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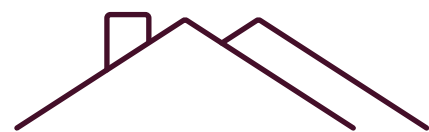
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tips for a sizzling summer



- soak up the sun when showing houses but don't forget the SPF!
- thank your car for also being the occasional filing cabinet and dining room
- partner with local humans (like myself) who also haven't gotten used to this heat despite living here forever
- remember you're doing great out there and we are here to make our clients experiences super, no matter what season



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TABLE OF CONTENTS

	14 Publisher's Note: July		18 Cover Story: Michael Murphy		22 Preferred Partner: Tameika Isaac Devine Jabber & Isaac Law Firm
	26 Rising Star: Inga Black		31 Print Me More!		32 Agent on the Rise: Nina Sherpa

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JULY *Happy 4th of July!*

Dear Columbia Real Producers

As we bask in the vibrant hues of July, it brings me great pleasure to extend warm wishes to all our readers for a joyous Independence Day! Amidst the festivities and fireworks, let us also celebrate the remarkable individuals who embody the spirit of American excellence in our real estate community.

In this issue, we proudly feature an exceptional Realtor gracing our cover, a beacon of dedication and expertise in the industry. Their journey is not just a testament to their own achievements but also an inspiration for aspiring professionals. Through their unwavering commitment and innovative approach, they illuminate the path to success, reminding us all that with passion and perseverance, the sky's the limit.

Furthermore, we shine a spotlight on an Agent on the Rise, whose trajectory reflects the boundless possibilities within our dynamic field. Their story serves as a testament to the transformative power of ambition and resilience, inspiring us to reach new heights and embrace the journey with courage and conviction.

Moreover, we proudly introduce a Rising

Star, whose meteoric ascent embodies the spirit of innovation and excellence. Their fresh perspective and relentless pursuit of excellence invigorate our industry, reminding us of the endless opportunities that await those bold enough to chase their dreams.

Lastly, we extend our heartfelt gratitude to our Amazing Preferred Partner, whose invaluable support and collaboration enrich our community and propel us towards greater success. Their unwavering commitment to excellence and unparalleled service exemplify the cornerstone of our collective achievements.

As we revel in the festivities of July, let us also reflect on the values that unite us as a community—integrity, perseverance, and the relentless pursuit of excellence. Together, we forge ahead, driven by a shared vision of a brighter future and empowered by the boundless possibilities that lie ahead.



Robert Smith



Sierra Nelson

Wishing you all a Happy 4th of July filled with joy, prosperity, and the promise of new beginnings.

Warm regards,

Robert Smith
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▶ cover story

Written By: Amy Porter | Photos By: Chelsea Marne Photography (Chelsea Marne)

The Journey of Michael Douglas Murphy, From Outdoor Enthusiast to Top Real Estate Professional

Meet Michael Douglas Murphy, an avid outdoors enthusiast turned top real estate professional, carving his path of success in the dynamic world of real estate. As an Associate Broker at Lake Homes Realty, Michael's journey is an inspiring tale of resilience, passion, and unwavering commitment to excellence. His transition into real estate wasn't conventional; with a background as a fishing guide on Lake Murray and a stint in professional fishing circuits, he transitioned into sales within the import/export industry. Life threw him curveballs in the form of health challenges and economic shifts, but undeterred, Michael redirected his career towards sales, briefly selling boats before finding his true calling in real estate.

In January 2017, Michael found his home at Lake Homes Realty, a decision driven by the agency's specialized focus on lakeside properties and technology-driven approach. Collaborating with industry experts like Doug Giesler and Cat Thornton, Michael honed his skills and obtained his Associate Broker credentials in 2019, establishing himself as a top producer in the real estate market. Since joining Lake Homes Realty, Michael has facilitated approximately \$75 million in real estate sales, with a remarkable volume of \$20 million in the past 12 months alone. His success is attributed to his dedication, integrity, and deep understanding of the market dynamics.

