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| COVER STORY

## THE DAWN BURT TEAM

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COVER STORY

THE DAWN BURT TEAM

RISING STAR

JAMIE COMBS

BROKER SPOTLIGHT

ZARINA ELLIS

PARTNER SPOTLIGHT

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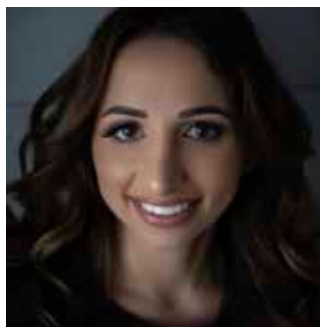

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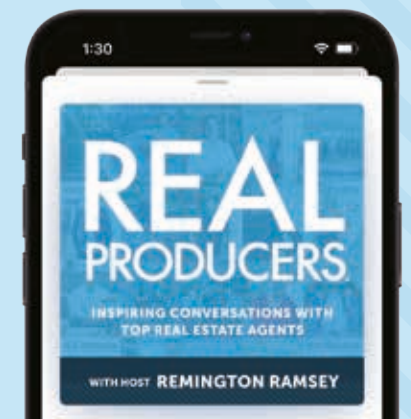
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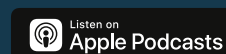
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [cindy.bell@realproducersmag.com](mailto:cindy.bell@realproducersmag.com).

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# What Is EMERALD COAST Real Producers?



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*Hi there!... Have we met?*

## WHAT IS REAL PRODUCERS?

If we haven't met, you might be wondering, "What is Real Producers, and why am I receiving this magazine?"

It's simple. You've earned it!

You are one of the top 300 real estate professionals along the Emerald Coast by dollar sales volume, (residential only), and only the top 300 receive this!

If you are holding this magazine in your hand, you should be incredibly proud!

- You can't buy this magazine.
- You can't pay to be featured in this magazine.
- You can't pay to attend our social events.

## WHAT DOES THIS MAGAZINE MEAN TO THE REAL ESTATE PROFESSIONAL?

It is a badge of honor to be receiving this magazine out of the thousands of agents in our area. We want to validate your business and achievements! There are so many incredible real estate agents who don't get the opportunity to be in the spotlight as they should.

We have NOTHING to sell to real estate agents as it is absolutely FREE to be featured in this publication. To be featured, the agents must be nominated by a peer, leader, or influencer in the local real estate market. We always encourage nominations and love to hear about agents who are making a huge impact in our market.

## WHAT SORT OF CONTENT WILL BE FEATURED EACH MONTH?

- Cover Story
- Rising Star
- Partner Spotlight featuring a Preferred Partner
- Broker Spotlight
- Team Spotlight
- Social event recaps
- Other content will be added as we continue to grow our publication.

## WHAT IS A 'PREFERRED PARTNER' AND WHAT DOES THIS MAGAZINE MEAN FOR THEM?

Our Preferred Partners are the backbone of this platform and a crucial piece of our *Emerald Coast Real Producers* community.

Anyone listed as a "Preferred Partner" in the index of this publication is considered to be the best of the best of your affiliate business partners! Simply put, they're the folks who help YOU get your transactions across the finish line and to the closing table!

You will see these partners advertised in every issue, in attendance at our private events, and participating in our online community.

Fun fact: We do not cold call businesses off the street to join us, nor do we allow any business that approaches us to be a part of *Emerald Coast Real Producers*. One or many of you have recommended every single one of these Preferred Partners that you see in this publication. Our goal is to give you as many resources as possible so that you always remain that trusted referral source to your clients and customers.

## EXCLUSIVE, INVITATION ONLY EVENTS!

Along with our monthly publication, we will be hosting various social and educational events throughout the year. Our goal is to bring the best of the best together while supporting our local communities.

To date, we have held three events, and look forward to many more! Stay tuned for the next one! We will be communicating information on upcoming events through the magazine, our monthly newsletter, and on our social media channels.

## HOW YOU CAN CONTRIBUTE!

If you are interested in contributing, nominating real estate agents for certain features, know of additional top-notch affiliate partners who would be a great fit for our community, or would simply like to learn more, please reach out to me anytime.

I look forward to meeting with every one of you in the near future!

Here's to your continued success in 2024!



