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**EVENT RECAP:**  
Celebrating Three  
Years of Excellence

# LeAnn Carswell

Photos By: Carolina House Shots  
Written By: Amy Porter

DECEMBER 2024



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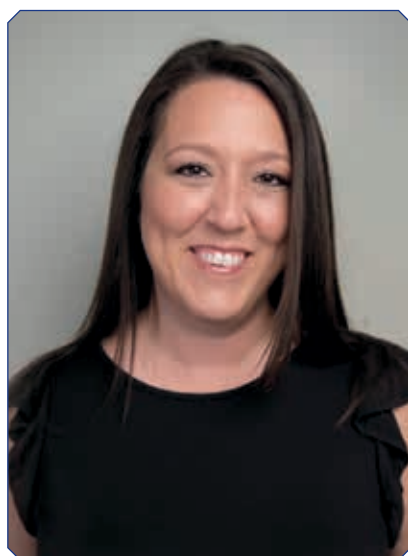
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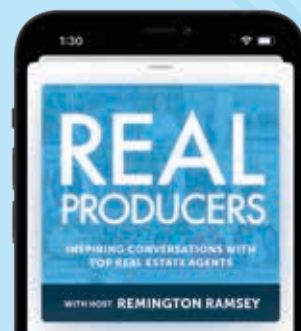
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## MEET THE UPSTATE REAL PRODUCERS TEAM



**Robert Smith**  
Co-Owner & Publisher  
Advertising Sales  
robert.smith@realproducersmag.com  
843-560-6278



**Sierra Smith**  
Co-Owner & Publisher  
sierra.smith@n2co.com  
402-560-4555



**Amy Porter**  
Director of Content  
amy.porter@n2co.com



**Andrea Hoffman**  
Director Of  
Client Experience  
sc.ads@n2co.com



**Vicki Manley**  
Photographer  
vicki@carolinahouseshots.com



**Tres Dabney**  
Photographer  
tres.dabney@truenorthprod.com



**Beth McCabe**  
Writer



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

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Dear Upstate Real Producers,

**Publisher's Note: Merry Christmas 2024**

As we embrace the spirit of the holiday season, I want to take a moment to reflect on the incredible accomplishments within our Upstate real estate community. This December, we are delighted to feature the talented **LeAnn Carswell** as our Cover Feature Realtor. With her unwavering commitment to client satisfaction and a proven track record of success, LeAnn has established herself as a trusted name in the industry. Her innovative strategies and personalized approach to real estate have made a significant impact, and we are excited to showcase her achievements.

Additionally, we celebrate **Anthony Morgan**, our Top Producer, whose hard work and dedication have consistently resulted in outstanding results for his clients. Anthony's ability to navigate the complexities of the market with ease and his genuine passion for helping others has earned him the respect and admiration of both clients and peers alike. His remarkable achievements in 2024 truly exemplify what it means to be a top producer in our field.

We are also thrilled to recognize **Kirsten Dinkins**, our Realtor on the Rise. Kirsten's fresh perspective and innovative approach to real estate are making waves in the industry. Her enthusiasm and dedication to her clients have quickly garnered her a reputation as a rising star. We believe that her continued success will inspire others in our community to reach for new heights.

In this issue, we also highlight an **Amazing Preferred Partner** whose contributions have significantly enhanced the services offered to our clients. Their collaboration with our realtors plays a vital role in fostering success across our network, and we are grateful for their support and dedication.

Don't forget to check out our **Event Recap** from October, where we celebrated the camaraderie and achievements of our community. As we approach the end of the year, let us come together in gratitude for our successes and the relationships we've built.

Wishing you and your families a Merry Christmas and a prosperous New Year!



Warmest regards,  
**ROBERT SMITH**  
 Publisher,  
 Upstate Real Producers Magazine

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▶ event recap

# Celebrating Three Years of Excellence

## A Toast to *Upstate Real Producers* Alumni

Photos By: PP's Photography (Amy Porter)  
Written By: Amy Porter



On October 17, 2024, the Upstate Real Producers community came together at Park Place Luxe in downtown Greenville to commemorate a significant milestone: three years of elevating, inspiring, and connecting the top 500 real estate agents in the Upstate. Originally scheduled for September 26, the event was rescheduled due to unforeseen weather conditions, but that did not dampen the spirits of those in attendance.