The most gratifying aspect of Michael's business has been assisting clients through significant life decisions. As they reflect on the journey, it's immensely rewarding to hear





their acknowledgment of his integrity during crucial moments when they needed support the most. Knowing that he's positively contributed to helping them navigate through challenging decisions is truly fulfilling.

Michael's journey is not just about sales figures; it's about service and integrity. He defines success as a journey, embodying a relentless commitment to problem-solving and adaptability. His approach is rooted in prioritizing the needs of his clients, offering them support and guidance through every step of their real estate journey.

Outside of his professional endeavors, Michael finds solace in the outdoors, particularly in fishing. He finds immense enjoyment in continuing to participate in tournaments for the sheer pleasure of spending time with friends. The combination of the outdoor atmosphere, competition, and playful banter creates a light and enjoyable experience that he truly relishes. He also enjoys spending quality time with his family. His wife Kristi, daughter Karina, and son Lucas are his pillars of support, sharing his love for adventure and exploration.

Michael's family plays an integral role in his life. His wife, Kristi, enjoys traveling, snuggling up with a good book, and nurturing her gardening hobby. Their daughter, Karina, shares similar interests, finding comfort in reading while also being passionate about horses, horse competitions, and playing the flute and piano. Their son, Lucas, has a penchant for building and creating, showcasing his musical talents with the clarinet, drums, and piano. As a family, they share a love for board games, exploring new restaurants, and embarking on exciting adventures together.

While Michael prefers to keep his charitable contributions private and confidential, he has a special focus on giving back to the outdoor industry. He sponsors local fishing organizations, supports future generations, and assists individuals actively pursuing their goals in this field as a way

of contributing to and supporting the community. Michael's commitment to giving back reflects his deep-rooted passion for the outdoors and his desire to make a positive impact on the lives of others.

Looking ahead, Michael envisions a future where real estate seamlessly integrates into his lifestyle, providing him with the flexibility to pursue his passions while continuing to serve his clients with utmost dedication. He aspires to be remembered for his integrity and genuine approach, leaving a lasting impact on everyone he encounters. In closing, Michael Douglas Murphy's journey exemplifies the essence of perseverance, integrity, and service. As a top real estate professional, coach, and friend, he embodies the values of authenticity and excellence, leaving an indelible mark on the industry and the lives he touches.



Favorite Quote:
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 FOR TOMORROW WILL
 WORRY ABOUT ITSELF.
 EACH DAY HAS ENOUGH
 TROUBLE OF ITS OWN.**



Tameika ISAAC Devine

JABBER & ISAAC LAW FIRM

Written By: Amy Porter

Jabber & Isaac, PA Providing Exceptional Legal Services with a Personal Touch

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



▶ preferred partner spotlight



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 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.

Most Recently:

In January 2024, she won a special election with over 86% of the vote, becoming the sixth female Senator in South Carolina and the first for District 19. She also founded The Possibilities Institute, LLC, a consulting firm for women leaders. Recognized nationally, Tameika has been named one of the 50 Most Influential People in the Midlands and a Woman of Influence, among other honors. A graduate of Hampton University and the University of South Carolina School of Law, she and her husband Jamie have three children, Tamia, Jade, and Jameson, and honor the memory of their son, James Henry.

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 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 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.

In her almost 20 years on the City Council, Tameika planned and executed countless projects that made a real difference in people's lives & our community.

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Inga Black, a dedicated real estate professional at Coldwell Banker Realty-Irmo/Lake Murray, embodies a profound commitment to integrity in every aspect of her business. Her journey into real estate began in 2018 when she embarked on a career path driven by a genuine passion for helping others achieve their dreams of homeownership. Since then, she has consistently demonstrated her unwavering dedication to providing exceptional service and building lasting relationships with her clients.