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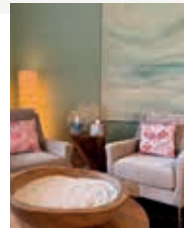


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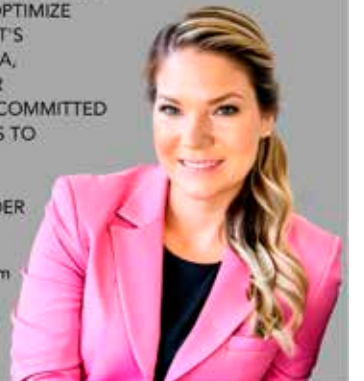


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spotlight

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# CASSIE LONG

**SOUTH WALTON  
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STRENGTH ON YOUR SIDE



IT'S ALWAYS NEW AND CHANGING. WE REALLY LIKE WORKING WITH AGENTS AND SUPPORTING THEIR NEEDS.

Life is filled with challenges and opportunities. Through it all, it means a lot to have someone on your side who will help you and your clients each step of the way.

That's what you get when you partner with Attorneys Cassie Long, Emily Rogers, and the rest of the team at South Walton Law P.A.

"It's always new and changing. We really like working with agents and supporting their needs," Cassie says.

#### PERSONAL CARE AND COMMITMENT

Cassie grew up in Destin. After law school, she returned to Destin in 2008 for an internship with a local attorney and started full time with him focusing on real estate closings. Cassie took over South Walton Law, PA in 2011 when the lead attorney moved out of the area.

Emily also grew up in Destin. She joined the firm about six years ago after working for other local law firms since 2012.

"Emily and I had been friends for a long time and we made the decision to work together," Cassie explains.

Cassie's main focus of expertise is real estate closings. Emily focuses on real estate closings, estate planning, probate, and some civil litigation. Another big part of their team is the support staff which is integral to the firm's success. Their Closing Assistant, Ashley has been with South Walton Law for nine years. Ally serves as an Assistant and Marketing Coordinator.

Those who work with South Walton Law appreciate that the firm is smaller and takes a very personal approach to each relationship.

Cassie explains, "Our main consideration with real estate closings is being available when we are needed. The agents have my cell number and are free to call me any time. We try to take work off of the agents' shoulders and customize it for their specific needs. Our communication is our strongest point. Sometimes an agent will say, 'I hope I'm not bothering you, but I have a



question.' Our partners never bother us. We want them to reach out and ask us questions."

**ON YOUR SIDE**

As Cassie discusses the passion she has for her work, she reminds partner agents to call early on in the process. In some circumstances, the buyers will purchase a property in their personal name and then later wishes to transfer the property into an LLC or a trust. Another example that comes up occasionally is when a property has to go through probate prior to closing. Since both Cassie and Emily are attorneys, they are able to handle everything in house which is a huge benefit for both agents and their clients. Cassie explains, "In those instances, my advice would be to talk with us beforehand to avoid potential issues or delays."

At the end of the day, it means a lot to have experience and expertise on your side in a way that provides customized service.

"I hope our partners would say that we cater to them personally rather than being a big corporate machine. We want them to feel taken care of and that their clients were treated like friends and family," Cassie says.



"Our team is very close to each other and with our agents. We try to make their clients know that we are all working for them."

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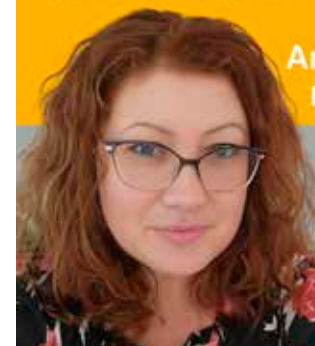
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▶▶ cover story

By Dave Danielson  
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# THE DAWN BURT TEAM

SOLVING THE NEED



**W**hen you think about the accolades you've received and the milestones that you have surpassed in the business, it's rewarding to know that you have reached a special level of achievement.

There's no doubt that is made even more fulfilling with the knowledge that you have made a lasting impact in the lives of your clients.

That's the same spirit that drives the efforts of Dawn Burt.

#### CARE AND COMMITMENT

As a REALTOR® with Keller Williams Realty Success, Dawn is driven by helping those she serves reach their dreams ... in the process she does it by solving their needs.

"The problem-solving part of what I do is definitely the biggest thing in what I do. A lot of clients have a problem to solve," Dawn says.

"We like to make things easier for people. It's a huge life event that they go through in buying or selling a property. If we can solve problems for them, that's the biggest win."

