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Taley Hunt

Top Producer:

Molly Sims

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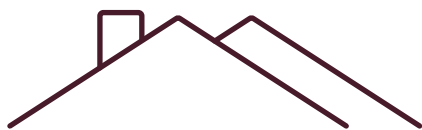


TABLE OF CONTENTS

	07 Preferred Partners		08 Publisher Note: September		10 Cover Story: Charles Manley
	16 Rising Star: Taley Hunt		22 Preferred Partner Spotlight: Jabber & Issac Law		30 Top Producer: Molly Sims

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SEPTEMBER

CELEBRATING THE REALTOR COMMUNITY

Dear *Columbia Real Producers*,

Welcome to the September edition of our esteemed *Columbia Real Producers* Magazine! It is with great pleasure that we bring you our second issue! Each month, our team is dedicated to connecting, elevating and inspiring the top real estate agents in Columbia.

Our Cover Feature this month is a true embodiment of excellence and humbleness in the real estate industry. We present to you Charles Manley, whose dedication, expertise, and unwavering commitment have propelled him to the forefront of the field. Through his relationship-building approach and team mentality, our Cover Feature sets a precedent for all realtors to aspire to.

In addition to our Cover Feature, each month, we shine a spotlight on a Top Producer who has consistently demonstrated outstanding performance in the past year. This September, we wanted to showcase Molly Sims. Molly has consistently gone above and beyond to serve her clients. We commend her kind heart, hard work, and exceptional market knowledge.

Furthermore, as we look towards the future, we are excited to introduce you to the Rising Star in the real estate realm. To be selected as a rising star, an individual must be forging their path in the industry, armed with fresh perspectives, innovative ideas, and an unwavering determination to make a mark. Keep an eye on Taley Hunt, our September Rising Star, as she continues to seize the opportunities that lie ahead!

Finally, we recognize the importance of strong partnerships in the real estate world. Our Preferred Partner Spotlight allows us to highlight the valuable services and collaborations that contribute to the success of real estate agents and their clients. These trusted professionals provide invaluable support and expertise that enhance the real estate market. Our September Preferred Partner Spotlight highlights Jabber and Issac Law Firm as a pillar of the Columbia Real Estate Community.

We hope this edition of our *Columbia Real Producers* Magazine serves as a celebration of the exceptional individuals who shape the real estate landscape. May their stories inspire you,

their achievements motivate you, and their expertise guide you on your own real estate journey.

As always, we extend our gratitude to the agents featured in this September edition, industry partners, and dedicated readers for their unwavering support. It is through your enthusiasm and commitment that we will continue to bring you *Columbia Real Producers* Magazine!

Wishing you a prosperous month ahead!



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cover story

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



CHARLES MANLEY

Coldwell Banker Realty

A REALTOR® OF FAITH AND COMMUNITY

With a career volume of almost \$200 million, it is safe to say that Charles Manley is an outstanding businessman and representative of his growing community. Following his heart led him to a career fulfillment that he couldn't have imagined, and he is grateful for his many blessings. He is thrilled to show those looking to find their new abode what Columbia, South Carolina has to offer.

