

UPSTATE

APRIL 2025

# REAL PRODUCERS<sup>®</sup>

## Meet Tammy Woodbury



**Top Producer:**  
LaTresa Gilstrap

**Agent Spotlight:**  
Brian Welborn

**Tips of the Trade:**  
Kirsten Dinkins

**Preferred Partner:**  
Carolina House Shots

PHOTOS BY:  
TRES DABNEY  
(TRUE NORTH  
PRODUCTIONS)

CONNECTING. ELEVATING. INSPIRING.

# BUILDING TRUST, ONE POLICY AT A TIME



Kenneth Rhodes & Associates Insurance, a trusted local insurance agency in Williamston, South Carolina, expands their services to the community with its new office location, focusing on personalized service and building enduring relationships with clients.

We offer comprehensive car, home, life, health, and disability insurance quotes and Medicare. Partnering with top-rated national carriers, we assess your needs and secure competitive rates. Factors influencing car insurance quotes include vehicle model, age, driving record, and annual mileage. For home insurance, agents consider factors like location, value, property age, features, and claims history. We are committed to providing exceptional insurance solutions for South Carolina and Georgia, ensuring peace of mind for both clients.

Putting people first,  
**ALWAYS!**

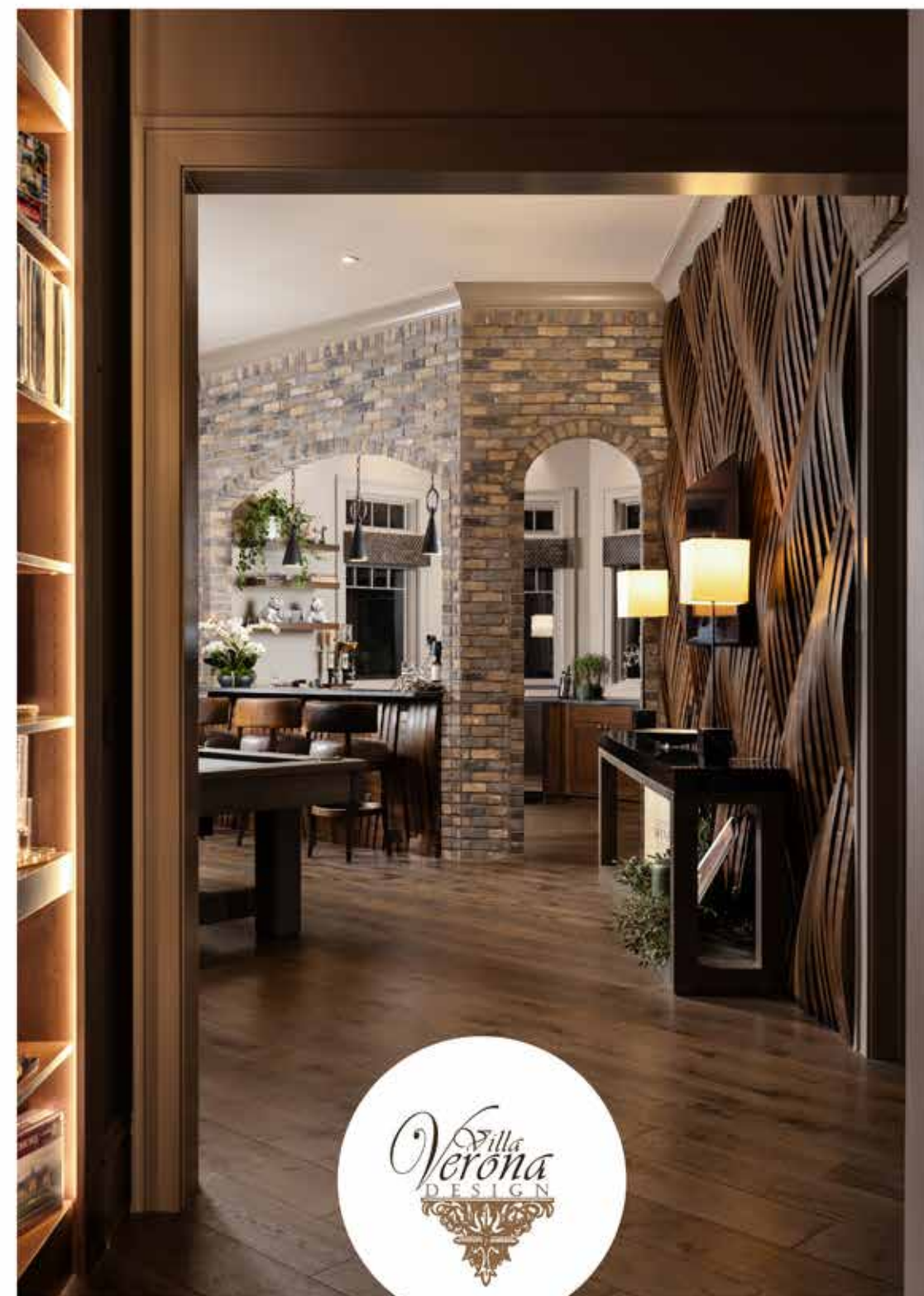
We have experienced insurance agents, that are dedicated to making a difference and supporting organizations. Lauren Marvin, Angela Burdette, Nikki Smith, and Candace Bentley focus on Accident & Health, Casualty, Life, Property variable, Medicare, and Variable Annuity insurance, while Makenzie Blackwell handles social media and marketing.

[@laurenmarvinc](#)

[www.kra-ins.com/locations/williamston-sc/](http://www.kra-ins.com/locations/williamston-sc/)



## VANTAGE POINT



DISCOVER GREENVILLE'S HIDDEN GEM

3598 HIGHWAY 11 | TRAVELERS REST, SC 29690 | 855-337-9139

[VILLAVERONADESIGN.COM](http://VILLAVERONADESIGN.COM)

# HELPING HEROES,

Supporting Real Estate Agents, Closing Deals

WITH 30+ YEARS OF LENDING EXPERIENCE AND RECOGNIZED AS THE #1 HOMES FOR HEROES LOAN OFFICER IN THE STATE, I SPECIALIZE IN PAIRING THE RIGHT LOAN PROGRAMS WITH THOSE WHO SERVE OUR COMMUNITIES

*Through Homes For Heroes, I help your clients save thousands at closing, making homeownership more attainable for those who give so much. Plus, I offer a wide variety of loan products, including State Housing down payment assistance funds for first-time homebuyers.*



CLEAR COMMUNICATION. EXPERT GUIDANCE. PROVEN RESULTS.  
LET'S WORK TOGETHER TO GET MORE OF  
YOUR CLIENTS INTO HOMES!



**Tracy Davenport**  
NMLS #228708 Licensed in SC & NC  
843.296.0999 | atlanticbay.com/tracydavenport  
TracyDavenport@atlanticbay.com



## THE MODERN BUILDER WITH OLD SCHOOL VALUES

At Haven Valley, we understand the gravity of our job—to take your ideal home from dream to reality. That's why, with every job we take, you'll see our values in action: authentic experiences with a personal connection, a high quality of work that speaks for itself, and the integrity to do each and every job right, quickly and efficiently, so that you can truly come home.



**Jeff Scott**  
864.985.8967  
havenvalley.com

# The *Art* of Making a Home

FURNITURE | BEDDING | RUGS | DECOR | OUTDOOR LIVING



Home Decor Store | Full Service Interior Design

864.719.2001 | macandmorgan.com | 1448 Blue Ridge Blvd, Seneca

# THE RIGHT PARTNER Gets You to the Green!



*With his hands-on approach, Stephan Schnaiter at Hanover Mortgage will become a true friend, here to support your clients from pre-qualification to closing and for years to come.*



CONNECT TODAY TO HAVE THE RIGHT PARTNER WORKING FOR YOU!

**Stephan Schnaiter, Loan Officer**

NMLS: #251871

O: 864.516.1388

C: 864.631.9140

sschnaiter@hanovermtg.com

hanovermortgageco.com

2502-A Wade Hampton Blvd

Greenville, SC 29615



# Walker ROOFING

Trusted Roofs, Lasting Relationships

Call or Text for a Free Estimate

864.915.1218

dean@walkerroofing.com



Bonded | Insured  
Local Family Owned

Honest. Professional. Prompt.



Here's the deal,  
home + auto =  
savings.