#### GAINING VALUABLE EXPERIENCE

Dawn earned her real estate license in 2015. Before that she had been a stay-at-home mom, and also picked up valuable experience in construction project management. In time, she was urged to consider putting her skills to work in real estate.

"I had a good friend who said come work with me at Keller Williams. So I started as a single agent. It was very competitive and I just tried to do whatever I could to follow what Keller Williams suggested," she remembers. "I also met other agents who were very successful and learned from them, as well. I tried to learn from their success and adapted what they did to me."

#### BUILDING MOMENTUM

Her hard work and diligence paid off in more ways than one. In fact, during her first year in the business, she recorded 25 closings.

As time went by, she and her husband, Robert, started their own team in February 2016, and by 2017, they ranked as the number one Keller Williams team in their region.

Today, Dawn and Robert lead a team of seven professionals. In 2023, they recorded \$67 million in sales volume on 155 transactions as a group.





“

*We like to make things easier for people. It's a huge life event that they go through in buying or selling a property. If we can solve problems for them, that's the biggest win.*

”

In their free time, Dawn and Robert have a passion for spending time with their family and cooking.

They also have a big place in their hearts for supporting dog rescues, along with taking part in KW Cares. Another favorite cause is the Starfish Project, which is local to Navarre.

Through it all, it's clear to see the sense of fulfillment that Dawn and Robert have from working with each other.

“Robert has been in my life since I was 16. We were friends in high school. We parted ways for a time when we went into the military. After that, we returned and reconnected,” she recalls.

“It's a cool adventure to have someone who is your life and business partner. It's been a really neat journey with him and being a business owner with him. It's been pretty amazing. I couldn't imagine my life any other way.”



Those who have had a chance to know and work with Dawn, Robert and the team appreciate the way they operate with the Golden Rule.

“We look at what would add value and be important to them. I believe what you put into the world you get back... we pour into people with education and our time.”

That spirit and drive clearly makes a tangible impact each day.

**WINNING TEAMWORK**

Dawn smiles with pride as she talks about the team members that she and Robert feel privileged to work with.

“We have a fantastic group, including Julie Thomas, who has been with us for four years and was originally an agent on our team, and became our Executive Assistant this year; our Listing Manager, Morgan Clelland; Robert's sister, Amanda Burt, who is our Showing Agent; Taylor Lewis who is an Agent; and Annie Cannon who is an Agent,” Dawn emphasizes.

“They are exceptional people. I'm honored that they are in business with us. Who you surround yourself with is the most important thing. They are top-notch.”

**GENUINE VALUE**

Driving their success is a genuine eagerness to deliver value.

“We bring education to those we serve, including our military clients,” she points out. “They move here and are stressed out and need someone to help them know what to expect.”

**FAMILY FOUNDATION**

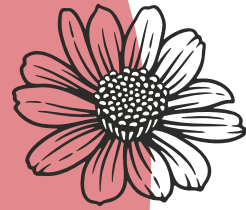
Away from work, life is made much richer by family. Dawn and Robert treasure time with their children — their daughter, Hali Hall, who serves with the U.S. Air Force; their son, Hayden Burt, who also actively serves with the U.S. Space Force and their daughter, Hannah Burt, who is a junior at Navarre High School.

Robert and Dawn also served the nation, with Dawn having been in the U.S. Army and Robert having served in the U.S. Navy.





▶▶ the real moms of real producers



# Mother's Day SPECIAL

*Real Talk from Real Moms about Real Estate and more!*



It's our Mother's Day edition and we couldn't be more excited to share some stories from the 'Real Producer' Moms of the Emerald Coast!

We put a call-out for any real estate agent Moms out there who might be interested in sharing a little bit about themselves, and here are their stories:



Heather Vaughn | The Property Group 850

**Heather Vaughn**  
*Broker Associate*  
*The Property Group 850, Crestview*

Heather has been in the real estate industry for 10 years, has been a mom for 10 years, and a "bonus" mom for 15! She has 3 children-- Levi, 10, Mark, 6, and Courtney, age 24.

**Favorite story or memory:**  
"For spring break we took the kids on a surprise cruise to Cozumel, Mexico! In Cozumel we took a submarine ride down to over 100ft depths. We saw all kinds of fish, string rays, and even scuba divers! This was a super cool experience for us all."