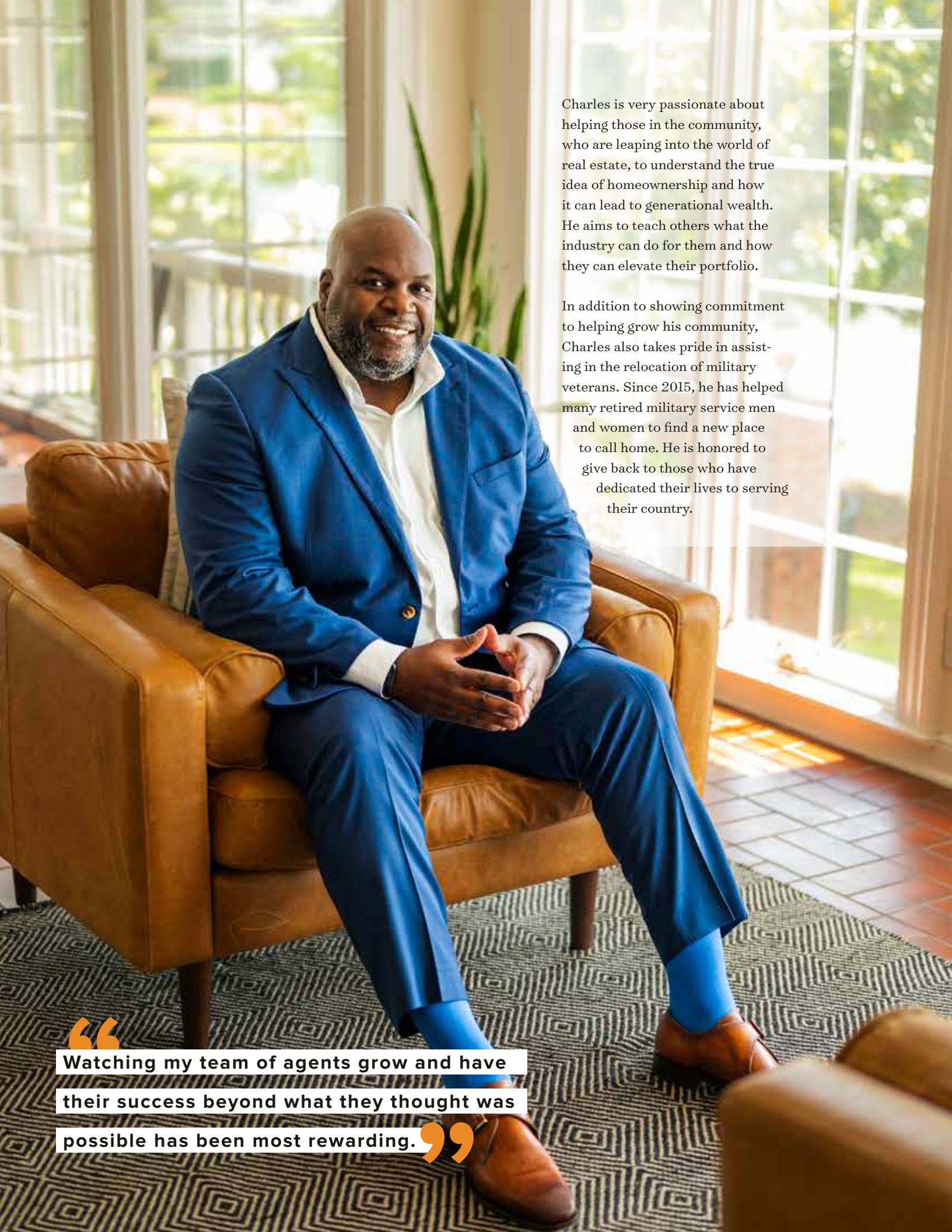
A LEADER IS A DEALER IN HOPE

Before his dive into the real estate industry, Charles was a practicing dental hygienist for 22 years. He was preparing to attend dental school, but his sudden urge to explore entrepreneurship paused that pursuit. He decided that becoming a REALTOR® would be an incredible way to serve his community while allowing him to have the freer lifestyle he always desired.

In 2013, while working full-time assisting patients with oral care, Charles earned his license and started working for EXIT Realty as a solo agent. He sold, on average, almost \$20 million a year with 20 - 25 homes per year from 2014-2018.

Because of their amazing brand awareness and their high regard for their staff, Charles happily joined Coldwell Banker Realty in 2018.

Charles states, "My experience, substantial training, proficiency, and profound negotiation skills, combined with Coldwell Banker's resources, all helped me to provide my clients with inimitable service."



Charles is very passionate about helping those in the community, who are leaping into the world of real estate, to understand the true idea of homeownership and how it can lead to generational wealth. He aims to teach others what the industry can do for them and how they can elevate their portfolio.

In addition to showing commitment to helping grow his community, Charles also takes pride in assisting in the relocation of military veterans. Since 2015, he has helped many retired military service men and women to find a new place to call home. He is honored to give back to those who have dedicated their lives to serving their country.

“Watching my team of agents grow and have their success beyond what they thought was possible has been most rewarding.”



Barbara Corcoran, a real estate mogul and Shark Tank cast member, praises his achievements by recognizing his ability to generate instant offers and guarantee to sell a customer's home. Charles received recognition for ranking 248 out of 250 for RealTrends + Tom Ferry's "The Thousand" in 2021. This prestigious award recognizes the top residential real estate transactions made by agents throughout the United States from the previous year. Regardless of all the accolades, he remains humble and grateful for the many blessings bestowed on him.

Charles defines success as achieving freedom and a lifestyle one has always dreamt of.