**Ed Patterson, Agent**  
3257 N. Pleasantburg Drive  
Greenville, SC 29609  
Bus: 864-322-0031  
www.edpatterson.net  
Se habla Español

Combine home and auto and  
save an average of \$1,127\*. I'm  
ready to help you get the right  
coverage at the right price.  
Call me for a quote.

Like a good neighbor,  
State Farm is there.®

\*Average annual per household savings based on a 2021 national survey by State Farm® of new policyholders who reported savings by switching to State Farm.

State Farm Mutual Automobile Insurance Company  
State Farm Indemnity Company  
State Farm Fire and Casualty Company  
State Farm General Insurance Company  
Bloomington, IL

State Farm County Mutual Insurance Company of Texas  
State Farm Lloyds  
Richardson, TX

State Farm Florida Insurance Company  
Winter Haven, FL  
2001299





# Contents

## PROFILES



**16** Brian Welborn



**38** LaTresa Gilstrap

## IN THIS ISSUE

- 10 Preferred Partners**
- 12 Publisher's Note:** April 2025
- 14 Welcome New Sponsors!**
- 16 Agent Spotlight:** Brian Welborn
- 22 Cover Story:** Tammy Woodbury
- 28 Tips of the Trade**
- 32 Preferred Partner Spotlight:**  
Carolina House Shots
- 38 Top Producer:** LaTresa Nalley Gilstrap

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

**WE KNOCK OUT PUNCH LISTS.**

We have over 10 years of experience working on Real Estate punch lists. We are licensed and skilled in a wide variety of trades. We take care of anything you need, from electrical and plumbing to HVAC, drywall, painting, etc. to large construction jobs!

**Closing Contractor**  
864-326-2640  
[ClosingContractor.com](http://ClosingContractor.com)

**REMBREY**  
CUSTOM HOMES

**LUXURY CUSTOM HOMES**

Scan to Find Out Why We are the Experts in Upstate Custom Homes

We don't just offer dreams. We promise them.

Rembrey works hand-in-hand with each owner to develop a comprehensive homebuilding plan, helping guide you each step of the way. Our expertise in the luxury custom home industry enables us to consider all possible solutions for your dream home.

**Featured Communities**  
Private Estates • Cliffs Communities  
Cobblestone • Montebello

Connect With Us

864.444.3332 | [rick@rembrey.com](mailto:rick@rembrey.com)

# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## AUTOMOTIVE

**Carlton Motor Cars Inc**  
(864) 213-8000  
carltonmb.com

## FINANCIAL MANAGEMENT

**P Graydon CPA, LLC**  
(864) 232-1545  
pgraydoncpa.com

## Wagner Wealth Management

(864) 236-4706  
wagnerwealthmanagement.com

## FURNITURE SALES & INTERIOR DESIGN

**Mac and Morgan Home**  
(864) 719-2001  
1448 Blue Ridge Blvd.  
Seneca, SC 29672  
macandmorgan.com

## Villa Verona Design

(412) 418-3555  
villaveronadesign.com

## HOME BUILDER

**Haven Valley**  
(864) 985-8967  
havenvalley.com

## Rembrey Construction

(864) 444-3332  
rembrey.com

## HOME IMPROVEMENT

**Blue Ridge Cabinet & Design**  
(864) 671-6333  
blueridgecabinet.com

## Renovation Sells

(864) 252-2671  
renovationsells.com

## HOME INSPECTION

**Advantage Inspection Upstate**  
(864) 298-0405  
advantagegreenville.com

## Alliance Pro Inspections

(864) 663-3320  
allianceproinspections.com

## HOME RESTORATION & REPAIR

**Anderson Metal Roofing and Shingles**  
(864) 287-2378  
andersonmetalroofing.com

## Buckley Brothers Cleaning Services, LLC

(864) 327-8333  
buckleybrotherscleaning  
services.com

## C J's Plumbing

(864) 373-8276

## Closing Contractor

(864) 326-2640  
closingcontractor.com

## Pierson Construction

(864) 723-1250  
Piersonhomesllc.com

## Robert Hall & Sons Plumbing

(864) 246-8629  
Hallplumbingservices.com

## Southern Made Remodeling

(864) 517-7048

## Steamatic Of Greater Greenville

(864) 962-5410  
steamaticsc.com

## Upstate Structural Repair

(864) 990-6398  
upstatestructuralrepair.com

## Walker Roofing

(864) 915-1218  
walkerroofing.com

## HOME WARRANTY

**Home Warranty Inc.**  
(260) 433-4027  
homewarrantyinc.com

## INSURANCE

**Kenneth Rhodes Insurance**  
(864) 847-7188  
kra-ins.com/locations/williamston

## INSURANCE AGENCY

**Ed Patterson - State Farm Agent**  
(864) 322-0031  
www.edpatterson.net

## MORTGAGE

**Annie Mac Home Mortgage**  
(864) 626-3743  
stacymizzell.annie-mac.com

## Atlantic Bay Mortgage-Heather Raney

(864) 275-0478  
heatherhelpsyoumove.com

## Jodi Poore- PrimeLending

(864) 225-9644  
jodipooremortgage.com

## Joel Ridings- Atlantic Bay Mortgage Group

(864) 993-2705  
joelridings.com

## Palmetto State Home Mortgage

(864) 775-5432  
palmettostatehome  
mortgage.com

## Stephan Schnaiter- Hanover Mortgage

(864) 631-9140  
hanovermortgageco.com/  
employees/stephan-schnaiter

## MOVING SERVICES

**Swamp Rabbit Moving**  
(864) 660-0374  
www.swamprabbitmoving.com

## POOLS

**Aquarius Pools Of The Upstate**  
(864) 906-5330  
aquariuspools-of-the-upstate.com

## PROPERTY MANAGEMENT

**Applewood Estates Inc.**  
(864) 342-7606  
applewoodestates.com

## Oconee Hospitality

(864) 903-1730  
oconeehospitality.com

## REAL ESTATE ATTORNEY

**Breaux and Callahan Law Firm P.A.**  
(864) 520-1687  
breauxcallahan.com

## Guest & Brady Attorney at Law

(864) 233-7200  
guestbrady.com

## Newton Law Firm

(864) 654-6042  
Newtonlawfirm.com

## Toates Law Firm

(864) 549-3310  
toateslawfirm.com

## Wendell L. Hawkins, PA

(864) 848-9370  
wlhawkinslawfirm.com

## STAGING

**Staged Upstate**  
(864) 437-3547

**LICENSED AND INSURED**  
RESIDENTIAL AND COMMERCIAL  
NEW CONSTRUCTION AND  
REMODELING

**Southern Made**  
REMODELING

LUXURIOUS KITCHEN AND BATHROOM REMODELING  
KEVIN LAND • 864.844.5570

PLENTY OF EXPERIENCE WITH REPAIR REQUEST FOR REAL ESTATE AGENTS

LICENSED . INSURED . LOCAL

**The Backyard**  
Dream Team for Top Agents

**AQUARIUS**  
UPSTATE POOLS

Kevin Ward 864.501.8008 | Kevin Jones 864.906.5330  
aquariuspools-of-the-upstate.com

POOL DESIGN | INSTALLATION | RENOVATIONS | VINYL LINERS

# APRIL 2025 HAPPY EASTER UPSTATE!

### Happy Easter, Upstate Real Producers!

Spring is in the air, bringing fresh opportunities, new beginnings, and the joy of Easter! This season reminds us of renewal, growth, and gratitude—values that also drive success in our real estate community. As we step into April, we're excited to highlight some of the incredible professionals making waves in the Upstate.

### Cover Feature – Tammy Woodbury

Tammy Woodbury is a force in the industry, known for her unwavering dedication, deep market knowledge, and commitment to excellence. Whether mentoring others, helping clients find their dream homes, or elevating industry standards, Tammy is a true leader. We're thrilled to share her inspiring story!

### Top Producer – LaTresa Gilstrap

Success doesn't happen overnight—it's built on hard work, consistency, and passion. LaTresa Gilstrap embodies all of these qualities, making her one of the top-producing agents in the Upstate. Her ability to connect with clients, negotiate seamlessly, and deliver results has solidified her reputation as one of the best in the business.

### Agent Spotlight – Brian Welborn

Every real estate journey is unique, and Brian Welborn's path is one of dedication, perseverance, and outstanding client service. Known for his commitment to going the extra mile, Brian has earned the trust of buyers and sellers alike. His story serves as a testament to what can be achieved through passion and persistence.