### An Evening of Celebration and Connection

From 6:00 PM to 8:00 PM, the venue buzzed with energy as top REALTORS® and their preferred partners mingled, enjoyed delicious food, and raised a glass to celebrate their achievements. The atmosphere was filled with laughter and camaraderie, as attendees shared stories of their journeys in the competitive real estate market.

### A Special Surprise

As a token of appreciation for past featured agents, a special surprise gift

was available exclusively for event attendees, reminding everyone of the strong sense of community fostered by *Upstate Real Producers*. The excitement in the room was palpable, with agents eagerly exchanging insights and building connections that extend beyond the evening.

### A Heartfelt Thank You

Robert and Sierra, the publishers of *Upstate Real Producers*, expressed their gratitude to everyone who has contributed to the magazine's success over the past three years. "We have had three wonderful years filled with inspiring stories, valuable

connections, and big blessings for all," they remarked. Their commitment to showcasing the best in the industry has helped elevate the real estate landscape in the Upstate.

### Appreciation for Support

A special shout-out was given to Swamp Rabbit Moving, the event's host sponsor, for their continuous support of the Upstate real estate market. Their partnership has been instrumental in fostering a thriving community among REALTORS® and their preferred partners.

### Looking Forward

As the night drew to a close, attendees left with renewed motivation and a sense of pride in their accomplishments. The celebration was a reminder of the hard work and dedication that goes into being a top agent in the Upstate, and it left everyone eagerly anticipating what the future holds for *Upstate Real Producers*.



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# A LEGACY

## of Hard Work and Dedication in Real Estate

### LEANNE CARSWELL

**LEANNE CARSWELL**, Broker-In-Charge and owner of Expert Real Estate Team, has dedicated nearly three decades to changing the public perception of Realtors through her hard work and relentless drive. LeAnne, who received her real estate license in 1995 from Space Coast Real Estate School, began her journey into real estate in Melbourne, Florida, when she was just 21. Newly married and holding a paralegal degree, she took a job as a Realtor's assistant. It was during this time that her employer recognized LeAnne's potential and sent her to real estate school, setting her on the path to a long and successful career.

Over the years, LeAnne has gained experience in every aspect of the real estate process, from assisting to negotiating contracts. In 1998, she returned to her hometown and worked with Top Guns Realty before transitioning to Keller Williams in 2003. By 2011, LeAnne realized that she wanted more control over her career and finances, prompting her decision to become her own broker and start Expert Real Estate Team. Since then, her team has grown to include 15 agents and five staff members, with plans to expand to 25 agents. She credits much of her success to surrounding herself with talented individuals, continually seeking new talent to grow her team.





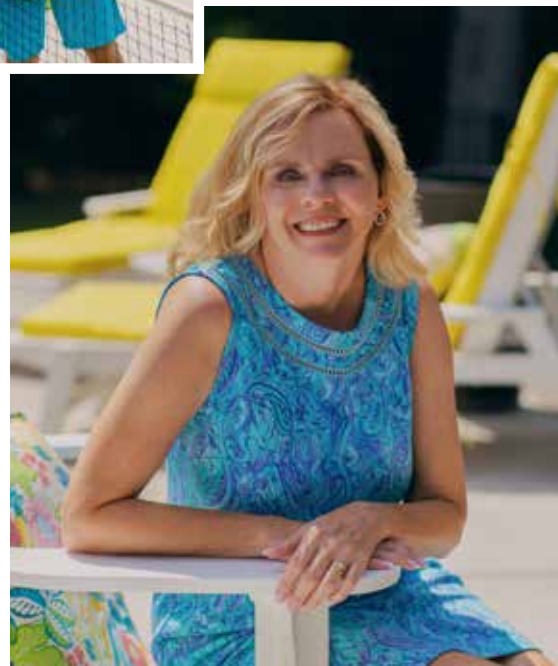
she has achieved significant milestones, LeAnne doesn't measure her success purely in numbers. One of her greatest rewards is knowing that her hard work will leave a legacy for her son, Colt. She is passionate about teaching him to think bigger and act on his potential earlier in life.