Being highly skilled in listings and luxury properties, Charles is the ideal agent to work with when finding the home of one's dreams. Having extensive knowledge of the local market and what the area of Columbia has to offer makes him the best of the best for guiding newcomers and current residents on their real estate journey.

In 2020, Charles started his own group, Manley Home Team.

Charles states, "Watching my team of agents grow and have their success beyond what they thought was possible has been most rewarding. My team and I strongly desire to serve our community with the absolute best service in the industry. I run my business with excellence, so our clients must have an excellent experience."

Many have acknowledged and supported Charles's expertise in representing the area's finest properties and numerous clientele.



“My experience, substantial training, proficiency, and profound negotiation skills, combined with Coldwell Banker’s resources, all helped me to provide my clients with inimitable service.”



Charles states, “Real estate is the gateway to my dreams and goals! My wife and I want to create affordable housing for our area and create wealth for our children and their children. Our goal is to build a business that we never have to retire from.”

While he appreciates his lucrative business and the relationships he develops in the industry, he is always eager to go home to his beautiful wife, Kahlil, and his six amazing children. They enjoy watching movies together, game nights, and attending their church, Truth Church & Ministries, where he serves as a Deacon.

Charles not only desires to deliver an easy-going process for his clients, but he hopes to be a role model for up-and-coming agents. Though the industry is fast-paced and ever-changing, he hopes to instill a sense of responsibility and integrity in future REALTORS® that they may grow to be the best they can be.

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Taley

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

Not Afraid Of a Challenge

“My goal is to always show up humble, with a heart of service, and a love for what I do.”

Being a trailblazer in a competitive industry and giving back to her community makes Taley Hunt a prime REALTOR®. Though her time in the industry has been short, she has truly cracked the code to create lasting relationships with her clients and holds a promising future in this business.

Obstacles Become Opportunities

Before starting her exciting career as a REALTOR®, Taley studied at and worked for the University of North Carolina at Pembroke. Despite the effects of the pandemic, she graduated with her MBA in 2020 and, in the same year, moved to Columbia, South Carolina, where her husband received his new military orders to Fort Jackson.



Finding a position in higher education began to prove difficult for Taley under the nation’s new crisis. Considering her circumstances, she decided to find a new way to make her career work for her and started researching all things real estate.

Taley discovered there were no downsides to becoming an agent. She loved the idea of setting her own schedule, a limitless stream of income, and meeting new potential clients and showing them what her town has to offer. While the thought of being a new REALTOR® in a new state was a bit intimidating, it was also the challenge she needed to develop her confidence in the field. At the end of 2020, she found out she was pregnant the morning of her exam, and despite the butterflies in her stomach, she aced it.

I WANT TO BRING INNOVATION
TO OUR INDUSTRY LOCALLY
AND MAKE WAVES IN A WAY
OTHERS HAVE NOT.



Taley is very happy with Keller Williams Preferred and continues to shine a light on how they have helped her to grow as an agent.

Taley states, “I chose to align with them because of their expert training, networking opportunities, and values. Receiving extra guided attention and advice from those at the top also meant so much to me.”

The Best Is Yet To Come

In 2022, she founded the Taley Hunt Home Group and began to add on staff. She prides herself and her team on being a very authentic group of agents who attract all the right clients to her company. She finds it comforting to rely on a group of people who understand her expertise and mission.

Taley states, “I want to bring innovation to our industry locally and make waves in a way others have not.”



Taley joined Keller Williams Preferred soon after earning her license as an agent. With her baby girl in tow, Taley buckled down and began building professional relationships with her home buyers and sellers in the community, paving her way in the real estate business. However, wearing two hats at the same time weighed heavy on her.

Taley states, “I spent the first year of my career with a baby on my hip—literally. My daughter, now two, attended all those meetings, closing, inspections, etc. While working, I was also experiencing postpartum anxiety and didn’t know anyone locally I could trust to keep her yet. My husband worked 12+ hours daily, so I had a lot on my shoulders. But, with my husband’s support and my little girl’s love, I was determined to succeed.”



I love reaching new heights and finding fulfillment while positively impacting the community by assisting families and their life transitions.”

Taley finds it most rewarding that she successfully navigated the real estate industry despite life’s obstacles. She understands this is a relationship business as a brand new agent with less than three years of experience. Having started with no connections in her new home state, her rapport with her clients, old and new, has blossomed, blessing her with a career volume of \$60 million since February 2021. And she is just getting started.

