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**Preferred Partner:**  
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# TABLE OF CONTENTS

 <b>07</b> Preferred Partners	 <b>08</b> Publisher Note: November	 <b>12</b> Rising Star: Danielle Burke
 <b>18</b> Cover Story: Dustin Johns	 <b>24</b> Top Producer: Melissa Sprouse Browne	 <b>28</b> Preferred Partner Spotlight: Nick Jarrett

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [robert.smith@realproducersmag.com](mailto:robert.smith@realproducersmag.com).



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# November

## HAPPY THANKSGIVING

► publisher's note | By Robert Smith, Area Director/Publisher

Dear *Columbia Real Producers*,

As we approach the season of gratitude and giving thanks, we are delighted to bring you a special Thanksgiving edition of *Columbia Real Producers Magazine*. In this issue, we celebrate the remarkable individuals who make the world of real estate an ever-evolving, dynamic, and thriving industry.

### Cover Feature Realtor

On our cover this month, we proudly present a Realtor whose dedication and expertise

have left an indelible mark on the real estate landscape. Their journey, insights, and success stories will inspire and captivate you. Join us in honoring their accomplishments and commitment to excellence.

### Top Producer

In the spirit of Thanksgiving, we take a moment to express our appreciation for one of the top producers in the real estate business. This professional has consistently gone above and beyond, achieving remarkable results and setting new

standards of excellence. We extend our heartfelt congratulations to them for their outstanding achievements.

### Rising Star

In every industry, there are those who shine brightly as they ascend to new heights. Our Rising Star spotlight features a talented individual whose potential and passion for real estate promise a bright future. We are excited to introduce you to this rising talent who is making waves and bringing fresh perspectives to the industry.

### Preferred Partner Spotlight

Collaboration and partnership are essential in the world of real estate. Our Preferred Partner Spotlight showcases a company and individual who have played a pivotal role in supporting REALTORS® and contributing to their success. Discover the valuable resources and services they offer, enhancing the real estate experience for all involved.

As we gather with loved ones to celebrate Thanksgiving, we encourage you to reflect on the joys and blessings in your life. Real estate, after all, is not just about properties and transactions; it's about the people who make it all possible.

In this season of gratitude, we extend our heartfelt thanks to our readers, contributors, and the entire real estate community. Your dedication and passion continue to shape the industry and the lives of those you serve.

From all of us at *Columbia Real Producers Magazine*, we wish you a Happy Thanksgiving filled with warmth, togetherness, and the joy of creating lasting memories.



With gratitude,  
**Robert Smith**  
Co-Owner/  
Advertising Sales



**Sierra Nelson**  
Co-Owner/ Publisher

Would you like to be featured in *Columbia Real Producers*? Please reach out to us at **Robert Smith@n2co.com**



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▶▶ rising star

# Danielle BURKE

## RE/MAX PURPOSE DRIVEN

Written By: Heather Spruill | Photos By: Shayla Tabor (Stabor Studios)

### One Life, Live It

With only six years of agent experience and a career volume of \$47+ million, Danielle Burke has taken the real estate industry by storm. With her Grade-A leadership skills and impressive ability to find her many clients the perfect properties to call home, she has truly proven to be a rising star, more than capable of showing new residents that Columbia is the place to be.

### Searching for Her Purpose

Growing up in the fast-paced streets of Long Island, NY, Danielle quickly became accustomed to hard work and learned how to grow as a professional and entrepreneur with the many opportunities that awaited her. After graduating Cum laude from Adelphi University, she began career searching in hopes of finding a role that she was passionate about. In the meantime, Danielle became a fitness enthusiast and found other positions



to develop her professional skills. From working as an HR manager to a retail executive, and later on, to a Facilities Management Business Partner, all of these jobs prepared her to be the professional woman she is today.

After much research on the area's school district, cost of living, and the fantastic weather and a few visits to confirm their decision, Danielle and her family relocated to South Carolina, where they fell in love with Lake Murray and the Lexington community in 2014. Once settled, she took her passion for fitness and started her own business as a wellness consultant. Her lively personality and entrepreneurial spirit make her an ideal coach to have by one's side.

