

UPSTATE

MARCH 2025

REAL PRODUCERS[®]

Meet Erin Parker

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Top Producer:

Kylie Murphree

**Celebrating
Leaders:**

Sue Brown

Rising Star:

Whitney Ray

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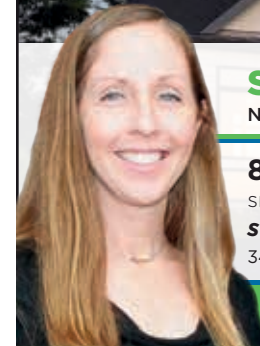
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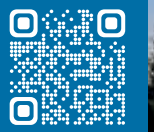
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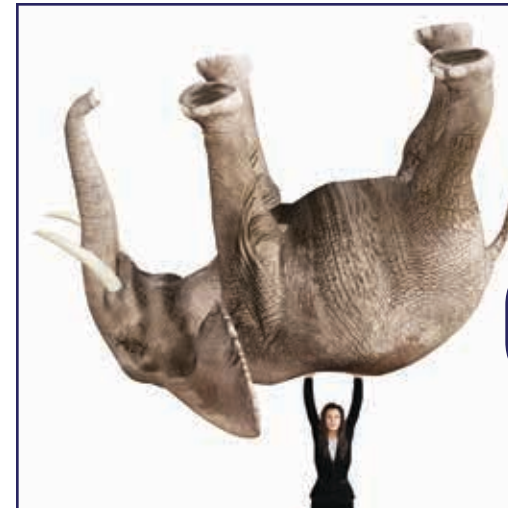
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MARCH 2025

Happy St. Patrick's Day!

Happy St. Patrick's Day to all our wonderful readers! March brings a fresh season of opportunities, and we're feeling lucky to celebrate the exceptional people who make our real estate community shine.

Cover Feature: Erin Parker

Erin Parker graces our cover this month, embodying excellence, perseverance, and passion. Her inspiring journey showcases her dedication to her craft and her clients, making her a standout in the industry.

Top Producer: Kylie Murphree

Kylie Murphree continues to set the bar high with her impressive achievements. Her commitment to excellence and ability to lead by example make her a true force in real estate.

Rising Star: Whitney Ray

Whitney Ray is one to watch! Her innovative approach and energy are paving the way for a bright future. We're proud to spotlight her as a rising star in our industry.

Celebrating Leader: Sue Brown

Sue Brown's leadership and positive influence have left a lasting impact on those around her. Her dedication to growth

and collaboration is a testament to her incredible character and talent.

Amazing Preferred Partner

Behind every successful real estate professional is a network of outstanding support, and our preferred partners are no exception. This month, we're thrilled to highlight one of the best in the business—thank you for all you do to elevate our community!

As we celebrate these incredible individuals, let's take a moment to reflect on the teamwork, resilience, and heart that define our Upstate real estate community. May the luck of the Irish and the promise of spring inspire your journey this season!

Warm regards,



Robert Smith
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Mar25

Welcome Upstate Real Producers Class of 2025!



A platform for the top 5% of realtors in the upstate!

Welcome *Upstate Real Producers* Class of 2025. First I want to congratulate you for qualifying whether you are a new member or a returning member.

So what this means is that you ranked in the top 500 producing realtors in the GGAR MLS and the Western Upstate MLS out of almost 10,000 realtors putting you in the top 5% between the two MLSS. Pretty Incredible!

Since the launch of *Upstate Real Producers* Magazine in April 2021, I've noticed recurring questions from many of our readers. To ensure everyone has access to the answers, I've decided to compile them here. Feel free to explore, and remember, my door is always open for discussions about anything related to the magazine. This publication is crafted to be YOUR to enhance and create new relationships

Q: What is the purpose of Real Producers magazine?

A: The mission of *Upstate Real Producers* is simple. We strive to inform and inspire the top-producing real estate agents in the upstate market and connect them socially. We do this by telling their personal stories. How they have succeeded and failed. What drives them to achieve year in and year out. Where they spend their time when not working and what they are passionate about – other than real estate. We give local top-producing REALTORS® a platform to tell their story in a way they have not been able to do before. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers, on a level that they might not be able to achieve on their own.