As her career is taking off, she loves giving back to her local military community, whether sponsoring events, making charitable

donations, or creating opportunities for families stationed here to enjoy. She and her husband have donated \$25 thousand to her alma mater, allowing 12 students to have jobs for one year through the Office for Community and Civic Engagement.

Living a fast-paced lifestyle forces Taley and her husband, Jordan, to truly enjoy their downtime. When she is not showing a home or renovating her own, they are bingeing Disney movies and shows with their daughter, Reese. Traveling is another pastime that they enjoy.

Taley finds it fulfilling to mentor and create learning opportunities for up-and-coming agents. She hopes to inspire them to be intentional with every decision and move they make in the industry.

Taley states, “Show up every day, even when you don’t feel like it. Be careful not to give up just because traffic seems slow to come to fruition. Compounding activities will bring you more success than you can imagine. Keep pushing.”

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Featuring Tameika Issac Devine & Gail Jabber
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Introduction:

Established in November 2001, Jabber & Isaac, PA is a reputable law firm based in Columbia, South Carolina. Founded by Gail Jabber and Tameika Isaac Devine, the firm offers a comprehensive range of legal services, including real estate, probate and estate planning, family law, and personal injury. With over 20 years of experience, the dedicated team at Jabber & Isaac prides itself on providing personalized and flexible legal solutions while fostering a strong sense of community involvement. This article delves into the unique aspects that set Jabber & Isaac apart, their commitment to client satisfaction, and their contributions to the local community.

A Legacy Built on Personal Connections:

Gail Jabber and Tameika Isaac Devine, the dynamic duo behind Jabber & Isaac, PA, have nurtured a thriving legal practice for over two decades. Their success can be

attributed to their genuine passion for helping people and their strong work ethic. Tameika, a Columbia native, brings deep-rooted ties to the community, creating an immediate connection with clients seeking legal assistance. The dedicated team of Jabber & Isaac offers personalized attention to each client, fostering a comfortable and supportive environment.

Comprehensive Legal Services:

Jabber & Isaac, PA is committed to addressing the diverse legal needs of their clients. The firm specializes in real estate transactions, offering guidance and expertise throughout the buying, selling, or refinancing process. Additionally, they excel in probate and estate planning, ensuring that clients' assets are protected and their final wishes are carried out. Jabber & Isaac also provides expert legal counsel in family law matters and personal injury cases, advocating for their clients' best interests with empathy and professionalism.

Client-Centric Approach:

What truly sets Jabber & Isaac apart is their unwavering dedication to their clients. Recognizing the busy schedules and commitments that individuals and families face, the firm offers flexible meeting times, including after-hours and weekends, to accommodate clients' needs. This commitment to accessibility ensures that clients receive the attention and support they deserve throughout their legal journey. At Jabber & Isaac, clients are not just another case; they are treated like family, receiving personalized guidance and support every step of the way.

Community Engagement:

Beyond their exceptional legal services, Jabber & Isaac, PA is deeply involved in giving back to the community that has supported them throughout the years. The firm organizes toy drives and back-to-school initiatives, helping local families in need. Recently, they



THEIR SUCCESS CAN BE ATTRIBUTED TO THEIR GENUINE PASSION FOR HELPING PEOPLE AND THEIR STRONG WORK ETHIC.



demonstrated their commitment by buying out two theaters for the opening weekend of “The Little Mermaid” and distributing tickets to deserving families. This active engagement reflects their genuine care for the community and a desire to make a positive impact beyond the legal realm.

Continued Growth and Success:

Jabber & Isaac’s success can be attributed to their unwavering commitment to client satisfaction and their unique ability to forge personal connections. For the firm, success is measured by clients leaving their office feeling confident and satisfied with the experience they received. By consistently providing exceptional legal services while treating clients like family, Jabber & Isaac has earned a stellar reputation within the community and continues to grow their clientele.

Conclusion:

Jabber & Isaac, PA, led by Gail Jabber and Tameika Isaac Devine, has emerged as a trusted legal firm in Columbia, South Carolina. With their extensive experience, personalized approach, and dedication to community engagement, they have set themselves apart from their competitors. Clients of Jabber & Isaac can expect expert legal guidance, flexibility in meeting times, and the assurance that their needs will be met with the utmost care and professionalism. As the firm continues to thrive and expand, their commitment to helping people and making a positive impact in their community remains at the heart of their practice.