### Tips of the Trade – Kirsten Dinkins

Want to take your business to the next level? Kirsten Dinkins shares valuable strategies, industry insights, and expert advice in this month's Tips of the Trade. Whether you're looking to refine your marketing approach, streamline your workflow, or improve client relationships, don't miss her expert tips!

### Amazing Preferred Partner

A thriving real estate industry depends on strong partnerships. This month, we are shining the spotlight on Carolina House



Shots for continuously supporting the real estate community. Their dedication and expertise play a crucial role in helping agents, clients, and the industry as a whole succeed.

As we celebrate this season of renewal, let's continue to support one another, grow together, and reach new heights.

Wishing you all a Happy Easter and a prosperous month ahead!

Warmest wishes,



**Robert Smith**  
Co-Owner/  
Advertising Sales  
**Sierra Smith**  
Co-Owner/ Publisher

**NEWTON LAW FIRM**

*Your Partner in Legal Solutions*

**The NEWTON LAW FIRM**

**Closing Services | Title Insurance  
Estate Planning | Probate  
Business Formation**

306-A BYPASS 123 | SENECA, SC 29678 • 104 PINNACLE ST., CLEMSON, SC 29631  
newtonlawclemson.com | 864-654-6042 | closing@Rnewton.com

**RANDALL NEWTON | KIMBERLY NEWTON | NATHAN CLARK | ANN SULLIVAN**

**MAKING EVERY EXPERIENCE  
EASY PEASY  
LEMON SQUEEZY!**

**Heather Raney**  
Mortgage Banker  
NMLS #1804376, Licensed in NC & SC

C | 864.275.0478 O | 864.642.0671  
heatherraney@atlanticbay.com  
www.heatherhelpsyoumove.com

**Atlantic Bay**  
Mortgage Group  
NMLS #72043 (nmlsconsumeraccess.org)

**Applewood Estates**

*Expert Property Management to Take Your Real Estate Business to the Next Level*

**Connect Today to Learn About Our Realtor Referral Program**  
**864.342.7606**

**Kathleen Wright**  
applewoodestatessc.com

**FREE UP YOUR TIME | HAPPY CLIENTS, LOYAL CLIENTS  
MAXIMIZE PROFITS, MINIMIZE HASSLE**

# WELCOME new sponsors!

We are excited to introduce our newest business sponsors, who bring fresh perspectives, innovative solutions, and a drive for success to our community. With their expertise and vision, they are poised to make a significant impact in their respective industries.

We welcome these dynamic companies with open arms and look forward to witnessing their growth and achievements as valued members of our network.

## Staged Upstate LLC



**Staged Upstate LLC**  
Lara Fransen  
109 Sugar Creek Ln  
Anderson SC 29625  
larafransen@gmail.com  
864-437-3547

Elevate your listings with Staged Upstate! With nearly a decade in the real estate industry, we understand what it takes to make your clients' homes stand out from the crowd. With packages available for nearly every budget, we're your on-time, affordable staging company!

## Atlantic Bay Mortgage Group



**Atlantic Bay Mortgage Group**  
Joel Ridings  
104 Maxwell Ave. Suite 100  
Greenwood, SC 29646  
joelridings@atlanticbay.com  
864-993-2705

As a Top-Producing Mortgage Banker and Area Manager with Atlantic Bay Mortgage Group, I lead a team of dedicated professionals who share my commitment to creating smooth, stress-free financing experiences for your clients. Together, we provide competitive rates, fast approvals, and clear communication at every step, ensuring a seamless process that benefits you and your clients alike.

Partnering with us means more happy clients, faster closings, and a financing process that reflects positively on your business. Let's work together to turn homeownership dreams into reality—and build lasting relationships along the way.

CLOSE MORE DEALS,  
UNLOCK MORE DREAMS

**PARTNER  
WITH A LOAN  
OFFICER WHO  
DELIVERS**

**PrimeLending**

4124 Clemson Blvd., Ste 2B | Anderson, SC 29621

**Jodi Poore**  
Production Manager  
NMLS: 178629  
**(864)-844-1032**  
jpoore@primelending.com

All loans subject to credit approval. Rates and fees subject to change. ©2025 PrimeLending, a PlainsCapital Company (PrimeLending). (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in SC. V010918

**Delivering  
Solutions<sup>®</sup>**  
Since 1968.

Call STEAMATIC For All  
Your Professional Needs

- FIRE DAMAGE RESTORATION
- CARPET CLEANING
- DRYER VENT CLEANING
- HARD SURFACE CLEANING
- MOLD REMEDIATION
- AIR DUCT CLEANING
- WATER DAMAGE RESTORATION

**STEAMATIC**  
Restoration | Construction | Cleaning

Scan to See Our Current Offers

864.962.5410 | steamaticsc.com

**Advantage Inspection**

We're always ready to  
**SPRING**  
into action for your  
HOME INSPECTION needs!

**THE ADVANTAGE, ADVANTAGE**

- 15 Home Inspectors
- SupraKey Access
- Infrared Cameras
- Drone Specialists
- Same Day Reports
- 24/7 Scheduling
- Family owned and operated since 1991
- Over 2k 5 star google reviews

**OUR SERVICES**

- WHOLE HOME INSPECTION
- PRE-LISTING INSPECTION
- NEW CONSTRUCTION INSPECTION
- 11TH MONTH INSPECTION
- MOLD/AIR QUALITY TEST
- RADON TESTING
- CL100/TERMITE
- LEVEL II CHIMNEY
- FULL SEPTIC TANK INSPECTION
- POOL & SPA INSPECTION
- SEWER SCOPE INSPECTION
- LEAD BASED PAINT TESTING
- IRRIGATION SYSTEM TESTING
- MORE

SCAN THE QR CODE TO SCHEDULE YOUR NEXT HOME INSPECTION

**CONTACT US:**  
864-298-0405  
AdvantageGreenville.com  
gvlfofc@advantageinspection.com



MEET

# BRIAN

WELBORN



*A Realtor  
Who Truly  
Understands  
the Journey*

PHOTOS BY: TRES DABNEY (TRUE  
NORTH PRODUCTIONS)  
WRITTEN BY: AMY PORTER

**Real Estate Company:** Berkshire Hathaway HomeServices C. Dan Joyner Realtors  
**License Year:** 2017  
**Specializations:** Luxury Homes, Veterans, and Investors

Passion, dedication, and a keen eye for detail define Brian S. Welborn's thriving real estate career. A self-described happy, attentive, and down-to-earth professional, Brian has carved out a stellar reputation in the Upstate South Carolina market, bringing an unparalleled level of commitment and enthusiasm to every client he serves.

For Brian S. Welborn, becoming a real estate agent wasn't a premeditated career move. Instead, it was a life-changing push from his husband that led him into the field. "I had been on the other side of real estate and sales for so long. I was in a rut, just overall unhappy," Welborn recalls. Despite his doubts about starting a new career later in life, his husband's encouragement was unwavering: "Just do it. I support you 110%."

That moment changed everything for Brian. He loves helping people, thrives on challenges, and finds great joy in the personal connections he builds throughout the process of buying or selling a home. Whether working with individuals, couples, or entire families, Brian understands that purchasing a home is a monumental milestone.



With more than 20 years of combined experience in real estate, mortgage brokerage, and REO sales, Brian brings a wealth of knowledge to the table. In addition to his veteran and luxury certifications, Brian is passionate about guiding his clients through every step of the real estate process, providing expertise and support at every turn throughout the buying and selling process.

### **The Most Rewarding Part of the Business**

For Brian, the most rewarding aspect of his career is seeing the satisfaction of his clients and receiving glowing reviews. "I have been so lucky, and I mean that from the bottom of my heart, to have worked with some of the greatest folks around," he says. "I have formed long-lasting bonds with these people; they are more than just clients; they are like family. I stay in touch with many of them on Facebook, and hearing from them really makes my day."

For Brian, it's never just about the transaction—it's about the connection. "It's not just a 'Here are the keys, see you around...maybe.' The trust and loyalty I build with my clients are what make this business so special. It's earned, not given."

### **Real Estate as a Lifelong Career**

Looking into the future, Brian says that real estate is in his veins, and he plans to continue in the field until he retires. "It provides well for my family, and for that, we are thankful," he reflects. "One day, I hope to take some time with my partner, check off things from our bucket list, and enjoy some quality time together, because time is so precious anymore."