**What do you do for fun with your family?**  
"Play sports! If you are looking for us, we are probably on the ball field! Football, basketball, baseball, all year round we are practicing and playing every chance we get."

**What's the biggest obstacle and opportunity you see right now in this industry for Moms?**  
"The biggest obstacle I face is being everything for everyone; making sure I am providing top notch service to my clients while also being at every game and event for my boys. As moms we are pulled in every direction. I am consistently working on finding balance with these things."

**Jessica Bennett**  
*Owner & Licensed Title Agent*  
*Anchor Title, Co., Panama City*

Jessica has been in the real estate industry for 18 years as of June. Her 3 children are Aidyn- M (17), Avery- F (15), Hollynn- F (7)

**Favorite story or memory:**  
"I wouldn't say a fun story, but my testimony is as follows: At the age of 22, half way through nursing school in college, I found myself pregnant unexpectedly. I was devastated and felt like a failure. Everyone wanted me to have an abortion, but I couldn't at my age. I followed the still-small voice in my head, and proceeded with my pregnancy. That is when the hunt for a full-time, 9-5 job started. I was able to apply at a local title company in Tallahassee as a receptionist. Through my failures, God laid out a career path I

had no idea existed. I changed majors to Accounting, pushed through to get my BA in Accounting, and had a 2nd child in the mix. I went from a broke college student as a receptionist of a title company, to becoming the President of that company within 15 years, and now co-owner of my own title company."

**What do you do for fun with your family?**  
"We love to travel together."

**What's the biggest obstacle and opportunity you see right now in this industry for Moms?**  
"The hardest obstacle I see is that society wants working moms to work like they don't have children. If I am succeeding at my job, I feel like I am failing as a parent many of times. I feel like there is little grace when emergencies arise that are personal, and society forgets we are humans with emotions and our own set of personal obstacles."



Jessica Bennett | Anchor Title, Co.





**Brittany Isham**  
**Realtor**  
**Coldwell Banker Realty, Crestview**

Brittany is relatively new to the industry; she's been in real estate since November 2020. She has 3 young children-- 2 girls, Emmalyn (6), Eleanor (3 months), and one boy, Bodie (3).

**Favorite story or memory:**

"It's hard to pick one fun story involving my kiddos because we have created so many. But I would have to say one of my favorites is during football season. We are big NFL fans. We watch the games every time they are on, Thursday night, Sundays all day, and Monday night. The kiddos know on those days it's football night or day. Emmalyn at first was hesitant about it. Bodie quickly pulls up a chair and watches. He will even go and put his football uniform on, helmet and all. He grabs his football and plays along with the tv. It's quite entertaining to watch. The kids got so into it throughout the season. They would each pick a team they wanted to win each game. But then once football season came to an end, they kept asking when a game was going to come on again. We told them we wouldn't get to watch in until around August and the both said, "Awww". I love all of their reactions and can't wait until football season starts again!"

**What do you do for fun with your family?**

"We do anything and everything we can. I love to let the kids experience new things. We go to the beach, play at playgrounds, and try to take family vacations once a year. We love going to local places to pick strawberries or to a pumpkin patch. During Christmas time, we love driving around looking at lights and going up to Andalusia to Candyland."

**What's the biggest obstacle and opportunity you see right now in this industry for Moms?**

"I would have to say the biggest obstacle right now for me in real estate is not having a husband with a consistent job. My husband is in the military and is constantly training or away. With that being said, I am the person who has to do everything-- take care of the house, the kids, the kids' extracurricular activities, the dogs, and work on top of it. It's a lot. But even though that's my biggest obstacle, it leads me to the opportunity that real estate has, which is flexibility. Because I am a mom and have a busy

life, what I put into my real estate career is what I am going to get out of it. For example, at my office you can have "sit floor," meaning if someone calls or walks in, they can become your lead. During the summer months, I don't sit floor. That is the time for me to focus on my kids because we don't get these years back. Real estate doesn't stop ever. And if I have someone that is looking for a home or trying to sell one during the summer months, I will absolutely still be working with them but they may see my kids a little bit more."



Brittany Isham | Coldwell Banker Realty



Heather Blatz | Keller Williams Realty

**Heather Blatz**  
**Broker Associate, Keller Williams Realty**  
**2024 President of Women's Council of Realtors, Emerald Coast**

Heather has been a Realtor for 10 years, and a mom since 2007. She has FIVE daughters!- Kaylee 17, Aly 13, Bri 10, Christine 6, and Madi 4.