TAMEIKA ISAAC DEVINE

A lifelong Columbia resident, Tameika Isaac Devine earned a Bachelor of Science degree from Hampton University in 1994 and a Juris Doctor degree from the University of South Carolina School of Law in 1997. Devine began her law career as a Staff Attorney for Carolina Regional Legal Services and later joined the SC Attorney General’s Office in the prosecution division where she served as an Assistant Attorney General. In 2001, she became a founder



for our families. She served as a board member of the National League of Cities, Women In Municipal Government and the National Black Caucus of Local Elected Officials.

In addition to the numerous legal and political organizations Tameika serves on, she is also a member of Delta Sigma Theta Sorority, Inc. Jack & Jill of America and serves on the board of SC Women in Leadership.

Tameika knows that the legal system can be used to hurt people or help people. She believes that her legal expertise and passion to empower others, makes the law help people.



of Jabber & Isaac, PA, where she practices primarily in the areas of real estate, probate and personal injury.

Devine is a member of the American Bar Association, the South Carolina Bar Association, the National Bar Association, the National Bond Lawyers’ Association, the South Carolina Black Lawyer’s Association and the Richland County Bar Association. She has served as secretary for the South Carolina Black Lawyers Association and as President of the Columbia Lawyers Association.

In 2002, Devine was elected to the at-large seat on Columbia City Council, distinguishing herself as the first African-American female to serve on City Council, the first African-American elected to an at-large position and the youngest person to serve on the Council. In her almost 20 years on the City Council, Tameika planned and executed countless projects that made a real difference in people’s lives and our community. She served as Mayor Pro Tem, using her experience as a coalition-builder and a problem-solver to deliver results

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By Robert Smith & Sierra Nelson, Co-Owners & Publishers

Columbia Real Producers OFFICIAL LAUNCH PARTY!

Where The “BEST” Real Estate Professionals Gather Under One Roof!

Calling all *Columbia Real Producers* Top Agents! You are invited to an EXCLUSIVE launch party event on September 20th. As the official Launch Party of *Columbia Real Producers*, it's an event you won't want to miss. Better yet? It's completely FREE to the top 300 realtors and preferred partners of the publication. If you receive the publication, congratulations, you are invited! All we ask is that you register prior to the event so we can plan accordingly.

At this event, you will have the chance to meet other top performing REALTORS®, preferred top vendors nominated by your peers, and enjoy heavy ordures with adult beverages. We also may surprise you with some exciting raffle prizes! This event will be held Wednesday, September 20th from 6:00pm-8:30pm at The Expansive building located in the heart of downtown Columbia. The building address is 1122 Lady St. Columbia, SC. Dress comfortably in layers as this will be an indoor/outdoor event located on the 3rd-floor patio.

To attend this event you will need to register to secure your FREE spot. Please send an email to sierra.nelson@n2co.com. In the subject of the email put “Top 300” and in the body of the email please list your name, brokerage, and phone number. We will confirm your spot with a reply and an emailed ticket from Eventbrite. Eventbrite invitation texts will also be sent out from us as well, and you are welcome to register that way if you prefer.

You have worked hard to be one of the top REALTORS® of Columbia. Come represent your brokerage as an industry leader among other top REALTORS® of the market. Again, we can't stress it enough, **you do not want to miss this event.** This is just the beginning of what *Columbia Real Producers* is all about... CONNECTING, ELEVATING, and INSPIRING the top real estate professionals of Columbia!



See you there!
Robert & Sierra
Co-Owners & Publishers

To register to the event please email Sierra Nelson at sierra.nelson@n2co.com. If you have any questions you can call/text Robert Smith (843)-560-6278 or Sierra Nelson (402) 560-4555.

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▶▶ top producer



Molly SIMS

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

RE/MAX at the Lake

A REALTOR® of Many Hats

Known for her lively work ethic and her ability to think outside the box when negotiating amazing deals for clients, Molly Sims is the definition of an outstanding REALTOR®. With a career volume of over \$192 million, she proves time and time again that she is a true real estate professional in the Columbia - Lake Murray area who, simply put, loves her job.