Q: Who receives this magazine?

A: The top 500 producing agents in the Upstate market. This is based on the total volume sold and the data is based on 2024 MLS (by closed volume) top 250 from the GGAR MLS and top 250 of the Western Upstate MLS. We cut off the list at 250 from each MLS. The ranking is annual and resets every year. For this year the publication will go to the top 500 ranked agents of 2024. It will continue to update annually with a fresh list of top performers.

Q: What is the process for being featured in this magazine?

A: It's really simple – you can nominate other REALTORS® (or yourselves!). We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: You email us at robert.smith@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told; perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article, and for our photographers to schedule a photoshoot.

Q: What does it cost a REALTOR®/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is not a pay-to-play model

whatsoever. You have earned the opportunity based on your performance!

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to *Upstate Real Producers* Magazine. Please email Amy Porter at amy.porter@n2co.com she is our Content Director.

Q: Who are the preferred partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine and attend our quarterly events. We don't just find these businesses on the street, nor do we work with all businesses that approach us. One or many of you have personally referred to every single preferred partner you see here. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only of the best REALTORS® in the upstate but the best affiliates as well, so we can all grow stronger together.

Q: How can I refer a preferred partner?

A: If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at robert.smith@realproducersmag.com and introduce us!

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Meet WHITNEY RAY

A COMPASSIONATE REALTOR
DEDICATED TO HELPING OTHERS

PHOTOS BY: CAROLINA HOUSE SHOTS • WRITTEN BY: AMY PORTER

Whitney Ray, a compassionate and driven real estate agent with Real Broker LLC, found her passion for real estate after her first home purchase. The process of diving deep into researching neighborhoods, schools, and amenities sparked her interest in helping others navigate the home buying process. A licensed realtor since 2022, Whitney specializes in working with first-time homebuyers and investment properties, offering a compassionate and personalized approach to each client's journey.

Initially, Whitney began her real estate career on the administrative side while working with a team at Keller Williams. She obtained her North Carolina license to better serve the team's mountain clients. From there, she transitioned to Fathom Realty, then Agent Owned Realty, and now calls Real Broker LLC home. The move to Real Broker marked a pivotal moment in her career, as the company's tagline, "Work Hard, Be Kind," deeply resonates with her approach to both life and business.

Today, she works alongside her husband, Wil, at Real Broker LLC. The supportive community and growth-driven atmosphere at Real Broker has been a pivotal in propelling their success to new heights. Together, they bring a wealth of knowledge and commitment to their clients, with Whitney handling the business from home to provide flexibility and maximize her potential.

Whitney's approach to real estate centers on understanding her clients' needs and guiding them through the decision-making process. Her



expertise in first-time homebuyers is complemented by a user-friendly website that helps clients explore properties based on their specific criteria. Whitney's ability to assist clients in narrowing down their options early in the process has made her a trusted resource in the upstate area.

A memorable moment in her career came when an online lead turned into a successful transaction with a client who was an author of novels Whitney had read. After purchasing a home for her family, the client surprised Whitney with a collector's set of books as a gift. Whitney's 39 transactions this year and 50 last year are a testament to her dedication to her clients and her ability to deliver results.

Throughout her career, Whitney has been inspired by her husband, who has worked in real estate for over eight years. As his assistant, she learned valuable skills in organization and negotiation. Their complementary strengths have made them a successful team, with Whitney thriving in the flexibility that real estate allows her to have in her personal and professional life.

Whitney's story is one of resilience and determination. She lost her mother when she was just six years old, which motivated her to pursue a successful career and never let her circumstances define her future. She worked hard to earn a full scholarship to university and now excels in a career that offers her the flexibility to support her family while doing what she loves. Whitney is passionate about helping others, whether it's assisting clients in finding their dream homes or guiding new agents through their own journeys in real estate. As a certified mentor with Real Broker, Whitney is dedicated to nurturing the next generation of real estate professionals.