For now, he remains focused on his work, remembering the wise words of his aunt: "Nose down, butt up!"

### **Charitable Giving**

Brian's heart for giving back extends beyond his professional life. He donates a portion of his check every time to the Sunshine Kids, a foundation supporting



children battling cancer. “Cancer is terrible. My mother had breast cancer, and I’ve had many clients who’ve battled it themselves,” he shares. “I feel proud to donate this, as I have worked with families who have faced this devastating disease.”

**A Family Focused on Togetherness**

Brian shares his life with his partner, Brian Nix, the love of his life since 2003. “We were married in 2017, and we both go by Brian, spelled the same way. We’re known as the B-Boys, to family and friends, or at family gatherings depending on which side of the family we are with its either, B1 or B2. It’s funny how that caught on,” Brian laughs.

The couple enjoys spending time gardening together. “Last summer, we transformed our garden spot from an inground bed to a raised bed,” he recalls. “It was a lot of work, but the reward was a bumper crop of fruit! We both enjoy tackling crazy projects together. Our backs may hurt, but seeing our vision come to life is worth it.”

Together, they live in a house they bought in 2006, their longest residence. “Long term, we might build for retirement, but honestly, as long as I’m with him, we can live in a tent,” Brian says with a smile.

Both of their families live close by, and they cherish the time spent with loved ones. Brian’s parents enjoy retirement on the open water and mountain views on Lake Hartwell, and his partner’s parents are retired and live near Highlands, NC, on a stunning piece of property. “We’re lucky to have such a wonderful group to call family,” he says.

**Hobbies and Interests**

Outside of work, Brian and his partner love to walk, hike, and work on home projects. “We love to grill and enjoy great TV together,” Brian says. “Gardening and decorating is my way to unwind and create.”



**FAVORITE QUOTE**  
*“Can’t never could.”*



**Defining Success**

Brian defines success as the willingness to roll up your sleeves and get your hands dirty. “A little hard work never hurt anyone. It makes you better,” he says, emphasizing the value of perseverance and embracing challenges.

**A Hidden Talent**

Something not many people know about Brian is that he is a certified diamondologist—at 14 his first job was at a fine Jewelry Store in Laurens SC which led to this unique certification.

**Advice for Aspiring Realtors**

Brian’s advice to aspiring realtors is simple but powerful: “Being a good realtor is an art. I went 8 months before I got my first check, and my first listing fell apart. It wasn’t easy, but I remember early on in my career, my boss told me, ‘You have drive and ambition. You’re a ‘go-getter.’ You have to look within yourself to find the drive to succeed.”

He stresses that success comes from connecting with people and forming trust, not relying on seminars or books alone. “Pity parties are an excuse,” Brian asserts. “Grab the bull by the horns and fight for what’s yours. That’s what I did, and success followed.”

**The One Thing to Remember About Brian**

The one thing Brian wants the article to capture is his mastery of communication. “You never know where you stand with a deal,” he says. “That’s the word with the bark on it. And with over 225 posted 5-star reviews from clients, that speaks volumes. Those reviews are earned, not given, and I’m very proud of what my clients have to say about me.”

**What He Wants to Be Remembered For**

Brian hopes to be remembered for a good story. “I believe in the power of storytelling, and I hope my story has inspired others,” he says.



# ALLIANCEPRO INSPECTIONS LLC

**BUILT FOR TOP-PERFORMING REALTORS**

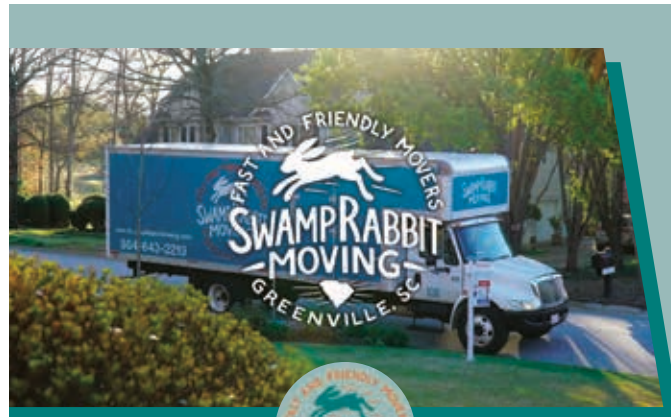
- Inspector Choice Matters:** Handpick your preferred inspector—no forced dispatch.
- Flexible Scheduling:** 24/7/365 online LIVE calendar access for seamless booking.
- Daily Availability:** Multiple inspectors ready to meet your needs.
- Transparent Pricing:** No hidden fees—our rates are on our website.
- Expert Support Team:** Full-time admin available at 864-663-3320.

Innovative Inspection Technology | Thermal Cameras | Drone Imaging | Supra eKey Access

We believe so profoundly in our People, Processes and final Product that we are offering an exclusive offer of a **\*FREE HOME INSPECTION** for your Clients for all of our First-Time Agents with our company. Come experience the difference at Alliance Pro Inspections, on us! Call us today to claim this offer - restrictions apply

## Get in Touch Noah Franks

Call or Text 864-663-3320  
 admin@allianceproinspections.com  
 allianceproinspections.com  
 5,000+ Reviews | Locally Owned  
 Proven. Trusted. Local.  
 SC Professional Inspector Lic. #48993  
 Certified Master Inspector



Residential Moving  
 Commercial Moving  
 Packing and Unpacking  
 Long Distance Moving  
 Local Moving

WE TAKE THE PAIN OUT OF YOUR MOVE!  
 (864) 643-2213  
 sales@swamprabbitmoving.com

## FIRST IMPRESSIONS MATTER

EXPERIENCED SINCE 2017

REAL ESTATE BACKGROUND

PUNCTUAL & AFFORDABLE

Your Partner in Flawless Staging

**Lara Fransen**  
 864.437.3547

# ANDERSON METAL ROOFING & SHINGLES

# EXPERT COMMERCIAL AND RESIDENTIAL ROOFING CONTRACTORS



- Founded in 1999
- 45+ Years of Experience
- Better Warranties
- Family and Locally Owned
- 24-Hour Response Times
- Up-to-Date Installation Methods

**CONNECT FOR A FREE INSPECTION TODAY**  
**DANNY BEST, OWNER**

andersonmetalroofing.com | 864.287.2378

**NOW OFFERING VIRTUAL CONSULTATIONS**

# A RELENTLESS *force* IN REAL ESTATE

PHOTOS BY: TRES  
DABNEY (TRUE NORTH  
PRODUCTIONS)  
WRITTEN BY: AMY PORTER

## MEET TAMMY WOODBURY

When you meet Tammy Woodbury, one thing becomes immediately clear—she is a force to be reckoned with.

A top-producing agent with eXp Realty, Tammy has built a reputation not just for closing deals but for transforming lives through her work. With over two decades in the industry, she has proven that success isn't just about sales figures; it's about strategy, dedication, and an unwavering commitment to clients.

Tammy's journey into real estate wasn't meticulously planned. As a Clemson student majoring in early education, she took a summer job covering for an office manager at a real estate firm. Encouraged by friends who had already entered the field, she decided to take a leap of faith. Little did she know that this accidental start would evolve into a lifelong passion and an extraordinary career.

Since earning her real estate license in 2003, Tammy has



consistently expanded her expertise and reach. Beginning in Anderson, where she resides, she quickly established a presence in Clemson, Pickens, Oconee, and the Lake Hartwell and Keowee markets. Her experience eventually extended to Greenville, where she became deeply involved in the city's real estate growth. Now, her team specializes in Anderson, the surrounding lakes, and Greenville's thriving communities, providing unparalleled insight and service to buyers and sellers alike.

Tammy's approach to real estate is defined by her strategic mindset. Every client interaction

begins with a comprehensive buyer consultation, where she guides them through financial considerations, long-term goals, and current market conditions. While she offers expert advice, she also gives clients a "VETO CARD," encouraging them to take ownership of their decisions. Her ability to blend industry expertise with a personal touch has earned her a loyal clientele, many of whom become lifelong friends.