Learning Is a Lifelong Process

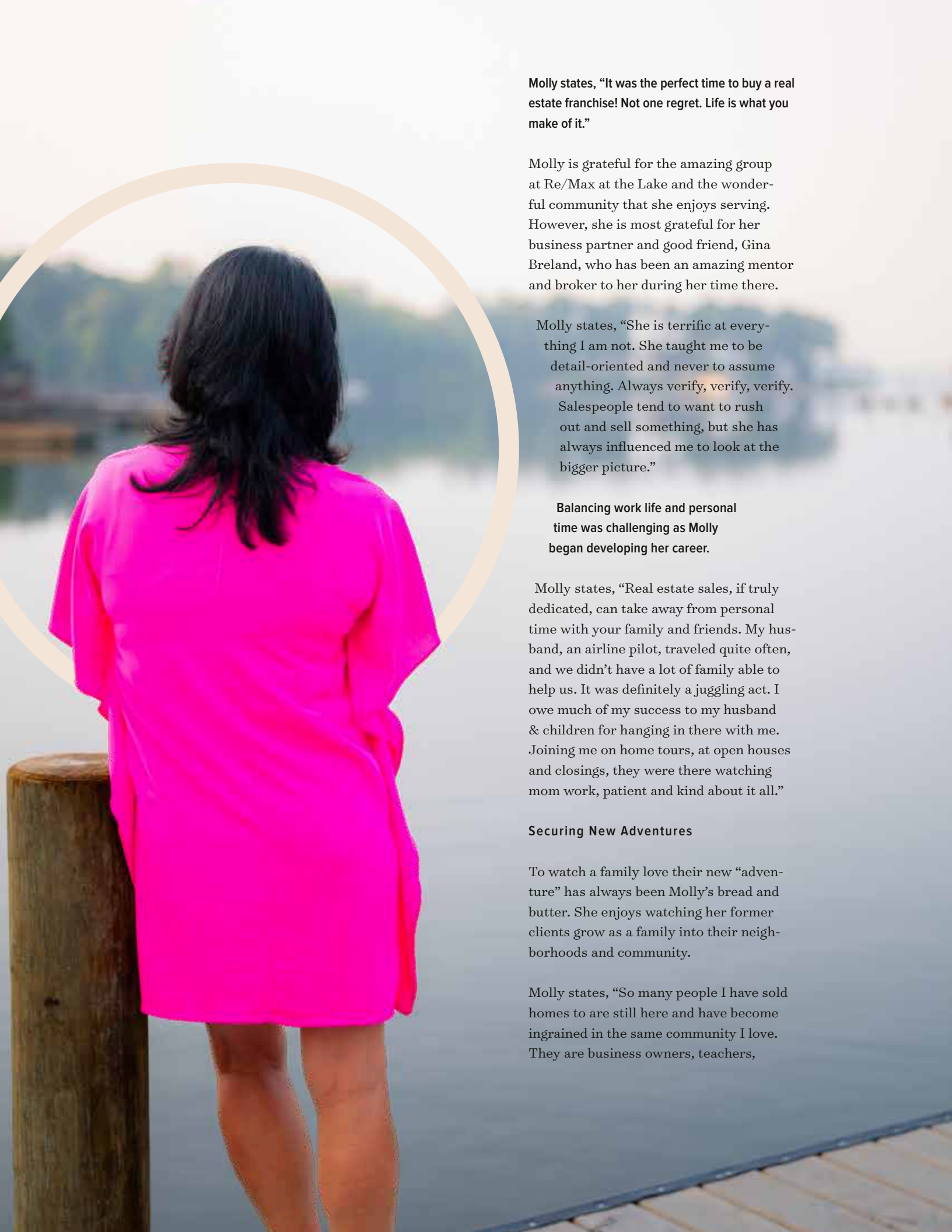
After college, Molly hit the ground running at the start of her career with commercial real estate company, Leo Eisenberg. Here, she learned to juggle shopping centers across the Southeastern United States, managing existing and new projects. Later, she transitioned into the role of Director for commercial real estate investment and tax consulting firm, Arnold Development Co., requiring her to earn her real estate appraisers license.

In 1995, Molly married the love of her life, Keith Sims, and in the same year, the pair relocated to Tucson, Arizona, for Keith's job in the US Air Force. In Tucson, she decided to learn the financial end of the real estate business and went to work with Tucson Mortgage originating home loans. Now, armed with sales and appraisal licenses and the financial knowledge to assist home buyers and sellers, nothing could stop her. It is easy to see how her acquired experiences prepared her for a very bright and promising future.