Her ability to conquer unique obstacles and races only encourages her clients to reach their goals and be the best versions of themselves. After all, she is a Spartan.

Danielle states, "While I appreciate the roles I had and the knowledge I could obtain, deep down, I always



had an interest in real estate. When it came to purchasing and selling our homes for the big move from NY to SC, my husband and I didn't have the best experiences. I didn't feel we were truly made a priority, and that's when I figured out what I wanted to do. I knew in my heart that I could provide an amazing experience for potential clients if I immersed myself in real estate."

So, in 2018, Danielle earned her license and began interviewing with many brokerages, taking her time to figure out which one would fit her professionalism and core values best. She happily settled her REALTOR® hat as an independent contractor at RE/MAX Purpose Driven.

Since launching her career in the real estate industry, Danielle has been a phenomenal coach and supporter to her clients through what can be a daunting journey. She sees to it that her clients feel that they are priorities and patiently guides them to make the best decisions regarding a purchase that could change their lives. She deems it an honor to have her clients trust her with such a significant moment in their lives.

**Pouring Herself Into Her Community**

With almost \$7.5 million in sales just last year, it is safe to say Danielle is on a roll. Whether a first-time home buyer or a returning client, she finds it rewarding to discover the home of their dreams. Even after the contracts are signed and families have moved in, she appreciates their wanting to keep her updated with the progress of making their house a home. Her goal is to make every client a client for life.

As Danielle enjoys the fruits of her labor, she always finds ways to give back to her community. She and her Brokerage at RE/MAX partner with the Children's Miracle Network of Hospitals, where donations are raised to support local children's treatments. Their annual silent auctions are one of the best ways to raise funds for their charity. She also belongs to a local business networking group called MLEG, where they refer to their charitable work as "Helping Hands for Hardship."



Danielle, whose hard work has been acknowledged and awarded the Hall of Fame award with RE/MAX after five years, she is exceptionally proud of her family and loves spending quality time with them. Her husband, Peter, is a retired hero from the NYPD. Her daughter, Brielle, is a 911 telecommunicator, and her son, Peter Jr., graduated high school this year and joined the Army to serve and protect our country. She and her family have servants' hearts

for their community and country. When the family of four has free time, seven if she counts her Poodle and two Terriers, they enjoy water activities of all kinds. Danielle especially loves active activities such as paddle boarding, rock climbing, hiking, or boating. They have traveled to dozens of countries and plan on exploring many.

Danielle is all about supporting her clients and her community and helping them succeed in whatever they dream of doing. She is happy to have found it as a REALTOR® and could not imagine doing anything else.

Danielle concludes, "In the end, I love seeing the impact I have on my family and clients. Knowing that I can make a difference in the development of my own neighborhood is all the motivation I need to become the best."

“  
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development of my own neighborhood is all the  
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# DUSTIN RESOURCE REALTY GROUP **JOHNS**

Written By:  
Heather Spruill  
Photos By: Chelsea  
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(Chelsea Marne)

## ALWAYS BOLD AND EVER-EVOLVING

Action taker. Creative thinker. Industry disruptor. Dustin Johns knows how to shake up the real estate business and win for his clients. With a total volume of over \$195 million in 2022, he is considered the best of the best. His mission is to provide the most satisfactory and genuine experience to his many clients, and it is safe to say that he is good at it.

## THINKING OUTSIDE THE BOX

A licensed builder since 2002, Dustin found himself caught up in the condo and apartment crash during the 2007 financial crisis. A persistent friend convinced him that opening a new brokerage was a great idea. Without timing being on their side in a tough market, he saw a significant need for lender and investor representation, starting with the same contacts from the construction business. Resource Realty Group was founded in 2008.

Dustin states, “To a business guy, the franchise models were weak and provided no upside to small business.

We were selling tons of our bank-owned properties to our investor clients, who eventually put them back on the market. Very agile and deliberate during those times. As the market began to improve, RRG naturally grew into a general brokerage, adding more and more agents and clients each year.”