Throughout her career, LeAnne has faced her share of challenges. Diagnosed with multiple sclerosis (MS) in 2000, she recalls waking up one day to find half her face paralyzed. At the time, she had no insurance, but was fortunate enough to participate in a drug study that provided her with the necessary care and medication. Rather than allowing her diagnosis to slow her down, LeAnne used it as motivation to work harder and faster, determined to secure a stable future.

LeAnne is also dedicated to giving back to her community. She supports the National MS Society and drives for Meals on Wheels through Greer Community Ministries.

Encouraged by her husband to get involved in these causes, LeAnne is proud to contribute to organizations that make a positive impact.

When she's not working, LeAnne enjoys reading, baking desserts, and spending time with her dogs. Her family



LeAnne specializes in residential real estate and land, and though she no longer works directly with buyers, she ensures her team stays creative in a competitive market. Her strategies include using the MLS, leveraging social media, and even reaching out to potential sellers in specific neighborhoods. When traditional methods aren't enough, LeAnne encourages thinking outside the box, such as exploring off-market opportunities and utilizing personal connections.

A particularly memorable experience in her career came early on, when a client invited her to invest in a property with him. At 25, LeAnne took a leap of faith, even though she was financially strained at the time. The investment paid off, and that client later became her husband, Rick Justice. Today, they have been married for 20 years and share an 18-year-old son, Colt.

LeAnne's business has seen tremendous growth, with her team closing 299 transactions for a total volume of \$72.5 million in 2022. In 2023, they closed 170 transactions for \$46.5 million. Although

enjoys golf, boating, and fishing, though she admits her husband often has to convince her to take time off to have fun. Despite her busy schedule, she always prioritizes making a difference and helping others, both in her personal and professional life.

As someone who has navigated the ups and downs of a long career in real estate, LeAnne offers this advice to aspiring agents: "Fail your way forward." She believes that failure is an inevitable part of success and that each setback provides an opportunity to learn and grow. Her commitment to continuous learning has shaped her career, and she strives to pass that same knowledge and confidence on to her agents.

When asked what she wants to be remembered for, LeAnne's answer is simple yet profound: "She always answered her phone." It speaks to her dedication to clients and her belief that being available, hardworking, and reliable are the keys to making a lasting impact in the real estate industry.

LeAnne Carswell has built a legacy of perseverance, compassion, and excellence in real estate. As she looks to the future, she plans to continue working, driven by the dopamine highs of closing deals and the satisfaction of making a difference. Her favorite quote, "The harder you work, the luckier you get," perfectly encapsulates the mindset that has guided her throughout her remarkable career.

# “ Fail your way FORWARD. ”





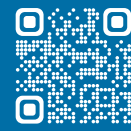
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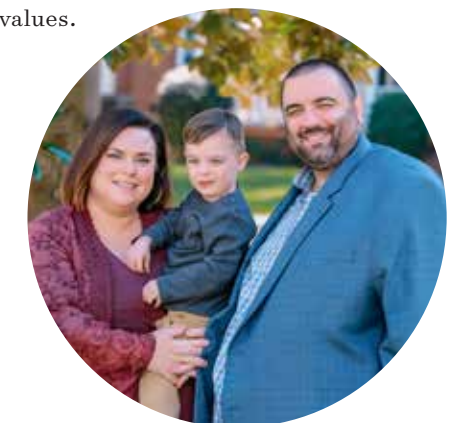
*Anthony Michael Morgan stands out as a leading figure in the real estate industry with Bluefield Realty Group, where his hard work, passion, and generous spirit have shaped his remarkable career. With a real estate license earned in 2017, Anthony has dedicated the past seven years to mastering his craft and serving the Greenville County community. His entry into the field was inspired by a personal experience—after selling their first home, Anthony realized the substantial value a skilled realtor brings, which ignited his passion for real estate. His wife Megan pushed him to go to school and get his real estate license.*

Anthony's real estate journey began at Keller Williams Greenville Upstate, where he took on the challenge of working as a part-time agent while managing a demanding 60 hour a week full-time job. His determination and work ethic during these formative years laid a strong foundation for his future success. In 2021, he transitioned to Bluefield Realty Group, seeking a more localized and personalized

With a career volume approaching \$50 million and a total volume of \$14 million in 2024 so far, Anthony's accomplishments reflect his expertise and relentless



approach to his business. At Bluefield, he quickly made his mark by forming his own team, Porchlight Property Group which he has successfully led for over three years. Porchlight just won 2024 Best of The Upstate for Real Estate Team. His decision to join Bluefield was influenced by his existing network of friends and the company's strong local presence, which aligned with his professional values.





drive. He is particularly passionate about helping sellers achieve the highest possible profit and guiding buyers to their ideal homes. His commitment to his clients extends beyond mere transactions; he is deeply involved in charitable causes such as Greenville March of Dimes.