In her free time, Whitney enjoys spending time with her family. She and her husband have five children: Lorelai, 12; Malachi, 9; Mordecai, 7; Zacharai, 3; and Adelai, 2. The family shares a love for soccer, with Lorelai playing for the



“
WORK
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Regional team in Asheville and Malachi playing for Furman United. Their passion for the sport extends beyond local teams, as they traveled to London this summer to attend a soccer camp and tour Arsenal's stadium. Whitney and her family also enjoy outdoor activities like walking to the TR Farmers Market and exploring the Swamp Rabbit Trail, as well as baking together.

Whitney defines success as leaving an easier path for her children than the one she had to carve for herself. She wants her children to have the support systems she didn't have and to thrive in their own lives. As she looks ahead, she envisions retiring from real estate and possibly pursuing real estate investments with her family.

A Marvel fan at heart, Whitney's favorite quote is from Vision in the WandaVision series: "What is grief, if not love persevering?" This sentiment resonates with her deeply, as she has faced significant loss in her life but continues to persevere and support others along their own journeys.

In closing, Whitney's passion for real estate, her family, and helping others is evident in everything she does. She wants to be remembered for her genuine love and care for those around her and for being a dedicated professional who is always there to help others succeed.



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Erin Parker

Erin Parker Rises as a Standout REALTOR® in Greenville

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

In the bustling real estate market of Greenville, South Carolina, Erin Parker has quickly made a name for herself as a rising star. As a Senior REALTOR® with The Sitzler Team at Berkshire Hathaway Home Services - C Dan Joyner REALTORS®, Parker has achieved remarkable success in just four years, closing over \$63 million in sales volume in her short tenure. Her journey from bartender

to a luxury real estate specialist is a testament to her determination, passion for helping others, and commitment to personal growth.

While Erin is a true Greenville native, born and raised in Taylors, SC, she worked in the service industry as a bartender in Downtown Greenville prior to embarking on her real estate career. Before

choosing to enter real estate, she remembers reaching a point where she yearned for significant changes in both her personal and professional life. “I was at a point where I wanted to make some serious changes in my life and develop my lifestyle both personally and professionally,” Parker recalls. Drawing on her natural entrepreneurial spirit, organizational skills, and determination, she

decided to explore the world of real estate.

After obtaining her real estate license in September 2019, Parker carefully evaluated various brokerages before finding her perfect fit with The Sitzler Team in January 2020. She states that David Sitzler has been her biggest influence in her career journey. He has been her mentor and team lead. She notes that from the

“BEING ABLE TO BE A STEADFAST PERSON FOR THESE FAMILIES AND INDIVIDUALS IS VITAL.”

moment she started working with David she knew that he truly believed in her and would always challenge her to be better in every aspect of life. He is truly unlike anyone she has ever met. And she is so glad to be working on his team. Since joining The Sitzler Team, she has flourished by becoming a Luxury Collection Specialist and earning a place in the Chairman’s Circle. As one can imagine, these accomplishments are particularly impressive given her relatively short time in the industry.

Parker’s passion for real estate is deeply rooted in her desire to make a positive impact on people’s lives. She understands that buying or selling a home is often tied to significant life events, both joyous and challenging. “Being able to be a steadfast person for these families and individuals is vital,” she explains. “I hope I am always someone that my clients can rely on during the tough times and celebrate with during the exciting ones!”

This commitment to her clients is reflected in Parker’s business approach and her role within The Sitzler Team. As a leader among her teammates, she takes pride in helping others succeed. The team, consisting of five agents including Parker, operates





like a family, fostering an environment of growth and support. “We believe in letting people grow to their full potential,” Parker states, emphasizing their unique approach to nurturing talent within the team.

Like many new agents, Parker faced challenges when first entering the industry. One of the biggest hurdles was overcoming self-doubt, particularly when working with high-end clients in the luxury market. “It really takes getting up every day and letting yourself accept that yes, you’re working hard and yes, you are worthy of the positive outcome of that,” she reflects. Perseverance, grit, and selflessness have been key to her success.

Looking to the future, Parker sees real estate sales continuing to be the foundation of her career. She has already begun investing in real estate personally and plans to continue to do so in the future. Her definition of success is not about reaching a specific milestone but rather about consistently striving to improve. “Success is doing your best every day,” she asserts. “Successful people are out there every day striving to do more and be more.”