Though he had no prior experience managing a brokerage or being an agent, his hard work paid off, and sales began to grow yearly. RRG has been profitable every year since 2008, with over \$780 million in sales so far. In 2017, during a period of extremely low inventory, Dustin boldly decided to offer flat-fee listing services.

Dustin states, “Everyone works for the same old 5-7% commission. No one can even explain why. It’s tired, dates back to the 1950s, makes no sense, and someone had to make a bold move. We embrace change. We are constantly building an extremely loyal base of clients while doing so!”

Changing RRG’s listing model to a flat fee was pivotal in how



the brokerage would take off and ultimately saved its clients over \$3 million in fees to date. Though other brokerages did not favor his decision, Dustin stressed that his clients, vendors, and investors are the only opinions that matter. This change added value to every transaction for his clients, and making them happy and profitable in this process mattered most to him.

Dustin is determined to stay ahead of the game as he continues to find ways to evolve his business creatively.

Dustin states, “I want my agents to grow their wealth in many ways other than just transactional commissions. Most agents are

**I WANT MY AGENTS TO  
GROW THEIR WEALTH  
IN MANY WAYS  
OTHER THAN JUST  
TRANSACTIONAL  
COMMISSIONS.**



entrepreneurial with amazing ideas and practices, and I will never hinder that process. I've built a culture that provides the freedom to grow independently, builds wealth, and doesn't waste money, time, or bog down production with unnecessary tasks. Every agent at RRG is willing to lend their experiences to the group, which is uncommon in the brokerage world. Rather than worry about fees and mandatory meetings, we focus on income-producing tasks and constantly add value to our clients."

#### **HE CAN MAKE IT HAPPEN**

Being the captain of his ship in the real estate industry has allowed Dustin to provide an excellent lifestyle for his family. He's also proud to see the agents at RRG thriving as they purchase their own investment properties, build new houses, drive great vehicles, travel with their families, and happily give back to their communities. It also makes him proud that his clients have benefitted from their business together as they pay for their children's education, take vacations, and have more cash from the savings generated by RRG. This industry has always been a vehicle to achieve more for Dustin, and it makes him happy that it is serving others, too.

Dustin credits his father, Dennis Johns, who taught him so much about business and life from an early age. His father allowed him to be bold and daring, to win some and lose some, and no matter the outcome, he's always there to celebrate his son. His loving wife, Tara, has also been an amazing influence and support system in all his business endeavors. "She has unmatched patience, grace, beauty, and a heart that will beat on for millions of years."

Dustin loves spending time with Tara, and their four children in his well-earned free time. The family travels

to different islands and loves offshore fishing in Central America. Lake Murray is in their backyard, so boating, boarding, fishing, and sunbathing will happen. Their home is a unique collection of art and memories from their travels, and their vast music collection also makes for a great time in the Johns household.

Dustin generously gives back to his community when he is not on the clock. His family is a founding family of Camp Cole, an organization that improves the lives of children with diverse illnesses, disabilities, and life challenges through the magic of camp. Last year, his high school sweetheart won the Woman of the Year for the Leukemia and Lymphoma Society (LLS). They raised \$70 thousand for the prevention and treatment of blood cancers. Dustin will forever brag about Tara being the Woman of the Year every year.

Dustin sees a future that builds wealth, freedom, and flip-flops every day as he continues to evolve his companies and positively disrupt the industry for at least eight more years. After a successful year in 2022, he continues investing in several real estate projects, businesses, and rental properties in West Columbia, Lexington, and on Lake Murray. RRG will continue being an expert investment property



brokerage, thriving on referrals from decades of exceptional past clientele. He prides his business on being the best brokerage for business-minded, investment-savvy agents.

Always offering a bold opinion, Dustin strongly encourages other entrepreneurs and growing real estate agents to take the same approach by providing complete transparency. They should never be afraid to walk away from a deal. He teaches them not to operate in a "box" and to guard their time against nonsense from others.

Dustin concludes, "Rules are an interpretation of the rule maker's experiences. Use your own experience to reach logical, safe, and effective outcomes. Use your experiences to add value in the right places. If you look around the table and can't figure out why you are there, get up and find another table."