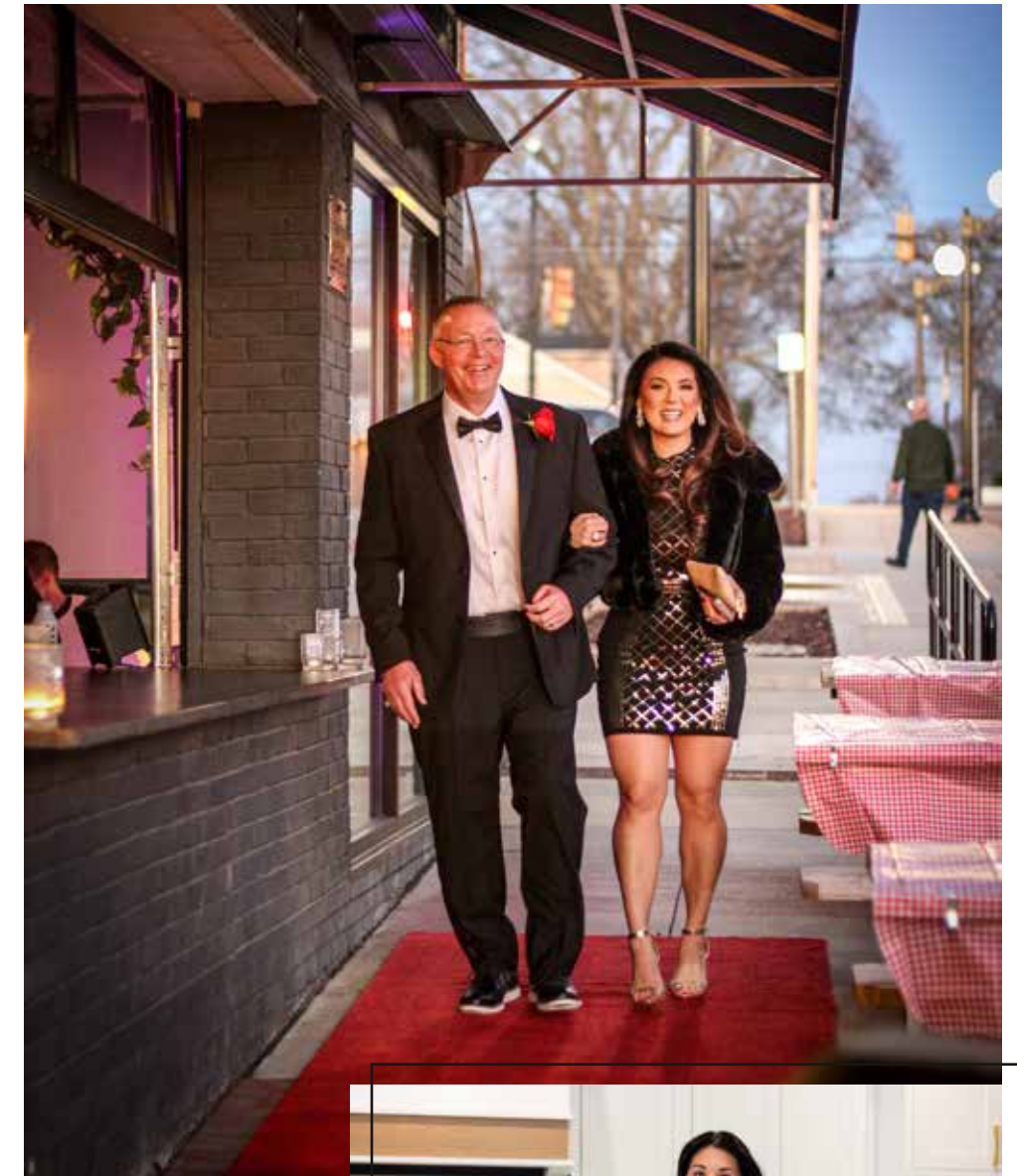
One of Tammy's most memorable transactions involved a skeptical seller who had twice failed to sell their home by owner. Armed with a deep understanding of market dynamics and

innovative marketing strategies, Tammy stepped in and not only sold the home but secured a significantly higher net profit for the seller. Moments like these fuel her passion—proving that experience, targeted marketing, and expert negotiation make a measurable difference.

Her career numbers speak for themselves. In 2024 alone, she achieved an astonishing \$51,158,700 in sales volume. Since 2017, she has consistently sold over \$40 million per year, a testament to her drive, market acumen, and relentless work ethic. Yet, despite these impressive figures, Tammy remains focused on the people behind the transactions. Her ultimate goal is to help clients make sound financial decisions while ensuring a seamless and enjoyable experience.

Tammy's journey hasn't been without challenges. Unlike many in the industry who enter real estate with established networks and financial backing, she started with no connections and no budget. She drove a 1995 Cutlass Sierra Oldsmobile, wore \$5 suits from the Fashion Shack, and relied on homemade baked goods and handwritten notes to build relationships. While her peers invested in billboards and magazine spreads, she worked tirelessly—hosting open houses nearly every weekend, writing cards until 1 AM, and waking up at 5 AM to do it all over again. Her success is a direct result of perseverance, creativity, and an unyielding belief in her own potential.

Tammy is married to her husband, Scott, and together they have three wonderful children. Their daughter, Briana, is a nurse with Prisma and recently married Ben Bridgeman in September 2024. Their son,



Tristan, graduated from The Citadel in 2020 and now serves as their Operations Director, playing a vital role in the family business. Their youngest son, Bradley, is a Christian Studies major at North Greenville University.

Tammy's beloved dog, Sage, is a 10-year-old Lab-Heinz 57 blend rescue who has completely stolen her heart. Though Tammy originally wanted a small lap dog, Sage's 65-pound presence has turned out to be the perfect fit. Well-behaved and fun-loving, Sage enjoys being near her people

but on her own terms—close enough to be part of the action, yet independent enough to prefer her personal space. While she may give off the impression of a snuggler, she's more about companionship than cuddles. However, when it comes to walks, there's no hesitation—she's always ready to go!





The men in Tammy’s household are die-hard sports fanatics, with a passion for college and professional sports, golf, football, baseball, basketball—virtually anything sports-related. Though Tammy didn’t grow up in a sports-oriented household, she embraced the love of sports for the sake of her family. She firmly believes in taking joy and interest in the things your loved ones are passionate about, and in her case, that meant catching up on all things sports.

The Woodbury family shares a love for the lake. Once the

weather warms up, you can always find them enjoying time together on the water, creating memories that strengthen their close-knit bond.

Beyond real estate and sports, Tammy is deeply committed to giving back to her community. She actively supports various charities and organizations that align with her values, including

the YMCA, which plays a vital role in the community through its scholarship program, helping both youth and the elderly. She is also a passionate advocate for the Developmental Center for Exceptional Children (DCEC), an organization that provides unparalleled support to families of children with special needs. Recognizing their essential services and extended hours as a lifeline for working families, Tammy is proud to support their mission. Additionally, as a dedicated member of the Rotary Club of Greater Anderson, she contributes to numerous

community projects, reinforcing her commitment to service. Whether volunteering her time, contributing resources, or leveraging her network to support meaningful causes, Tammy believes in using her success to uplift others. Her philanthropic efforts reflect her belief that strong communities are built through compassion, generosity, and shared commitment to making a difference.

Tammy’s team has evolved over the years, and while some members have moved on, she embraces change as a natural part of growth. She fosters a culture of collaboration and mutual support, where success is measured not only in numbers but in the positive impact they make. Her team thrives on the belief that “when the tide rises, all the ships rise,” and they remain committed to putting people over profit, consistently innovating and serving their community with excellence.

Today, Tammy is passionate about staying ahead of industry trends



and evolving with the market. She believes that great agents embrace change rather than resist it. With real estate constantly shifting, she continuously refines her strategies to better serve her clients. For her, success is not just about transactions—it’s about making a lasting impact, both professionally and personally.

Beyond real estate, Tammy is known for her dynamic personality. Described as driven, ambitious, and solution-oriented, she thrives on challenges. She is also deeply committed to personal growth, balancing her career with health, fitness, and family. While many perceive her as always “on the go,” she cherishes quiet moments at home, cooking for her loved ones and enjoying unstructured time.

Tammy Woodbury is more than just a top-tier real estate agent—she is a mentor, a strategist, and an advocate for her clients. Her journey from a young agent with no connections to a powerhouse in the industry is a testament to what’s possible through resilience and passion. As she continues to break barriers and set new standards in real estate, one thing is certain—Tammy doesn’t just sell homes; she changes lives.