**Favorite story or memory:**

"I absolutely loved taking them on the cruise. My favorite part was going to dinner every night. They loved dressing up, having our own table and ordering whatever they wanted. There was something about it that was different from here at home. We actually cook a lot so maybe that's what was so exciting on top of getting a 4 course meal."

**What do you do for fun with your family?**

"My kids love going to church so Sundays are really fun. They are all excited, they get dressed up and the energy is really fun and vibrant. They are very active so I love practicing volleyball

with them. This year we started some athletic and agility training in my garage. I was a fitness trainer prior to real estate so it's very gratifying to be able to pour into them this way. It's one of my absolute favorite things to do. I've been taking them on multiple trips per year, as travel is becoming a big part of our lives. I actually stopped doing holiday gifts and they get one thing for their birthday. We celebrate those things but we all agreed to save the money to travel twice a year at least instead."

**What's the biggest obstacle and opportunity you see right now in this industry for Moms?**

"I think in general we have gotten so busy, moms my age probably were latch key kids so we have been working since we were 12, and it feels less normal to be still or even have fun. I think the struggle is that mind-shift of being ok having fun. I say my kids teach me how to play. And I have to be careful that I am not creating the belief that they need to work all the time. Life is meant to be enjoyed."



**Kimberlie Birr Griggs**  
**Broker Associate**  
**The Property Group 850, Crestview**  
**ECAR- Crestview Area Director**

Kimberlie has been in the real estate industry for 14 years! And she is a brand new mama. Hadley turned 5 months old on April 1!

**Favorite story or memory:**

“We found out I was being induced and hadn’t told any family or business partners yet. I got a call that evening from a client that said my builder referred her and they had to use me. I giggled and said,

“Well, I’m giving birth tomorrow so it will be a couple days.” I had to hang up and call my builder first before he found out from anyone else.”

**What do you do for fun with your family?**

“We live on a farm and have lots of animals. We take walks to visit them.”

**What’s the biggest obstacle and opportunity you see right now in this industry for Moms?**

“The biggest obstacle is juggling a new schedule, but opportunity is a whole new group to network with. Daycare workers, mom groups, nursery workers at church etc.”



Kimberlie Birr Griggs | The Property Group 850



Katrina Holder | Northern Executive Assist

**Katrina Holder**  
**Founder/CEO of Northern Executive Assist**  
**Executive Assistant, Emerald Coast Real Producers**  
**Palmer, Alaska**

Katrina became a Realtor when her daughter was about 2 years old, She stayed in the industry for two years and then left to pursue other ventures. She came back and has been helping people in the real estate world for almost three years now! Katrina has been a mom now “for 8 wonderful and amazing years to Emma, who is 8.”

**Favorite story or memory:**

“One of my most cherished memories with my daughter involves our first experiences together. From planting flowers for the first time, where she insisted on checking on them daily with such eagerness, to our visit to the zoo, where her fascination with polar bears turned seeing one for the first time into pure magic. Another unforgettable moment was when she received a dirt bike for her 7th birthday and instantly fell in love with the thrill of speed. These moments of

discovery and joy are what truly make parenting an adventure.”

**What do you do for fun with your family?**

“Traveling is our family’s passion, and the thrill of exploring new places brings us endless joy. When we’re not adventuring, we enjoy spending quality time with loved ones, whether it’s playing games indoors or exploring the outdoors.”

**What’s the biggest obstacle and opportunity you see right now in this industry for Moms?**

“The greatest challenge for moms in the industry lies in achieving a work-life balance. The tug-of-war between professional responsibilities and family commitments can evoke overwhelming mom guilt, making it difficult to strike a harmonious balance. While mothers yearn to be present for every milestone in their children’s lives, they also recognize the significance of carving out time for personal growth and pursuing their passions. Balancing these competing priorities demands resilience and resourcefulness, but it’s also an opportunity for moms to demonstrate their adaptability and dedication in navigating the complexities of modern life.”



**Mendy Gregory**  
**Mortgage Loan Originator**  
**Community Bank, Destin**

Mendy has been in the banking industry in Destin for 28 years, and has been in mortgage banking for almost 15 years. She has been a mom for 20 years now, to Parker who just turned 20, and Price who is 17.