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# MELISSA SPROUSE BROWNE

South Carolina Realty

## EVOLUTION IS NECESSARY

Melissa Sprouse Browne is a high-energy executive and broker who gets things done. Determined to lend a helping hand to her community, she works hard to bring her clients, Buyers and Sellers, to a satisfying close in their real estate journey. With almost \$7 million in total volume just last year, Melissa has left a lasting impression in the real estate business, letting everyone know she is on her way to the top.

## LOVE, FAMILY, AND HER NICHE

Melissa states, "I was encouraged by my Broker In Charge, Jimmy Derrick of Bob Capes Realty, to attend the South Carolina Institute of Real Estate in 1999, a school that Chip Browne and his partner owned at the time. Jimmy wanted me to get my license in addition to my role as the marketing director, so I was determined to learn all I could with the help of my incredible instructor and my handy laptop, which was an unusual studying tool back then."

One day, Jimmy asked Melissa to set up a continuing education course for their agents. She was instructed to find an education provider and settled on Chip Browne's school. She arranged for Chip to teach several hundred agents in Columbia at the Embassy Suites hotel. That morning, Chip left essential documents behind after preparing his instructor for the class, and Melissa raced to return them. Little did she know that the impromptu meeting would lead to a lovely relationship.

▶ top producer

Written By: Heather Spruill  
Photos By: Shayla Tabor (Stabor Studios)





“  
**I WANT TO BE  
 REMEMBERED AS A  
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 WHO WOULD GO  
 ABOVE AND BEYOND TO  
 MAKE A DIFFERENCE  
 FOR MY CLIENTS.**”

Melissa continued in her role as Marketing Director at Bob Capes Realty. Even though she had her real estate license, she never had the chance to use it. Melissa was looking to advance in her career and was ready to take on new challenges. She landed a role as creative director at Resh Marketing. When she received a call on a Friday afternoon that her mother had broken her hip and was heading to the hospital, Melissa asked permission to leave. She was told to stay the rest of the day, or they would have to let her go. She chose to leave immediately and raced to be by her mother's side.

Melissa's plate became full quickly as she and her sister cared for her mother and father in Spartanburg. Luckily, Chip offered her a place to work at the school. As she worked with her significant other, she developed her

boutique advertising agency, The Marketing Division, handling business on her blue translucent iMac. As years passed, she had yet to use her license besides buying her own home and occasionally helping friends or family with buying or selling.

In late 2016, Melissa sold one of her companies, Seniors First Home Care, which she formed to help local seniors find affordable care due to the effects of the 2008 economic crisis. The sale of her company also allowed her to help sustain her family's needs during those tough times. Selling her business became a blessing as she found her niche in the housing market — assisting seniors in downsizing or selling their homes to pay for their daily care.

Melissa states, “My business began to build, and I found myself implementing



marketing techniques I developed from previous positions for myself finally. I am immensely blessed. My personal real estate business, the one I waited so long to use to better my community, has grown exponentially year after year.”

## A TRUE HEART OF SERVICE

Melissa is proud of what her small independent firm, South Carolina Realty, has accomplished. She is passionate about developing her community and supporting her agents as they develop their skills and knowledge at the brokerage she manages with her husband. It is essential for her business to pivot to newer and faster ways of doing business as the economic environment is changing with higher interest rates. Though times and technology have changed rapidly, Melissa stays on top of everything to ensure her clients are continuously educated on market conditions.

In her off-time, Melissa also takes pride in supporting charitable organizations like the Alzheimer's Association, Camp Kemo, the Military Order of the Purple Heart, and the West Columbia Beautification Foundation.

Melissa and her husband, Chip, are true car enthusiasts who enjoy their memberships in the Porsche Club of America, the Ferrari Club of America, and the Lamborghini Club of America. She enjoys attending Zumba classes and engaging her family in politics, cat care, and cars.

After working in real estate marketing and education for almost two decades,

Melissa has finally put her license to good use. Her dedication to going above and beyond for her clients is why she is considered a top producer.