Inga's journey through real estate is deeply rooted in her personal experiences and values, shaped by her upbringing and relationships. As a native of Columbia, SC, Inga's connection to her community runs deep, fueling her commitment to serving the needs of her clients with authenticity and dedication. She is a proud parent to two adult sons, Lloyd and Addison Black, whom she considers the loves of her life. In addition, Inga feels fortunate to have both her parents still by her side, as well as a brother who currently resides in Atlanta, GA. Family has always been central to Inga's life, and she cherishes the moments spent with her loved ones, finding solace and joy in their presence.

She is excited to share that she is engaged to Stanley Bailey, with plans to exchange vows in 2025.

Family and laughter are integral components of Inga's life, providing a source of strength and support as she navigates the demands of her profession. Beyond her familial ties, Inga also values the importance of maintaining a well-rounded life outside of the business realm.

In her leisure time, Inga indulges in a variety of hobbies and interests that bring her joy and fulfillment. Crafting, cooking, and traveling top the list of activities that allow her to express her creativity, expand her culinary repertoire, and explore diverse cultures around the globe. Whether she's knitting a handmade item, experimenting with new recipes in the kitchen, or immersing herself in the sights and sounds of a new destination, Inga finds inspiration and rejuvenation in these pursuits.

Additionally, Inga enjoys spending leisure time by the lake, soaking in the tranquility of nature

and engaging in outdoor activities that promote relaxation and rejuvenation. Staying active is also a priority for Inga, and she finds joy in participating in Zumba classes, which not only keep her physically fit but also contribute to her overall well-being.

She firmly believes that understanding each other's interests and passions can strengthen professional relationships and foster a more supportive work environment. She looks forward to exchanging stories and experiences with colleagues, recognizing the value of connection and camaraderie in both personal and professional spheres. As Inga continues to navigate her journey through real estate, she remains grounded in her commitment to family, authenticity, and personal growth, finding fulfillment in both her professional accomplishments and her rich tapestry of personal experiences.

Transitioning from an independent agent to joining Coldwell Banker Realty in 2021 marked a significant milestone in Inga's career. Drawing from her experience as an independent agent, she honed her skills and developed a solid foundation in the real estate industry, emphasizing personalized service and attention to detail in every transaction. This expertise, coupled with Coldwell Banker Realty's renowned reputation and support network, has empowered her to better serve her clients and thrive in the competitive real estate market.

In 2023, Inga proudly welcomed her oldest son, Lloyd Black II, into the real estate profession, carrying forward their family's legacy of dedication to excellence. She believes that Lloyd's passion, drive, and commitment will bring a fresh perspective and valuable skills to their team, further enhancing their ability to deliver exceptional service to their clients.

Throughout her career, Inga has encountered and overcome significant challenges, both personally and professionally. From rebuilding her life after a difficult divorce to navigating the

ever-changing dynamics of the real estate market, she has embraced adversity as an opportunity for growth and transformation. Her unwavering determination and positive mindset have been instrumental in overcoming obstacles and achieving remarkable success.



Inga states that her father has been an enduring source of inspiration and guidance in her journey, particularly within the realm of entrepreneurship. His unwavering commitment to hard work, determination, and creativity has left an indelible mark on her and her brother. In 1985, he embarked on a remarkable entrepreneurial journey, co-founding a transportation business that addressed the vital need for a daily bus service from Eastover to Columbia, providing essential transportation for many individuals. Witnessing his dedication and visionary leadership in establishing and expanding this venture has been profoundly influential. His emphasis on providing reliable service while simultaneously contributing to the community's economic growth has shaped her approach to business and leadership. She believes that sharing stories of entrepreneurial endeavors and the invaluable lessons learned along the way can serve as a wellspring of inspiration and insight for

professionals in the real estate industry. Her father's entrepreneurial spirit and steadfast commitment to making a positive impact continue to serve as guiding beacons in her own pursuits.