“Getting into mortgage was the scariest move I had ever made considering I was going to go from a steady paycheck with a salary position to 100% commission paid, and with 2 small boys at the time. I didn’t know if or how I was going to survive it but by the grace of God and an amazing mentor, I achieved a level of success I could never have dreamed. That leap of faith was the best thing that ever happened to us. It allowed



Mendy Gregory | Community Bank

me to provide for them where they never had to worry where their next meal was coming from or their next pair of cleats.”

**Favorite story or memory:**

“Our favorite memories together are reminiscing about them growing up swimming in our pool in the back yard – cannon ball contests, flips of all sorts, diving for toys at the bottom, water balloon fights and eating pizza in the pool. All of the good things.”

**What do you do for fun with your family?**

“My boys are all boys and very active – they have taken advantage of all the things FL has to offer: Surfing, skateboarding, fishing, and sports. Price is an athlete (he plays football and baseball) and a senior at Destin High School, and is going off to college after he graduates to play ball! He can be found in the gym when not at practice! Parker works full time for Habitat for Humanity in Walton County – he’s my tree hugger, sunshine, rainbows and lollie pops! He has the biggest heart and is the sweetest, most kind-hearted kid; he’d do anything for you but he hasn’t found his way in the world yet. Hopefully time will lead him down his path.”

**What’s the biggest obstacle and opportunity you see right now in this industry for Moms?**

“My biggest obstacle for being a single mom in the real estate industry has already passed – it was really hard when they were little and now that I can look back I tell people it seems like time moves really slow when you are in the moment but when you actually look back, the time moved really fast. There were many sporting events, school programs, and holidays that I could not be present for because I thought at that time if I put them first I wouldn’t be able to earn the business it took to close deals and earn a paycheck. I always put work first, and that is one of my biggest regrets now that I cannot get that time back. I prioritize so much better now that they are older and recognize that there is a way to better balance the work, and not miss the milestones. That time passed with Parker but with Price being a Senior, he is my priority this year. I haven’t and won’t miss a sporting event, an awards ceremony, or any other activity that he wants me to be at. The balancing act is a real thing.”

**Adriana Felix**  
**Realtor**  
**Ellis Realty, Crestview**

Adriana got her license while pregnant with her 3rd child, and has been a mom for almost 10 years! Her children are: Daniel (9) Raelyn (7) Lincoln (3). And she’s a lucky bonus mom to Bentley (12) and Bristol (9).

**Favorite story or memory:**

“Some of my favorite memories with my kids are camping and our beach days! We love being out in nature.”



Adriana Felix | Ellis Realty, LLC

**What do you do for fun with your family?**

“We do many fun things together as a family but our very favorite one is traveling. We love to explore and do road trips!”