Melissa concludes, “I want to be remembered as a fierce agent and friend who would go above and beyond to make a difference for my clients. Any opportunity to do something for someone else keeps me going, and I want to continue to help my community in every way I can. My love for this town is why I recently filed to run for mayor of West Columbia. Wish me luck!”

Would you like to be featured in *Columbia Real Producers*? Please reach out to us at [Robert.Smith@n2co.com](mailto:Robert.Smith@n2co.com)



▶ preferred partner spotlight

Written By: Amy Porter | Photos By: Tres Dabney (True North Productions)



# NICK JARRETT

*Greenville Restoration Services &  
Greenville Radon Specialist*

## Your Reliable Restoration & Radon Solution

### Introduction:

In the heart of Simpsonville, South Carolina, there's a team on a mission. Meet Nicholas and Robert Jarrett and the dedicated professionals of Greenville Restoration Services & Greenville Radon Specialist, collectively known as Team GRS. With a vision to be the most Reliable Restoration & Radon Company in their service area, Team GRS is changing the game in property restoration and environmental hazard mitigation.

### A Legacy of Service:

Nicholas Jarrett and his family have a rich history in the industry, with three generations dedicated to their community's well-being. From Robert Jarrett to Hayden Jarrett, the Jarrett family's commitment to excellence shines through in their work.

### A Trusted Name:

Greenville Restoration Services is a property damage restoration and cleaning division that specializes in Water, Fire, Mold, and Radon Restoration Services. Equipped with top-of-the-line equipment and extensive training, they are leaders in providing solutions that restore both property and people's lives, helping individuals in their community rebuild after disasters or environmental hazards.

### Leading the Way in Radon Mitigation:

Greenville Radon Specialist, with over 11 years of experience in radon testing and mitigation, is a trusted name in the upstate, SC, and beyond. Their team of industry experts is dedicated to ensuring homes are safe from this silent but potentially dangerous threat.

### Building Relationships Through Property Restoration:

The vision within their vision is clear - Team GRS is all about "Building Relationships through Property Restoration with Generational Leadership." They don't just fix homes; they nurture trust and community bonds.



### Challenging the Status Quo:

What sets Team GRS apart is their commitment to challenging and changing the status quo. They go above and beyond accepted industry standards to deliver services that exceed expectations.

### Community Gratitude:

Real estate agents, insurance agents, and property owners all rely on Team GRS during times of need. This grateful community trusts Nicholas Jarrett and his team to help them through challenging times.

### Expansion and Growth:

Since their start in March 2018, Team GRS has grown significantly. With 11 dedicated staff members, they're expanding their reach into North Carolina and Georgia, pursuing their vision with unwavering determination.

### Conclusion:

Greenville Restoration Services & Greenville Radon Specialist, led by Nicholas Jarrett and his team. They are supported by a legacy of family dedication, and are more than just a restoration and radon solution. They are a beacon of hope for those facing property damage or environmental hazards, and their commitment to excellence is paving the way for a safer and more resilient community.

For all your property restoration and radon mitigation solutions, remember the name "Team GRS" - where reliability and integrity meet.



# 5 Tips

## to Help Your Clients Save for the Down Payment



**Down Payment Assistance:** There are many grants, tax credits, and low- or no-interest loans to help with the down payment and even closing costs! Ask me how to get started.

**Get 100% Financing for FHA:** Atlantic Bay's Buyer Boost allows qualified FHA buyers to finance the required 3.5% FHA down payment, along with other benefits.

**Gift Funds:** Family and friends can give your clients funds to help with the down payment.

**Tax Refunds:** Did you get money back this year? Use it toward a down payment, discount points for a lower rate, or paying down high-interest credit cards.

**Budget, Budget, Budget:** Streaming services, coffee shops, and online shopping can really add up. Cut back on unnecessary spending, and put the extra money in a savings account.

*I'd like to thank all our military members for their service this Veterans Day, and every day!*

### CONTACT ME TODAY TO LEARN MORE ABOUT YOUR CLIENTS' DOWN PAYMENT OPTIONS!



### Mark Smith

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