For those considering a career in real estate, Erin shared personal words of wisdom. “Don’t get into real estate if you think it’s like Selling Sunset,” she cautions, emphasizing the importance of professionalism and follow-through. She prides herself on her meticulous organization and client follow-up system, ensuring

that her clients always feel prioritized and valued.

Beyond her professional achievements, Parker is deeply committed to giving back to her community. She supports The Sunshine Kids, a non-profit dedicated to children with cancer, donating a portion of every sale to the organization. Additionally, she and her team volunteer with Meals on Wheels, participating in regular meal packaging and charity runs.

In her personal life, Parker enjoys a balance of activities that keep her grounded and inspired. As a newlywed, she cherishes quality time with her husband Chase and their dog, Lady. Her interests range from reading thriller novels and watching horror movies to engaging in creative pursuits like scrapbooking and painting.

Erin Parker’s rapid rise in the real estate industry is an inspiring story of transformation and dedication. From her days as a bartender to her current status as a top-performing real estate agent, she has demonstrated that with passion, hard work, and a genuine desire to help others, remarkable success is achievable. As she continues to build her “legacy business,” Parker remains focused on being the best REALTOR® she can be, making a positive impact on her clients, team, and community. Her journey serves as an inspiration to aspiring agents and a testament to the power of perseverance and authenticity in the competitive world of real estate.



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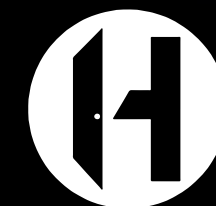
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MEET KYLIE MURPHREE

A JOURNEY OF PASSION, AUTHENTICITY, & SERVICE IN REAL ESTATE

PHOTOS BY: CAROLINA HOUSE SHOTS • WRITTEN BY: AMY PORTER

In the vibrant world of real estate, Kylie Elizabeth Murphree stands out as a trusted and dedicated professional who has built a career grounded in authenticity, intuition, and a deep commitment to her clients. With eight years of experience as a Realtor and over \$50 million in career volume since 2019, Kylie has established herself as a top solo agent at Keller Williams, specializing in the picturesque Oconee County, South Carolina.

Kylie's real estate journey began in 2017 when she earned her license and chose Keller Williams as her professional home. Her unwavering loyalty to the brokerage is a testament to its unparalleled support system and collaborative culture. "I have zero complaints and 100% satisfaction with my brokerage," Kylie shares. "The team

we have is the best it can be in this business. The support is constant, and I absolutely love Keller Williams, our market center, fellow agents, and staff."

Living her entire life in Oconee County, Kylie possesses an unmatched familiarity with the area's neighborhoods, landscapes, and hidden gems. This knowledge, paired with her keen ability to listen and ask the right questions, ensures her clients find not just houses but homes that perfectly align with their dreams and needs. Reflecting on her work, Kylie states, "I do not feel like any of my clients have made a decision they regret. I truly believe each has ended up with the property meant for them."

Kylie's path to success has not been without its challenges. She states that

"being a single mother for 15-years and then making the decision to transition full time into real estate was scary, but one of the best decisions I had ever made." She transitioned from a 17-year career with the Oconee County government, where she worked in elections and as an information specialist, she gained valuable knowledge of building codes, zoning laws, probate, and other real estate-related issues. This foundation gave her a unique advantage when she embarked on her real estate career. "I had to gain knowledge and confidence in myself," she admits. "But my experience with the county provided the perfect training for this career."

Kylie's dedication to her clients extends far beyond the closing table. "I treat every situation as if it were my own



to give back to individuals and my community. Giving back is a priority that I invest both time and effort into. Kylie's commitment to helping others is further demonstrated through Keller Williams' KW Cares initiative, where she contributes a portion of each closing to support both local and national needs.

When asked about her advice for aspiring real estate professionals, Kylie emphasizes the importance of integrity and reliability. "Always do what you say you will do," she advises. "Be consistent with your words. People need and appreciate that more than anything these days."



Looking ahead, Kylie envisions continuing to use her gifts and passion to make a difference in the lives of her clients. Her favorite quote, "You make a living by what you get. You make life by what you give," encapsulates her philosophy. Kylie's legacy will undoubtedly be one of authenticity, kindness, and unwavering dedication to those she serves.

