnight success. You must be dedicated to put in your time and come up with a game plan. Learn from what works, execute and repeat it.

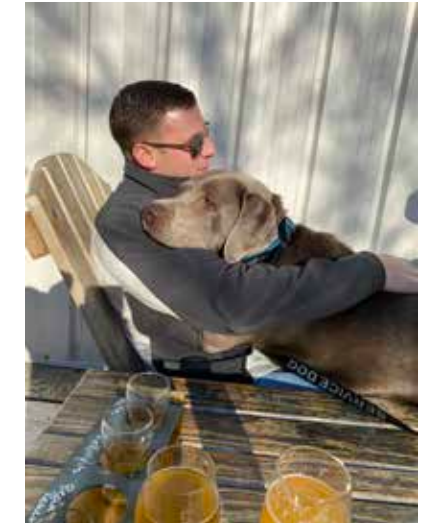
Tucker



Spencer searching for the perfect countertop



Tucker in his happy place!



Tucker snuggling with Baloo

perfect whatever that trick may be for you,” Spencer says. “That all comes down [to] the amount of time you have to sacrifice to learn that important lesson that will shape you in this game.”

As they reflect on their growing careers, Tucker and Spencer offer helpful tips for others who are looking to take steps forward in their own careers.

“I think it’s very important to bring value to your conversation and have more conversations daily with people and make sure you realize you are providing a service they need,” Spencer says.

#### BUILDING ON THEIR BOND

When you talk with them, it is easy to see that Spencer and Tucker extend their natural bond as twins into the way they support each other in real estate. As Tucker says, “We are basically the same person.”

In their free time, the two brothers enjoy boating, riding UTVs, being outdoors, running and staying healthy. One of their favorites is spending time on the water. And when it comes to giving back, one of the organizations they enjoy supporting is Sunshine Kids.

#### POSITIVE IMPACT

Their approach to life and business is about focusing on the positive to overcome the negative.

Tucker reflects, “Time and experience will always be something I believe it takes to overcome something that may be difficult. You never really learn something without making the mistake or continued effort to

“There is no overnight success,” Tucker points out. “You must be dedicated to put in your time and come up with a game plan. Learn from what works, execute and repeat it.”


#### FUTURE PERSPECTIVE

The two brothers take a positive look forward ... as they continue to pursue their future success.

“Real estate is what and who I am and will be in my life as far as I can plan it at the moment,” Spencer says.

“As I look to the future, I’m looking to have both active and passive income and learning from others daily,” Tucker says.

Congratulations to Tucker and Spencer Davis. Each day, they put their contagious energy and drive to work to make a difference for others ... at the place where hard work meets opportunity.




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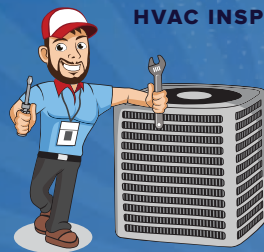


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