## HER FAVORITE QUOTE:

**“0% OF ME IS COMPETING WITH YOU. 100% OF ME IS COMPETING WITH ME.”**





# TOATES

LAW FIRM

*Redefining Excellence with Personalized Care*

Notably DIFFERENT

Efficient,  
Streamlined,  
Enjoyable  
Closings



Annah Toates, ATTORNEY/OWNER  
atoates@toateslawfirm.com

864.549.3310 | TOATESLAWFIRM.COM

105 N. SPRING STREET, SUITE 109, GREENVILLE, SC 29601

Invested in the Welfare  
of our Community



# MAKING HOUSES GREAT AGAIN



We Buy Properties to Rehab  
We Get Your Buyers to the Settlement Table

## Robert T. Pierson CONSTRUCTION

864.723.1250 | robertpiersonconstruction.com



Scan to  
Check Out  
Our Projects



### From Water Heaters to Leak Repairs, CJ's Got You Covered!

Tailored Plumbing Solutions for Every Home.  
Expert Work, Exceptional Customer Service—Every Time.

"I now have CJ's plumbing in my favorites! Great service and very professional! I highly recommend CJ's plumbing and will recommend him to all of my clients!" - Kristen S.



### CJ's PLUMBING

(864) 373-8276

# Tips OF THE Trade

BY KIRSTEN DINKINS

Growing up in a family with investors and developers, I have understood the benefits of leveraging at an early age. We continue to keep those ongoing relationships with banks and traditional transactions. Three and a half years ago I started going to the GEMS meetings (Greenville Equity Marketing Sessions) and was introduced to a whole new way of thinking!

You may have to unlearn everything you think you know to listen for what's not being said. It's a blessing and a curse because often there are many better options for clients and investors but not everyone is willing to think outside the box. Even more agents are unaware of how to counsel their clients or ask the right questions to find out their true needs. That's for another day!

As you know, real estate remains one of the most reliable ways to build wealth, offering multiple avenues to acquire, leverage, and transfer assets. Whether you're an experienced investor or just starting, using innovative strategies like creative financing, 1031 exchanges, and bartering with equity can help you maximize opportunities and minimize costs. I will summarize a few of the techniques to help you elevate your real

estate game. Please reach out for specific questions or references. Disclaimer: this is not legal advice, please consult an attorney before attempting any of these deal structures

## Creative Financing: Think Beyond Traditional Loans

Creative financing refers to non-traditional methods of funding real estate transactions. Instead of relying solely on banks or mortgage lenders, investors can utilize alternative financing strategies that require less capital upfront and offer greater flexibility. Here are a few key approaches:

- **Seller Financing:** In seller financing, the seller acts as the bank. The buyer makes payments directly to the seller instead of securing a loan from a financial institution. This method can be beneficial for buyers with less-than-perfect credit or those looking for flexible payment terms. For sellers, it can provide an opportunity to earn interest and sell a property faster.
- **Lease Options:** This method allows the buyer to lease a property with an option to purchase it at a later date. The buyer typically pays an option fee upfront, which can later be applied

toward the purchase price. Lease options are a great way for buyers to control a property before committing to purchase, especially in a market where values are rising.

- **Subject-to Financing:** With this strategy, the buyer takes over the seller's existing mortgage, making the payments on behalf of the seller. This can be a useful tool for acquiring properties without needing to qualify for a new loan, especially in cases where the mortgage interest rate is more favorable than current market rates.
- **Private Lending or Partnerships:** Investors can also seek out private individuals or equity partners who are willing to finance their deals. Often, private lenders are more flexible than traditional institutions and can structure deals in ways that benefit both parties.

## Leveraging 1031 Exchanges for Tax Deferral

A 1031 exchange, named after Section 1031 of the IRS Code, allows real estate investors to defer paying capital gains taxes when they sell a property and reinvest the proceeds into a "like-kind" property of equal or greater value.

This deferral can significantly enhance an investor's ability to build wealth over time.

## Key tips for utilizing a 1031 exchange:

- **Plan Ahead:** Timing is everything with a 1031 exchange. From the date of sale, you have 45 days to identify potential replacement properties and 180 days to close on one of them. Careful planning ensures you meet these deadlines.
- **"Like-Kind" Doesn't Mean Identical:** The term "like-kind" refers to the nature or character of the property rather than its grade or quality. For example, you could exchange a single-family rental home for an apartment complex or a commercial building, so long as both properties are held for investment or business purposes.
- **Consult a Qualified Intermediary:** The IRS requires that a qualified intermediary (QI) handle the transaction. The QI holds the proceeds from the sale of your property and facilitates the acquisition of the replacement property. You never directly touch the funds, ensuring

compliance with IRS regulations. Please reach out for referrals.

By deferring taxes, investors can leverage their profits into acquiring larger or more lucrative properties, thereby compounding their potential returns over time.

## Bartering with Equity: Cash, Paper, Assets, & more

In certain real estate transactions, equity can be used as a form of currency to barter for other assets or properties. This is an especially useful strategy when both parties are looking to swap assets without needing liquid cash.

- **Equity for Services:** Sometimes, you can exchange equity in a property for services, such as construction or renovation work. This can be ideal for investors looking to improve a property without paying upfront for labor. In return, the contractor receives a share of the profits or future returns.
- **Equity Swaps:** In equity swaps, two investors may agree to exchange stakes in their respective properties. For example, if one investor has a property with significant equity

but wants to diversify into another market, they could trade their equity stake with another investor holding a similar amount in a different property. This strategy allows for diversification and liquidity without selling the property outright.

- **Using Equity as Down Payment:** In some instances, the buyer can use the equity they have in another property as collateral or even part of the down payment on a new purchase. This approach allows the investor to leverage existing assets while conserving cash for future investments or operations.

Bartering with equity is not only an effective way to gain value in transactions without large cash outlays but can also create win-win situations where both parties can achieve their goals more efficiently.

By utilizing creative financing, leveraging 1031 exchanges, and bartering with equity, real estate investors can significantly expand their opportunities and grow their portfolios. These techniques allow for greater flexibility, tax efficiency, and innovative deal-making. While each strategy carries its own complexities, consulting with professionals—whether financial advisors, attorneys, or real estate agents—can help ensure success and compliance with the law.

With these tools in your real estate toolkit, you can think outside the box and achieve more, even in competitive or constrained markets. Think bigger!



**Kirsten Dinkins**  
Kirstendinkins@gmail.com  
843-452-5383

Do you have a tip you would like to share with your fellow Realtors? Reach out to us at robert.smith@realproducersmag.com

# NO LOAN TOO TOUGH

Creative Financing for  
*Every Dream Home*



VA, USDA, FHA, Conventional  
Low Credit? No Problem  
Competitive Rates & Low Costs  
Veteran-Owned



**Partner with a  
Lender Who Says YES  
to More Mortgages!**

Shawn Ezell - Owner/Loan Officer  
NMLS #1134408  
864-270-2345  
SEzell@palmettostatehomemortgage.com



**2-WEEK  
CLOSE!**

Jessica Bagwell - Loan Officer  
NMLS #1905949  
864-567-7163  
JBagwell@palmettostatehomemortgage.com

*Let Us Serve You*

Stock Kitchen Cabinetry • Custom Cabinetry  
Bathroom Vanities • Wet & Dry Bars  
Custom Closet Systems • Mudrooms • And More!



864-671-6333

blueridgecabinet.com

420 WILLIAMS AVE, EASLEY SC  
SALES@BLUERIDGECABINET.COM



Scan for a Complimentary  
Consultation and Design

*Opulence and Trust.*  
**OCONEE'S PROMISE**

We are founded on values that focus on solutions, solving problems, promoting trust, professionalism, and acting with integrity with both owner and guest.

Schedule a consultation to get started.

864.903.1730  
OconeeHospitality.com



Buckley Brothers, LLC  
Cleaning & Sealing Services

**A HOUSE SO CLEAN IT  
WILL MAKE THE  
NEIGHBORS JEALOUS.**

Having Your  
House Cleaned  
Can Boost  
Your Curb  
Appeal by 11%



The Buckley  
Brother  
Experience

No other cleaning company  
cleans quite like us.  
Don't believe us?  
Scan to see for yourself!