In her pursuit of success, Inga remains grounded in her core values of honesty, dependability, and compassion, which she attributes to the guidance and inspiration of her father. She believes that success in real estate transcends mere sales targets; it encompasses building meaningful relationships, delivering exceptional service, and upholding the highest standards of integrity. Drawing from her father's entrepreneurial spirit, Inga emphasizes the importance of providing reliable service while contributing positively to the community. Moreover, she is passionate about educating clients about credit management, recognizing the transformative impact it can have on their financial well-being. Inga firmly believes that empowering individuals with knowledge about credit and its implications in real estate transactions enables them to make informed

decisions and secure a stable financial future for themselves and their families. Through her commitment to integrity and education, Inga strives to not only achieve professional success but also make a lasting difference in the lives of her clients and the community at large.

As Inga looks toward the future, she is committed to furthering her skills and knowledge in the real estate field, with a focus on providing exceptional service to her clients and contributing positively to the industry. Her ultimate goal is to create generational wealth and make a lasting impact in the lives of her clients and the community.

Inga's dedication to integrity extends beyond her professional endeavors, as evidenced by her involvement with Operation Feeding the Homeless, a non-profit organization dedicated to serving the homeless population in Richland County. Through volunteering and

EMBRACING INTEGRITY

THE JOURNEY OF A PASSIONATE REALTOR,

INGA BLACK

IF THERE IS ONE THING THAT INGA WANTS THE ARTICLE TO CAPTURE ABOUT HER AS A PERSON AND HOW SHE RUNS HER BUSINESS, IT IS HER UNWAVERING COMMITMENT TO INTEGRITY.



community engagement, she demonstrates her commitment to making a positive impact and giving back to those in need.

In the dynamic and competitive field of real estate, Inga Black believes that success is multifaceted and extends beyond mere numbers or sales targets. Instead, she views success as a combination of professional accomplishments, personal fulfillment, and continuous growth. Upholding her core values of honesty, dependability, and compassion, Inga emphasizes the importance of delivering exceptional service, maintaining integrity, and adapting to ever-changing market trends. For her, success is about building lasting relationships with clients and colleagues, fostering trust, and ensuring mutual satisfaction. Inga believes that by staying informed, embracing challenges, and consistently striving for improvement, true success in the real estate industry can be achieved.

As a seasoned real estate professional, Inga offers valuable insights and advice for up-and-coming top producers in the industry. She emphasizes the importance of prioritizing building strong relationships with clients, providing excellent customer service, and staying updated on market trends and industry best practices. Inga encourages realtors to leverage technology and digital tools to streamline processes, enhance marketing efforts, and reach a wider audience. By focusing on building

relationships, continuous learning, and embracing technology, Inga believes that real estate professionals can elevate their careers and achieve success as top producers.

If there is one thing that Inga wants the article to capture about her as a person and how she runs her business, it is her unwavering commitment to integrity. Integrity serves as the cornerstone of Inga's character and business ethos, influencing every decision she makes and every action she takes. Inga believes that honesty, trustworthiness, and ethical practices are essential in every aspect of real estate transactions, contributing to the overall success and satisfaction of her clients.

In closing, Inga Black's journey as a passionate realtor exemplifies the power of integrity, perseverance, and dedication in achieving success. Her unwavering commitment to excellence serves as an inspiration to fellow real estate professionals, reminding us of the importance of integrity in every aspect of our business. Inga's favorite quote, "Move with whom moves u," encapsulates her belief in surrounding oneself with people who align with one's goals, ambitions, and values, ultimately contributing to success and fulfillment in endeavors. As she continues to move forward on her journey, surrounded by those who motivate and support her, Inga remains dedicated to making a difference and leaving a positive legacy in the real estate industry.

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Nima Sherpa

Elevating Real Estate Through Genuine Connections



▶▶ agent on the rise

In the dynamic world of real estate, success is often measured not just by numbers but by the lasting impact an agent leaves on their clients and community. Nima Sherpa, Team Leader for The Sherpa Group at Real Broker, exemplifies this ethos. With a career spanning since 2017, Nima's journey is a testament to the power of genuine relationships, continuous learning, and unwavering dedication to client satisfaction.