In 1998, Molly and her husband moved back to South Carolina, where she formed Sims Investment and Tax Consulting. Having her own business allowed her growing family the time off needed to raise their two girls. In 2006, she joined a local Re/Max office, where she put on her REALTOR® hat and got right to work. In 2008, a Re/Max franchise ownership opportunity fell in her lap. Some may not have seized the opportunity given the real estate market at that time, but Molly saw the market differently. Fifteen years later, she remains an owner of Re/Max At The Lake in the Lake Murray area outside of Columbia.

“Your top priority should be helping your clients through their real estate journey, not your pay.”





Molly states, “It was the perfect time to buy a real estate franchise! Not one regret. Life is what you make of it.”

Molly is grateful for the amazing group at Re/Max at the Lake and the wonderful community that she enjoys serving. However, she is most grateful for her business partner and good friend, Gina Breland, who has been an amazing mentor and broker to her during her time there.

Molly states, “She is terrific at everything I am not. She taught me to be detail-oriented and never to assume anything. Always verify, verify, verify. Salespeople tend to want to rush out and sell something, but she has always influenced me to look at the bigger picture.”

Balancing work life and personal time was challenging as Molly began developing her career.

Molly states, “Real estate sales, if truly dedicated, can take away from personal time with your family and friends. My husband, an airline pilot, traveled quite often, and we didn’t have a lot of family able to help us. It was definitely a juggling act. I owe much of my success to my husband & children for hanging in there with me. Joining me on home tours, at open houses and closings, they were there watching mom work, patient and kind about it all.”

Securing New Adventures

To watch a family love their new “adventure” has always been Molly’s bread and butter. She enjoys watching her former clients grow as a family into their neighborhoods and community.

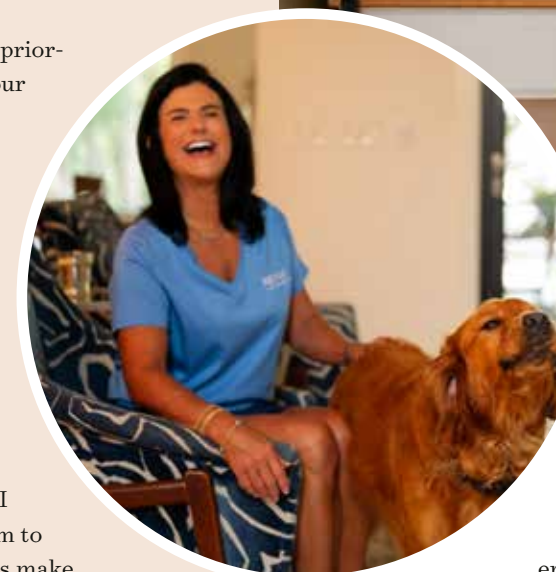
Molly states, “So many people I have sold homes to are still here and have become ingrained in the same community I love. They are business owners, teachers,

personal bankers, police staff, volunteer workers, and fellow church members. I see many of them at the grocery store, the dry cleaners, and local high school athletic events. Some have even become parents or grandparents since their arrival here. It has been an honor to help grow our part of Lake Murray.”

As she stands back and admires her part in strengthening her community, Molly also takes pride in giving back. Since 2006, she has contributed a portion of every sale she makes to Children’s Miracle Network. She also enjoys aiding local community projects like Good Works, where they work on rebuilding homes in the neighborhood, local food banks like We Care, and much more. She appreciates that her office also assists with many local groups, whether collecting items for those in need or hosting medical fundraisers for struggling community members.

While life as a REALTOR® has provided a secure lifestyle for her family, Molly has always loved educating her clients about her favorite area and becoming a homeowner. Her joy in being a REALTOR® trumps her love of a paycheck.

Molly states, “Your top priority should be helping your clients through their real estate journey, not your pay. If you always, always, always let the client’s needs and goals guide you, you will be successful, and so will they! With my experience and knowledge, and a big dose of loving what I get to do every day, I aim to help future homeowners make the best decision for their circumstances. The client and their experience come first.”



Molly has no intentions of slowing down in the career she loves so dearly. She continues to flourish in her field, learn something new daily, and teach others who desire a fulfilling real estate career.

Molly advises up-and-coming producers, “Be kind and professional to other agents, no matter how they treat you. No matter how unprofessional or exhausting a situation can be, continue to put your best foot forward. Good impressions are always lasting impressions.”

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