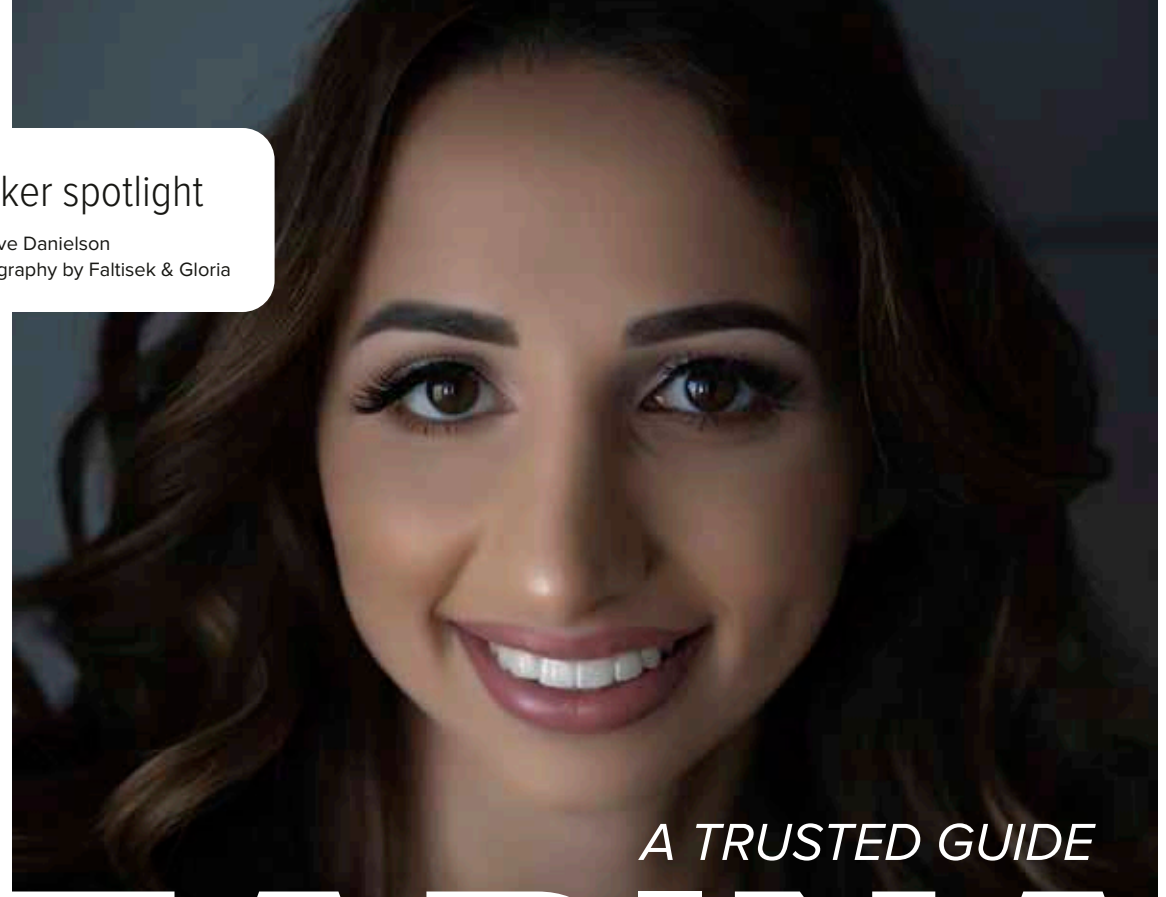
**What’s the biggest obstacle and opportunity you see right now in this industry for Moms?**

“One obstacle could be the long hours but it’s manageable for sure! One big opportunity in this industry is the ability of being with your kids while working. My kids are homeschooled and barely leave my side.”



►► broker spotlight

By Dave Danielson  
Photography by Faltisek & Gloria



A TRUSTED GUIDE

# ZARINA ELLIS

BROKER/  
OWNER, ELLIS  
REALTY, LLC



Those who set out to buy or sell a property are similar to those who prepare to make their way across uncharted territory.

Ahead of them are potential pitfalls, challenges and opportunities. That's why it means so much to have a guide to see them through. That's the vital role that you fulfill for them ... providing your expertise and experience to help them achieve their real estate goals.

Zarina Ellis works with that same sense of purpose.

**CHERISHED OPPORTUNITY**

As Broker/Owner of Ellis Realty LLC, Zarina has sold around 700 homes during her career. Along the way, she has cherished having the opportunity to fulfill that role for her clients through time.

"I've gone through ups and downs in the market. My favorite part of it all is being able to educate my buyers," Zarina says.



"Hopefully at the end, they are more comfortable with the process for the future."

**PIVOTAL TRANSACTION**

The roots of Zarina's real estate career can be traced back to her own personal experience with buying a home.

At first, she worked with REALTORS® who didn't seem to want to listen to what she wanted in the transaction. Finally, she found a REALTOR® that truly listened and followed through to help her reach her goals.

Through that process, Zarina made the decision to pursue a career in the business herself. So in October 2017 she earned her license and began her adventure in real estate.

**LEARNING AND GROWING**

As she got her start, she worked through her transition by shadowing leaders from the start. By December, she had her first listing and buyer.

From there, her rise was rapid. In fact, by January she was averaging five closings a month.

In 2022, she recorded 150 transactions.

Today, Zarina leads her brokerage with six Agents that she is proud to team up with.

**FAMILY FULFILLMENT**

Her life is also fulfilled by her family, including her husband of 11 years, Michael, and their six children.

In their free time, Zarina and her family definitely stay active with karate. Zarina is testing to earn her black belt.



"I am very thankful for CD Williamson Karate," Zarina says. "They have done so much

for our family and they have already been there for us."

In addition, Zarina and Michael enjoy supporting their children through their various school events and sports activities. They also like to share trips to the beach and time outside together.

**LEADING THE WAY**

As Zarina continues to build for the future, she shares helpful advice with those who are getting their own start in real estate.

"Everyone thinks real estate is easy. It's not. It takes a lot of time and energy. You always have to be a student every day," she emphasizes.