This organization was a crucial support system during his son Luca's 6 month NICU stay, after Luca was born at 28 weeks and 1lb 9.4oz. Since then Anthony's family has since given back to assist other families facing similar challenges. From donating blankets, onesies, plushies or books for parents on Luca's birthday and holidays to clearing out their Amazon Wishlist every Christmas. Luca was named for his Italian roots and his name literally means bringer of light. Which is so fitting due to the light he has established in his parents' lives. Porchlight is an homage to Luca, combining a love for homes and his name to create the team name.

Family is central to Anthony's life. He and his wife Megan, along with their son Luca, cherish their time together, whether traveling to destinations like Disney World or enjoying camping trips in the mountains. Outside of his professional and family life, Anthony has a keen interest in sneakers (sneakerhead) and will always have the latest shoes on when you see him.

Anthony's philosophy on success is rooted in his dedication to his career and his community. He offers this advice to emerging real estate professionals: "Stay hungry, wake up early, and go to bed late. The first three years of your career are crucial, and you need to give them everything you've got to succeed." This philosophy reflects his belief in the importance of hard work and commitment in achieving long-term success.

His favorite quote, "Don't prioritize your schedule, schedule your priorities," by Ryan Serhant, resonates deeply with his approach to balancing professional and personal responsibilities. For



Anthony, the true measure of success is not just professional accolades but the ability to make a meaningful impact on his clients and community.

In conclusion, Anthony Michael Morgan is not only a successful Realtor but also a pillar of his community, known for his dedication, generosity, and unwavering commitment to his clients. His story is one of perseverance, passion, and a deep desire to make a positive difference, both in real estate and beyond. Anthony's legacy is one of excellence in his field and a lasting impact on the lives of those he serves.



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## IN REAL ESTATE

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

**KIRSTEN DINKINS** is a dedicated and hardworking real estate professional who has built an impressive career since receiving her real estate license in 2020. Working with eXp Realty and her investment company, Southern Legacy Investments, LLC, Kirsten brings a unique blend of creativity, problem-solving skills, and a strong work ethic to the luxury home and commercial real estate markets. As a fifth-generation real estate agent, her passion for the industry runs deep, and she thrives on finding innovative solutions for her clients. After a personal transformation following her divorce, Kirsten embraced the opportunity to support her family and turn her love for real estate into a fulfilling career.

Specializing in luxury homes primarily around Lake Keowee and downtown Greenville, Kirsten's expertise extends to commercial development. She proudly represents her family's interests in her grandfather's commercial portfolio in Anderson, where she collaborates on contracts with multi-family developers, restaurants, and big-box retailers. Her proficiency in creative financing and exchange transactions allows her to construct win-win deals for her clients, demonstrating her commitment to exploring all options available in the market.



Kirsten has exclusively operated as an independent agent with eXp Realty, attracted by the flexibility it provides for her busy life as a homeschooling mom of seven. She appreciates the exceptional support from eXp's broker and contract compliance team, which enables her to maintain high standards in her transactions. Her strategic approach to helping clients involves asking insightful questions to uncover their needs and preferences, creating a comprehensive list of must-haves, deal-breakers, and wish-list items to streamline the home-buying process. For sellers, she emphasizes understanding their goals and exploring creative marketing strategies that can enhance their chances of a successful sale.

One of Kirsten's most memorable experiences as a realtor involved her very first closing—a lakefront home

in The Cliffs. The process allowed her to forge a deep friendship with her clients, who later trusted her to sell the home when they were overseas. This transaction, which required navigating complex logistics, underscored her ability to build strong relationships based on trust, leading to ongoing collaborations in investment ventures. To date, her real estate transactions have totaled approximately \$37 million, with an additional \$10 million in contracts and \$4 million pending, a testament to her exceptional performance in the field.