Call to Inquire About Our Realtor Referral Program (864) 327-8333 // buckleybrotherscleaningservices.com

House Washing // Low-Pressure Roof Cleaning // Gutter Cleaning // Concrete Cleaning // Red Mud Removal



**I'LL DO THE HEAVY LIFTING TO  
SAVE YOU TIME AND MONEY**

LET US BE YOUR TAX EXPERT SO YOU CAN GET BACK  
TO SPENDING TIME WITH YOUR CLIENTS  
AND MAKE THE MOST OUT OF YOUR HARD EARNED DOLLARS

PHYLLIS P. GRAYDON, CPA

Scan to Schedule Your Consultation Today



P GRAYDON CPA, LLC

Proven Ability. Personal Commitment.

401 Parker Ivey Drive Greenville, SC 29607 • 864.232.1545 • info@pgraydoncpa.com





# Carolina House SHOTS

WRITTEN BY: AMY PORTER

## CAPTURING HOMES, CREATING POSSIBILITIES

For over a decade, Carolina House Shots has been at the forefront of real estate media in the Upstate, providing high-quality HDR photography, videography, drone photography and videography, home staging, virtual staging, floor plans, and room measurements. At the helm of this thriving business is Vicki Manley, a licensed real estate agent and certified home stager whose passion for homes and design seamlessly merges with her love for photography.

Vicki's journey into real estate photography and staging was a natural evolution of her diverse professional background. While she has held her real estate license for 22 years, she has spent much of that time in referral status, gaining experience in various facets of the industry. Over the years, she has worked as a home stager, closing coordinator, and assistant for her husband's coaching and training business, while also spending time in the healthcare field. Two years ago, she took over Carolina House Shots to expand its reach while maintaining a personal touch.

"I love real estate. I love seeing a house and dreaming of the possibilities to make it a home for someone," Vicki shares. "With real estate photography, I get to tap into my creative side daily and show buyers the beauty of a home through the lens of a camera."

Vicki's ability to see a home from multiple perspectives—photographer, stager, real estate agent, buyer, and seller—makes Carolina House Shots unique. She understands what it takes to make a listing stand out in today's competitive market. From minor staging enhancements in kitchens and bathrooms to expert home photography, her keen eye and artistic approach help homes shine.

Her dedication to detail and service was recently proven when she worked with Tawana Porter of Hometown Real Estate to stage a listing's kitchen and bathrooms. The property had been sitting on the market, but after minor yet strategic staging adjustments, it went under contract within days. "Many agents underestimate the impact of staging, but time and time again, I see how even small changes can bring life into an empty shell and create that 'welcome home' feel," she explains.

A native of Shelby, NC, Vicki has called the Five Forks area home for the last 39 years. When she's not capturing stunning home visuals, she enjoys painting, refinishing furniture, and spending time outdoors with her family. She and J. Michael have three sons—Colin (20), Grayson (15), and Pearson (12)—as well as a Cavapoo named Lizzy. The family enjoys camping, kayaking, and embracing nature together.



“MY DEFINITION OF SUCCESS IS WHEN I HAVE A LOYAL & **SATISFIED CLIENT WHO REFERS ME TO OTHERS.**”



Despite the challenges of running a business, Vicki credits her husband as her biggest supporter. “Owning businesses together as a couple isn’t always easy, but having someone who has your back through the challenges makes it all worth it,” she says.

Carolina House Shots has primarily grown through word-of-mouth referrals, a testament to its reputation and loyal clientele. “My definition of success is when I have a loyal and satisfied client who refers me to others,” says Vicki.

With Carolina House Shots continuing to expand across South Carolina and into North Carolina, Vicki remains committed to providing top-tier real estate media services that elevate property listings and help sellers make a lasting impression.



**CONTACT US!**

For more information, visit [www.carolinahouseshots.com](http://www.carolinahouseshots.com) or follow along on Instagram (@carolinahouseshots) and Facebook (Carolina House Shots).

**CAROLINA HOUSE SHOTS**  
403 WOODS LAKE RD,  
GREENVILLE, SC 29607  
(864) 412-0902






**ALL MY CLIENTS THINK I'M A STRUCTURAL WIZ, but Really I just Get All My Home Inspections Reviewed by Upstate Structural Repair for FREE.**

Rely on Upstate Structural Repair for Quality Repairs

**All our repairs come with a no-nonsense warranty that transfers to whoever owns the house.**

- Quick response to ensure inspections take place within due diligence time frames
- Able to appropriately represent buyers and sellers • Escrowed repairs so that closings can take place on time
- Home inspection reviews for free if needed • Pre-drywall inspections for homes being built

Structural Repair and Foundation Specialist. We service Greenville and Spartanburg, SC and more.  
Call For A Quick Response! (864) 214-0686 • [upstatestructuralrepair.com](http://upstatestructuralrepair.com) • Insured, licensed, and bonded

UPSTATE REAL PRODUCERS

*Rest Easy...*



You've Partnered with Breaux & Callahan Real Estate Law



Scan to Reclaim Your Peace of Mind Throughout the Closing Process



RESIDENTIAL REAL ESTATE | COMMERCIAL REAL ESTATE



**ADAM WALKER BREAUX**  
**DANIEL CALLAHAN**  
100 Whitsett Street  
Greenville, SC 29601  
[breauxcallahan.com](http://breauxcallahan.com)  
864-520-1687  
[closings@breauxcallahan.com](mailto:closings@breauxcallahan.com)



**Great coverage anytime, not just in April... no foolin'!**

**14 Months\* of Coverage**

Choose Your Contractor

Several Add-on Options

LIVE Call Answering

Active Military/Veteran Discount

**And more!**

\*Initial coverage term  
Review the terms and conditions, coverage, limitations, and exclusions at [homewarrantyinc.com/terms](http://homewarrantyinc.com/terms).

**Complimentary Buyer Home Concierge**

**Kendyl Urgo**  
*Regional Sales Manager*

[KendylU@homewarrantyinc.com](mailto:KendylU@homewarrantyinc.com)  
(864) 640-5841

**COVERAGE BEGINS NOW!**  
[homewarrantyinc.com/register](http://homewarrantyinc.com/register)




# Renovations Simplified

**Design, Construction, and Financing:** our streamlined process delivers a stunning renovation in weeks, on-site, on-time, and on-budget.



**Amy & Eric Stier**  
Your Upstate South Carolina  
Renovation Experts  
(864) 252-2671  
estier@renovationsells.com



How it Works

- 1 **Tell Us About *the Home***  
After a quick conversation about the home we'll schedule an in-person tour.
- 2 **Tour & Estimate**  
We'll assess your listing and deliver a detailed estimate within 48 hours.
- 3 **Renovate Today, *Pay Later***  
Finalize the scope that works within budget and secure renovation financing.  
✓ Funding up to \$250,000\*
- 4 **Expert Design, *Streamlined***  
What typically takes months, we do in days. Our streamlined process and expert designers make every renovation stress-free.
- 5 **Project *Launch***  
And just like that, the hassle-free renovation begins.

\*Loans are available through HouseKmp's licensed lending partners. All loans are subject to approval based on lender's underwriting criteria. Finance charges and interest rates are subject to the terms set by the lender and may vary. For approved borrowers, settlement-related fees are deducted from the line of credit. Borrowers should review their loan agreement for specific details.



renovationsells.com

# ACCELERATE YOUR SUCCESS



Personal Service and REALTOR®  
Resource for All Situations

Helping You be the Best  
REALTOR® or BIC Out There

One Purpose

One Attorney

One Location

One Staff

A World of Knowledge



Scan for our "Earnest"  
Electronic Earnest  
Money Deposit Portal

**Connect Today to Elevate Your Clients' Closing Experience**

9 Buena Vista Way, Suite B | Greenville, SC 29615  
864.848.9370  
wlhawkinslawfirm.com

**KEEP YOUR CLIENTS' HOMES**

**FLOWING WITH HASSLE-FREE**

**PLUMBING**



Family-Owned and Operated by  
Experienced, Licensed Plumbers

Honest and Reliable Service

**Partner with Robert Hall  
and Son Plumbing!**

864.246.8629

hallplumbingservices.com



ASK ABOUT OUR TWO CASH PROGRAMS DESIGNED  
TO HELP YOUR CLIENTS LAND THEIR DREAM HOME

**Make Cash Offers.  
Earn Full Commission.**



**Stacy Mizzell**  
NMLS ID#: 263750

864.414.8180  
smizzell@annie-mac.com  
stacymizzell.com  
3451 Pelham Rd, Greenville, SC



SCAN TO  
CONNECT  
TODAY!