"If you complain that you can't get business, you're not working hard enough. You need to put 24/7 energy into this career field. If you do, you'll be successful."

Truly there is no substitute for trusted guidance ... and for leaders like Zarina Ellis.



▶ rising star

By Dave Danielson  
Photography by  
Faltisek & Gloria

# Jamie COMBS

**THE SOCIAL  
MEDIA AGENT**

**J**amie Combs has a kind of enthusiasm that is contagious. That, combined with her tenacious follow-through and dedication have helped her serve the best interests of her clients.

Jamie, also known as “The Social Media Agent”, is a REALTOR® with Real Broker who launched her real estate career in November 2021 when she earned her license. Ever since then, she’s helped others build for the future.

“I get a lot of happiness from what I do that really hits home on closing day,” Jamie says with a smile.

“For some of them, this is their first time. For others, it may be a newly constructed home when I can come alongside them and see them move through the process from an empty lot and a mound of dirt to the final house. I love helping people get to that next stage in life.”

#### GETTING HER START

Jamie was born and raised in Tennessee. Before entering real estate, Jamie got her career start in network marketing. She moved to the Emerald Coast eight years ago.



Through time she built a successful online marketing business through social media. That success led to new possibilities.

“I was doing very well at that. My family asked why I wasn’t selling homes. Eventually I thought why am I not selling homes? It was a saturated area, but I realized I could bring something different with social media.”

#### A SUCCESSFUL BEGINNING

Jamie earned her license and spared little time making her presence known. In fact, she had two listings during her first two months in the business and has kept building from there. She has recorded nearly \$10 million in sales volume in two years.

#### WONDERFUL LIFE

Away from work, Jamie’s world is enriched by her family, including her two daughters—Natalie and Kayla.

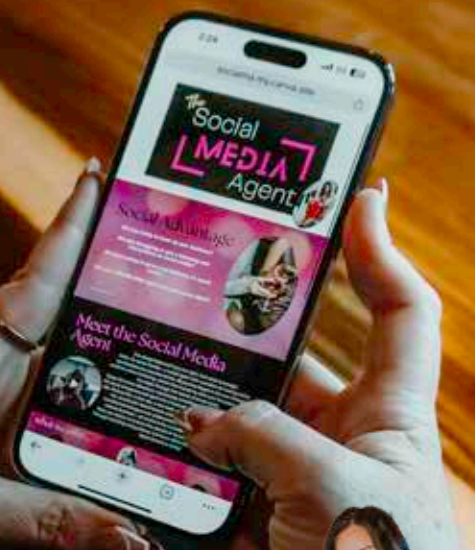
In her free time, Jamie cherishes moments with her daughters. One of their favorite pastimes together is playing video games together.

“I play PlayStation with the girls. It’s a fun way for us to connect while playing Fortnite,” she says.

They also enjoy trips to the beach. While there, one of Jamie’s favorite things is taking advantage of the chance to record more content for her social media channels.



“  
**I GET A LOT OF HAPPINESS  
 FROM WHAT I DO THAT REALLY  
 HITS HOME ON CLOSING DAY.**  
 ”



As a single mom, Jamie is driven to make an impact and to give her all for her daughters.

“That is what motivates me. I just want them to know that if you go and have a drive, you can have that life that you want for yourself. But you have to work for it,” she says.

“And that doesn’t necessarily mean clocking in ... find what sets your soul on fire and run with it. Sometimes you may struggle but you don’t have to stay there.”



**LEADING THE WAY**

When it comes to giving back, Jamie appreciates her opportunity to be part of the Women’s Council of Realtors Emerald Coast.

“I joined last year and it really gave me a great sense of community. It’s about collaboration over competition to help each other reach the next level in business,” she points out. “It’s great when all those great minds come together and cheer you on.”

As she reflects on her own rising career in the industry, Jamie shares helpful advice for those who are getting their own start in the business.

“One of the big thing that I think is important is to start documenting your journey. Start building your network that day,” Jamie says. “Get on social media and document that journey ... post your goal, and share each step along the way. Share all of those stops in your journey. Social media is about storytelling.”

When you talk with Jamie it’s easy to see her boundless energy and the way she fully dedicates herself to helping those around her.

As she says, “My hope is they know I’m hardworking and their best interests are in my best interests.”

Congratulations to Jamie Combs for building for the future for her clients and community. In her relatively young career, she has already set a powerful example for others.



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