Early Beginnings and Career Trajectory:

Nima Sherpa's foray into the real estate industry in 2017 wasn't just a career pivot; it was a leap of faith fueled by a hunger for knowledge and a drive to excel. Starting as an independent agent, Nima quickly distinguished herself through her dedication and expertise, carving out a niche in Lexington, South Carolina. Over the years, her career trajectory has been marked by significant milestones, including being recognized with the Bronze Award for production in 2019 and 2020, as well as the Silver Award in 2022, Top 25 small teams in the US with REAL Broker for 2023, Diamond Award with CCRA in 2023, and Platinum Award with CCRA in 2024. Nima's journey exemplifies the transformative power of perseverance and a commitment to client satisfaction, as evidenced by his team's consistent multimillion-dollar sales volumes.

Philosophy and Approach:

At the heart of Nima Sherpa's success lies a philosophy centered on genuine connections and empathetic service. For Nima and her team, real estate

Written By: Amy Porter
Photos By: Shayla Tabor (Stabor Studios)

transcends mere transactions; it's about building lasting relationships and earning the trust of their clients. Their full-service approach goes beyond the typical real estate experience, offering comprehensive guidance and education throughout the process. Nima's unwavering dedication to serving clients, colleagues, and the community underscores her belief in creating meaningful impact and fostering a culture of trust and excellence.

Mentorship and Growth:

Nima attributes much of her success to the guidance and mentorship she received along the way. Mentors like Jae Kim and Belinda Forrest played pivotal roles in shaping her journey, imparting invaluable wisdom and support. Additionally, Nima's collaboration with Club Wealth Coaching Company has provided her with the tools and strategies to navigate the complexities of the real estate business effectively. Through mentorship and continuous learning, Nima has not only overcome challenges but has also emerged as a respected leader in the industry, inspiring others to pursue their goals with confidence and determination.

Personal Growth and Passions:

Beyond her professional endeavors, Nima Sherpa is deeply committed to personal growth and self-improvement. She believes in the transformative power of continuous learning and strives to expand her knowledge in areas such as personal development and financial education. Nima's passion for helping others overcome limiting beliefs and achieve their full potential is evident in her dedication





Never give up on a dream just because of the time it will take to accomplish it. The time will pass anyway.



to fostering a culture of growth and empowerment within her team. Whether it's through reading, attending seminars, or engaging in meaningful conversations, Nima is always seeking ways to evolve and elevate herself and those around her.



an unwavering commitment to excellence and a dedication to genuine connections, Nima Sherpa continues to inspire and elevate the real estate industry, leaving an indelible mark on all who have the privilege of crossing her path.

Legacy and Vision:

Looking ahead, Nima sees real estate not just as a career but as a lifelong passion and calling. Her vision extends beyond individual transactions; it's about leaving a lasting legacy of positivity, inspiration, and genuine care. Whether it's helping families find their dream homes or empowering others to succeed, Nima is driven by a deep sense of purpose and a desire to make a meaningful difference in the lives of those she serves. With

Closing Thoughts:

In a world driven by transactions, Nima Sherpa stands out as a beacon of integrity, compassion, and professionalism. Her journey serves as a testament to the transformative power of perseverance, mentorship, and a steadfast commitment to excellence. As Nima continues to inspire and empower others to reach new



heights, her story reminds us that true success is not just measured by numbers but by the lives we touch and the legacy we leave behind. With a heart full of passion and a vision for a brighter future, Nima Sherpa is truly a force to be reckoned with in the world of real estate.

As Nima often says, "Never give up on a dream just because of the time it will take to accomplish it. The time will pass anyway." With this guiding philosophy, she continues to inspire and uplift those around her, leaving an indelible mark on the industry and beyond.

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