"I HAVE ZERO COMPLAINTS AND 100% SATISFACTION WITH MY BROKERAGE."

home, money, and investment," she explains. Her passion for doing the right thing and making a meaningful impact is evident in her approach to every transaction. For Kylie, the most rewarding part of her business is knowing she has played a pivotal role in her clients' lives. "The home is the heart of your story, and I get the opportunity to play a massive role in that part of their life. I absolutely do not take that for granted."

Outside of her thriving career, Kylie cherishes time with her daughters, Kara and Tanna. Kara, 22, lives in Oklahoma City with her husband Levi, whom she

met during a college mission trip to Costa Rica and Nicaragua. Tanna, 18, is a senior at Walhalla High School and aspires to become a nurse, a calling she's been passionate about since childhood. As a family, they enjoy exploring the beauty of Lake Keowee and Lake Jocassee and discovering the many waterfalls Oconee County has to offer.

I believe life has a way of presenting opportunities for me to make a difference, whether through mentoring, monetary support, or connecting people to the right resources. Just as my career naturally brings me the right clients, I also encounter meaningful ways



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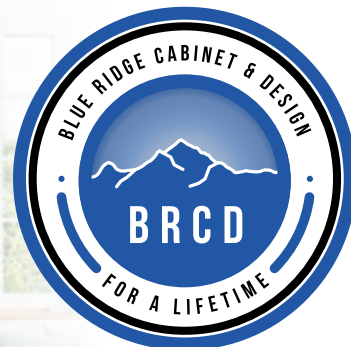
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Meet Sue Brown



PHOTOS BY: CAROLINA HOUSE SHOTS • WRITTEN BY: AMY PORTER

Sue Brown, a dynamic and passionate real estate professional, embodies the spirit of resilience, creativity, and genuine care in every aspect of her life and business. As the founder of Savvy Realty, LLC, partnered with Allen Tate, Sue has crafted a career that spans over

two decades, marked by exceptional dedication and an unwavering commitment to her clients and agents.

Having received her real estate license in 2003, Sue's journey into the industry was fueled by her entrepreneurial spirit and a desire for flexibility to

support her young family. She first entered the field in her twenties in Colorado, where her instant success hinted at the flourishing career ahead. After an unexpected pause, she returned to real estate in Upstate New York, where she honed her skills, eventually establishing her brokerage,

Tug Hill Real Estate. By 2019, Sue had built the dominant listing company in her area, setting a standard of excellence before relocating to South Carolina.

Upon arriving in the Upstate SC, Sue faced the challenge of acclimating to a new market. She embraced the opportunity with her characteristic energy, diving into community connections and learning the nuances of the Southern real estate landscape. These efforts paid off, leading to the launch of Savvy Realty, LLC in May 2024. Partnering with Allen Tate enabled Sue to leverage established systems while focusing on building a company grounded in education, accountability, and exceptional service.

"I believe in creating an exceptional experience for every client," Sue shares. "Success in real estate is about truly understanding and achieving your client's goals." Her approach emphasizes education and market knowledge, ensuring her clients are well-informed partners in the process. Whether helping families find their dream homes or mentoring agents to reach new heights, Sue's dedication shines.

A standout moment in Sue's career reflects her unique connection with clients: During a property tour on Lake Keowee, her client jumped into the lake & then decided to make an offer without ever entering the house. Sue works with clients for months & often years and the trust Sue fosters often transcends transactions, transforming relationships into lasting friendships.



“
Sue Brown isn't just selling homes—she's helping people start new chapters with a thoughtful, exceptional experience that leaves a lasting impact.

As a leader, Sue draws inspiration from her former broker, Debbie Moran, whose encouragement and wisdom continue to influence her approach to business. Sue channels this mentorship into her work with agents at Savvy Realty, fostering growth through education and support.

Outside of real estate, Sue cherishes time with her family, including her husband George, their two grown children, and their new granddaughter. Sue and George have been together for 29 years and during that time they have enjoyed buying, selling, building, or renovating homes in their spare time. Together, they share a love for boating, traveling, and exploring the beauty of the Upstate.