AnnieMac Home Mortgage, 3451 Pelham Road, Greenville, SC 29615, American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, LoFiDirect) is licensed by the South Carolina Board of Financial Institutions, license MLS-338923, Georgia Residential Mortgage Licensee #41523, NMLS 338923, 700 East Gate Drive, Suite 400, Mount Laurel, NJ 08054.

TOP PRODUCER

# A Real Estate Journey

Fueled by  
Passion  
& Service



PHOTOS BY: TRES DABNEY  
(TRUE NORTH PRODUCTIONS)  
WRITTEN BY: AMY PORTER



Meet  
**LaTresa  
Nalley  
Gilstrap**

LaTresa's real estate journey began in a nontraditional manner. Before making the leap into real estate, she spent over a decade working at Easley Jr. High/Gettys Middle School in the guidance office and as a Secretary/Office Administrator. It was during this time that a family friend, who owned a landscaping business, introduced her to the world of entrepreneurship. After working with him for a year, the market crash led to a layoff, giving LaTresa the opportunity to make a life-changing decision—she would become a Realtor. Becoming a realtor during a market crash in 2007 and 2008 and surviving was somewhat unheard of. “But I wanted to help people make one of the biggest decisions of their lives: buying and selling homes,” LaTresa says, a sentiment that still drives her today.

Her early days as a Realtor were marked by a constant desire to learn and grow. She worked at Thomas Realty in Pickens, SC, and DreamFinders in Easley, before ultimately landing at Allen Tate Realtors. The pivotal moment in her career came when she interviewed with Charlotte Rigby, the Broker of Allen Tate. LaTresa recalls the experience fondly: “She gave me confidence to believe in myself, and from that moment, the rest was history. Under Charlotte's mentorship, as a new agent, and being with the other caring, seasoned agents, and our Office Administrator, Metta James in the local office they were all very encouraging everyday.” LaTresa states that she could not have made it without all their help, guidance, and support. You think that going to real estate school is going to prepare you for your new career. It does prepare you for the test to come, but you need to make sure you have a good foundation, support and guidance to help you through those tough days. LaTresa was one of the lucky ones that found the support and guidance she needed to flourish in the real estate industry.

As a Top Producer Realtor with Allen Tate Realtors, LaTresa Nalley Gilstrap stands as a beacon of dedication, passion, and integrity in the Upstate real estate market. With 18 years of experience, LaTresa has built a career founded on hard work, an unwavering commitment to her clients, and an unmatched level of professionalism.

LaTresa specializes in a wide range of services, including new construction, first-time homebuyers, Lake Keowee and Lake Hartwell properties, commercial land, and investment properties. Whether she's working with buyers or sellers, LaTresa's strategy is



simple yet effective: listen to the client's needs, educate, and empower. "It's important to be available, flexible, and proactive in solving problems," LaTresa explains. Her approach ensures that her clients' goals are met with the utmost care and attention to detail.

One of LaTresa's most memorable success stories came from working with a family friend who had purchased their first home from her. After two years, the family moved to another local town and asked for her help in finding a new home. Through persistence and determination, LaTresa was able to secure a home for her clients while also helping another friend in the process. "It was a win-win situation," LaTresa says, and it's this dedication to her clients that sets her apart in the industry.

Throughout her career, LaTresa has remained grounded in the belief that success is about more than just closing deals. For her, it's about building relationships that last. "The most rewarding part of my business is getting to help people and build lifelong relationships," she shares. She feels so blessed and honored to have many repeat clients from family and friends. This is a true testament to word



of mouth goes a long way. LaTresa's commitment to service extends beyond her clients—she has actively contributed to organizations like The Parenting Place Board of Pickens County, a non-profit that supports young parents in need. Her work with the organization allowed her to witness firsthand the impact of community involvement. She has also held a seat on the Zoning and Appeals Board and Planning and Commissions Board for the last 5 years at The City of Easley.

LaTresa is married to her High School Sweetheart Greg Gilstrap, and they will celebrate 45 years of marriage in May 2025. Greg retired from Michelin after 43 years and has been a Realtor with Allen Tate for the last two years since obtaining his license. Together, they have two sons, Tyler and Kyle. Tyler is married to Dánon, and they have two daughters. Both Tyler and Dánon are also Realtors with Allen Tate, continuing the family's dedication to real estate. Kyle is married to Shavon,

and they have one daughter and two sons. Kyle serves as a firefighter for the Gantt Fire Department in Greenville, embodying a commitment to service in his own career. Family is at the heart of LaTresa's life, and she cherishes the time spent with her children, grandchildren, and husband, whether on the lake, traveling, or simply creating lasting memories together.

LaTresa is deeply grateful for the love, encouragement, and support of her parents, Cecil and Ellen Nalley. Her parents were married for 60 years before her mother's unexpected passing

in 2014 from stage 4 lung cancer, a loss that was devastating for LaTresa. She and her mother shared an incredibly close bond, talking every day, shopping together, and making cherished memories on vacations. Her father, Cecil, turns 89 next month, **HAPPY BIRTHDAY DADDY!** He still asks about LaTresa's business every time she visits. His pride in her success continues to be a source of inspiration. In addition to her parents' influence, LaTresa shares a special connection with her sister, Cecilia, and her family. The two sisters are very close and spend much of their time together, further reinforcing the

strong family ties that have shaped LaTresa's life and career.

Looking ahead, LaTresa envisions continued growth in her real estate career, with a focus on achieving personal goals such as building a dream retirement home on their lot on Lake Keowee and traveling the world with her husband, Greg. "Real estate is the pathway to financial freedom, and it allows me the flexibility to spend more time with my family and friends," she says.

LaTresa's philosophy is simple: success is rooted in helping others and building trust. "I want to be remembered for my dedication to my clients' success and for making their dreams come true," she reflects. It's this passion for service and commitment to excellence that have earned LaTresa recognition as a Top Producer Realtor, and it's clear that her journey is far from over. In closing, LaTresa offers advice to up-and-coming Realtors: "Listen to your clients, be consistent, and make sure to make time for yourself and your family. It's important to maintain a balance so that you don't lose sight of what matters most."

With a heart dedicated to service and a career built on integrity, LaTresa Nalley Gilstrap is a true testament to the power of hard work and dedication in the world of real estate.

## Favorite Quote

"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."

- *Albert Schweitzer*





BUILD > GROW > PRESERVE



2023 2024



Thank You Upstate for Making Us a WINNER for Best Investment Firm!

wagnerwealthmanagement.com

GREENVILLE OFFICE 3 Legacy Park Road, Suite A 864.236.4706
ANDERSON OFFICE 301 South McDuffie Street 864.231.5494

Securities offered through Arkadios Capital. Member FINRA/SIPC. Advisory services through Wealth Management Advisors, LLC. Arkadios Capital and Wealth Management Advisors, LLC, are not affiliated through any ownership.

SAVE THE DATE FOR

RPElevate

SEPTEMBER 29 & 30, 2025

LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with industry insights, cutting-edge strategies, and powerful networking opportunities designed to help you succeed in the ever-evolving real estate market.

Tickets are limited! Reserve your spot today at rpelevate.com.



SPONSORSHIP OPPORTUNITIES AVAILABLE

Who is ready for a vacation?



The 2025 GLB 250 SUV STARTING AT \$45,800

CARLTON MOTORCARS

www.CarltonMB.com (864) 213-8000 2446 Laurens Road | Greenville, SC 29607



Base MSRP excludes transportation and handling charges, destination charges, taxes, title, registration, preparation and documentary fees, tags, labor and installation charges, insurance, and optional equipment, products, packages and accessories. Options, model availability and actual dealer price may vary. See dealer for details, costs and terms.

# WHEN YOUR BUSINESS IS ON THE LINE

## **Qualia Shield: The Security Solution Top Producers Trust**

As technology advances, so do the tactics of scammers. For 20 years, we've protected your transactions with the same dedication we protect your clients' interests. Now with Qualia Shield, we've added another critical layer of defense against wire fraud.

Your reputation depends on more than just closing deals—it depends on closing them securely. Partner with attorneys who advance their protection as quickly as threats evolve.

Your **Success** is Our Mission

**SEND NEW CONTRACTS TO  
ORDERS@GUESTBRADY.COM**

If your brokerage is interested in Guest & Brady presenting on Shield, email [KaylaMckisic@guestbrady](mailto:KaylaMckisic@guestbrady)



**GUEST & BRADY**  
Troy Pierce, Attorney