Despite her success, Kirsten acknowledges the hurdles she has overcome to reach this point. Drawing inspiration from her father's resilience, she has learned to persevere through challenges. Balancing her roles as a mother and a businesswoman has not been easy,

especially during her transition to becoming the sole provider for her family. However, her unwavering faith and the support of friends and family have helped her navigate these difficulties, allowing her to achieve over \$14 million in sales in her second year despite the pressures she faced.

Currently, Kirsten is particularly passionate about selling her mom's family estate on Lake Hartwell, a place rich with cherished memories. She is also excited to be involved in designing and partnering on several new construction projects, with a focus on building strong, ethical relationships with capital partners and lenders.

In addition to her professional pursuits, Kirsten actively supports charities, including Lupus Chick, founded by her friend Marisa

KIRSTEN DINKINS



Zeppieri. This nonprofit organization is dedicated to raising awareness and providing support for those affected by lupus, an often invisible illness.

As a mother of seven, Kirsten takes immense pride in her children, who are all pursuing their interests and goals. She feels incredibly blessed to have seven amazing children who each bring their unique talents and passions to the family. Her 20-year-old twins, Madison and Grace, are both doing fantastic things. Madison, a junior at the College of Charleston, is pursuing a degree in communications. Kirsten states that she admires her so much—she’s not only kind but also excels in everything she does, maintaining her place on the Dean’s List. Her commitment to her studies is complemented by her active involvement in the Chi Omega sorority and her full-time

job as a nanny. On the other hand, Grace is studying interior design at Montana State University and showcases her impressive musical talents. She runs a successful online thrifting business (@graciedinkins/@graciesthriftz), boasting over 70K followers and more than 3 million likes!

Sarah, is currently a high school senior. After spending a decade dancing at the Foothills Dance Conservatory and attending summer intensives at the School of American Ballet in New York, she is now focused on her studies and preparing for college. She plans to study criminal justice with a specialization in child welfare in Florida, driven by her passion for helping others.

Kirsten’s younger four—Hastings, almost 14, Leila, 12, Langdon, 9, and Evie, 7—are thriving in a homeschool hybrid

model. They keep busy with activities like volleyball, dance, baseball, soccer, and tumbling, showcasing their vibrant energy and enthusiasm for life. They’re also deeply involved with Lifepoint Church and cherish spending time with their neighbors, reveling in the simple pleasures of childhood.

Kirsten truly treasures their moments together, whether it’s at the beach, on vacation, or hosting gatherings and pool parties with their wonderful neighbors and family. On a regular basis they spend time with their great grandma, Elaine Epstein, grandparents, Merv Epstein and Annette Martin, as well as aunt and uncle, Adam and Michelle, and their kids. Kirsten states “Through all of this, I am reminded daily of how blessed I am to have such a supportive and loving family.”



THROUGH ALL OF THIS, I AM REMINDED DAILY OF HOW BLESSED I AM TO HAVE SUCH A SUPPORTIVE AND LOVING FAMILY.



Kirsten’s love for travel also fuels her passion for her work, as she frequently attends meetings across the country and collaborates on projects in different states. Beyond her professional endeavors, she enjoys attending concerts and is an avid fan of Clemson football.

In defining success, Kirsten emphasizes the importance of freedom and living life on one’s own terms. For her, success is not merely about achieving goals or accumulating wealth; it’s about the ability to provide experiences and opportunities for her family. With dreams of creating generational wealth for her children and upholding her grandfather’s

legacy, Kirsten is determined to continue her journey in real estate, always pushing herself to think bigger and embrace every challenge that comes her way.

As she looks to the future, Kirsten’s advice to aspiring real estate professionals is to adopt a mindset of limitless possibilities. She believes that with dedication, creativity, and a focus on respectful communication, anyone can achieve remarkable success in this dynamic industry. Ultimately, she wants people to know her as a passionate and patient individual who values each moment of her day and approaches every challenge with a solutions-oriented mindset.