Sue's dedication extends beyond her business, as she actively supports charities like Anderson Lights of Hope, (which is a local charitable organization that advocates for the disadvantaged.) Toys for Tots, and hurricane relief efforts in Western North Carolina.

To aspiring top producers, Sue advises, “Connections are like gold. Keep track of your contacts and nurture those relationships. Be a professional in all you do and always go the extra mile.”

Through her journey, Sue has overcome challenges with grace, proving that resilience and intentionality lead to success. Her story inspires those who strive to blend passion and professionalism, all while making a meaningful difference in the lives of others.

“
Success is not final; failure is not fatal. It's the courage to continue that counts.”
- Winston Churchill





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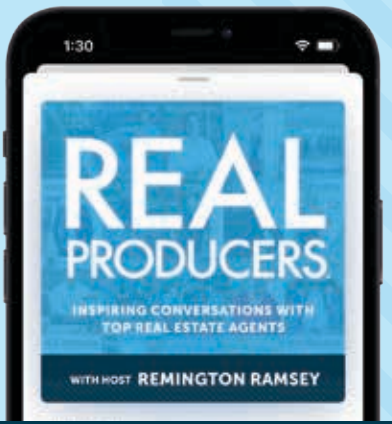
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STEAMATIC of Greater Greenville

PHOTOS BY: TRES DABNEY (TRUE NORTH PRODUCTIONS)

In Simpsonville, South Carolina, nestled amidst the quiet charm of the Upstate, Steamatic of Greater Greenville stands as a beacon of hope for families and businesses alike, providing expert restoration services for over two decades. Founded in October 1999, the company has become a trusted name in the region, offering everything from fire and water damage restoration to air duct cleaning and mold remediation. But what truly makes Steamatic remarkable is not just the services they provide, but the dedicated team behind them—particularly senior project managers Keith Petite and John Averio.

Both Keith and John have long been pillars of Steamatic, bringing years of experience, certifications, and a shared commitment to exceptional service. As project managers, they are available 24 hours a day, 365 days a year, ensuring that Steamatic's customers can count on them when disaster strikes—no matter the time of day or night. With their extensive expertise and access to a backup team of temporary assistants, they guarantee that every job gets done efficiently, no matter how challenging it may be.

Keith and John's dedication goes far beyond their technical knowledge; they are driven by a passion to help others and restore what has been lost. They know that every project, whether big or small, is an opportunity to rebuild not just structures but lives. Their expertise,

combined with their willingness to go the extra mile, has made them a trusted resource in the community, offering peace of mind to those who need it most.

At the heart of this team is Clint Aycock, owner of Steamatic of Greater Greenville, who emphasizes that the company's success is a direct result of the commitment and integrity of people like Keith and John. Clint, with 39 years of experience in restoration, founded Steamatic in Simpsonville with a mission to help others rebuild after disaster strikes. Over the years, he has worked alongside a dedicated group of employees who share his passion for service, including Keith and John.

Steamatic's values of teamwork, trust, and professionalism have not only earned them the loyalty of customers,

but also the respect of the community. The company goes above and beyond, participating in local charities and encouraging employees to volunteer their time and resources for causes that resonate with them. Clint often reflects on the moments that make his work meaningful—like when he helped a client, Priscilla Bridges, who survived two devastating fires. For Clint, it's the personal connections made in times of crisis that truly define success.

Steamatic's approach to restoration is grounded in family values, integrity, and an unwavering commitment to excellence. From the routine cleaning jobs to the high-stakes disaster recovery projects, every team member, including Keith and John, embodies these principles. Their combined expertise and dedication ensure that the company



FOR CLINT, IT'S THE PERSONAL CONNECTIONS MADE IN TIMES OF CRISIS THAT TRULY DEFINE SUCCESS.

remains a trusted partner for those in need of restoration services.

As Steamatic of Greater Greenville continues to grow, it remains a testament to the power of resilience, service, and community. Thanks to leaders like Keith Petite and John Averio, the company is not just restoring homes and businesses, but helping to rebuild the very fabric of the community itself.

➤ For more information about Steamatic of Greater Greenville or to request their services, visit:

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