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# Guest & Brady

Protecting What Matters Most Written By: Julia Ranucci

## A Legacy of Faith-Driven Service

Over two decades ago, Kevin Brady and Russell Guest embarked on a journey that would redefine legal services in Greenville, South Carolina. Founded on a strong sense of faith and stewardship, Guest & Brady has consistently strived to protect what matters most to their clients. This guiding principle is evident in every aspect of their work, whether in personal injury cases, real estate transactions, or their newly developed estate planning services. At Guest & Brady, client success is not just a goal—it's their mission.

The firm has grown to become a trusted name in the legal community, driven by a commitment to serve with integrity and compassion. They understand that each legal matter represents a significant life transition, and they approach every case with the understanding that behind each transaction lies a unique story that deserves to be known, seen, and valued.

## Deep Roots, Flourishing Culture

Kevin Brady's deep connection to Greenville shapes both his life and the culture of Guest & Brady. Beyond his legal practice, he serves as a Commissioner on the Greenville Airport Commission, drawing from

his experience as a pilot, and contributes to the Christian Learning Center of Greenville County. Living on a cattle farm with his wife and four dogs, he embodies his belief in community investment.

This commitment to community extends throughout Guest & Brady. The firm's unique culture includes a dedicated Care Team and on-site chaplain, recognizing that success means more than legal victories—it's about nurturing the whole person. This approach creates an extended family atmosphere where clients, team members, and community partners all benefit from the firm's culture of genuine care and support.

## A Holistic Approach to Client Services

From its inception, Kevin and Russell have viewed their role as more than just legal advisors. Each case handled and each closing facilitated represents a crucial moment in someone's story. The firm values these stories and the trust clients place in them to guide them through important life chapters. By making client success their mission, they ensure that every legal strategy, every piece of advice, and every action taken is aimed at achieving the best possible outcome for those they serve.



## Their Mission Across Divisions

### Real Estate: Guarding Life's Transitions

In the Real Estate division, Kevin Brady's leadership and commitment to client success is evident in every property transaction. The firm deeply understands that each transaction represents more than just a legal process—it's a significant life transition. Whether it's a first-time home purchase or navigating the sale of a childhood home after a loss, the team values the stories behind these transitions, ensuring clients feel supported every step of the way.



### Personal Injury: Reclaiming Lives

Led by Russell Guest, the Personal Injury division demonstrates the firm's dedication to those affected by another's negligence. Each case represents a critical turning point, not just for individuals but for their loved ones. They approach every case with dedication and compassion, understanding that the outcome will shape the reality of the client's future. For Guest & Brady, winning a settlement is more than just monetary





compensation; it's about reclaiming lives and restoring hope.

### Estate Planning: Securing Futures

In their most recent development, the firm's partners have responded to the evolving needs of the community by expanding their legal services into Estate Planning. With these services, Guest & Brady is committed to being a trusted legal voice in the community, for life. At every transition,

partners Kevin and Russell continue their mission to protect what matters most, guarding life's most precious assets. From Real Estate to personal injury, and now into the future of one's legacy and life's work.

### Looking Ahead

#### A Commitment ReaGirmed

What draws real estate agents to Guest & Brady is their innovative approach

to closing needs. Their specialized mobile home department empowers agents to confidently expand their own services, simplifying what are typically complex transactions for their clients. With a bilingual staS ensuring seamless communication for the region's diverse clientele, and attorneys who remain directly accessible, the firm has created more than a closing service – they've built a resource that empowers agents to grow their business with confidence.



As Guest & Brady continues to grow, they reaffirm their commitment to the core values that have guided them for nearly two decades. Across all divisions—Personal Injury, Real Estate, and now Estate Planning—the firm continues to be driven by faith and a deep-seated dedication to serve each person who walks through their doors.

**“What excites me most about the growth of our firm is seeing how it enhances our ability to serve while staying true to who we’ve been since day one. We’ve built something unique here – a place where agents have the backing of a proven, established firm but still feel like our only client. That personal connection, combined with our depth of experience, isn’t just what sets us apart – it’s what drives us forward.”**  
– Kevin Brady



In a world where legal services often feel impersonal, Guest & Brady stands as a shining example of how professionalism, faith, and genuine care for people can create a law firm that truly serves the heart of its community. Protecting what matters most at every stage of life, Guest & Brady is not just a legal practice; it's a trusted partner in life's journey.

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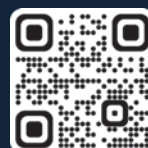
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