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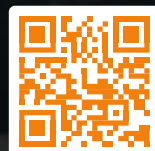
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Contents



Macaulay
Property Group **40**
COVER STORY

PROFILES



20 Angie Beshears



30 Emily Berryman

12



William Griggs Photography

44



Toast to the Top 300 Recap



IN THIS ISSUE

- 5** Meet the Team
- 6** Preferred Partners
- 8** Publisher's Note
- 12** Partner Spotlight: William Griggs Photography
- 20** Rising Star: Angie Beshears
- 30** Broker Spotlight: Emily Berryman
- 40** Cover Story: Macaulay Property Group
- 44** Toast to the Top 300 Recap

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We just wrapped our annual **Toast to the Top** event, and what an incredible celebration it was. The energy in the room was electric, the conversations were rich, and we were absolutely thrilled by the turnout. To see so many dedicated, driven, and generous real estate professionals gathered under one roof reminded us why this event matters — and why it continues to grow year after year.

Toast to the Top has always been more than a champagne toast and a photo op. It's a moment to pause and reflect on the work we've done, yes — but more importantly, it's a chance to connect. To network. To collaborate. To be in a room full of people who understand the hustle and the heart it takes to succeed in this business. And this year, that spirit of connection was more powerful than ever.

Real estate can feel solitary at times. Many of us are independent contractors,

building our own brands, chasing our own goals. But what we're reminded of every year at Toast to the Top is this: we go farther, faster when we go together.

When we share ideas, tools, and strategies — we all rise. When we cheer each other on, refer business, or simply take a moment to listen and learn from one another, we create a ripple effect that lifts the entire industry. That's the beauty of networking with purpose — and that's exactly what we saw on full display.

There is something powerful about being in a room full of professionals who are both high-achieving and high-support. At Toast to the Top, we celebrate those who've reached new heights, but we also spotlight the power of community. It's a reminder that the most meaningful success isn't just measured in transactions — it's found in the relationships we build along the way.

So, whether you're a seasoned agent or just starting your journey, I hope you walked away from this year's event with more than a glass raised in your honor — I hope you left with new connections, new ideas, and a renewed sense of purpose. Because in this business, you don't have to go it alone. There's room at the top for all of us, especially when we help each other get there.

Thank you to everyone who joined us. Thank you for showing up, for sharing your knowledge, and for celebrating each other. Here's to collaboration, to generosity, and to the truth we see come alive every year: **together, we go farther.**



With gratitude,
Jeff White
Owner/Publisher



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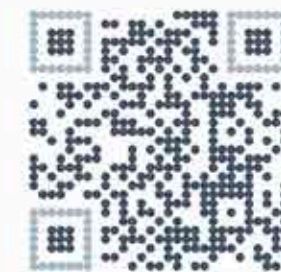
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MEET
William Griggs
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**TURNING
PASSION
INTO A
THRIVING
BUSINESS**

BY ANDERS CLARKE • PHOTOS BY WILLIAM GRIGGS

Sitting in a corporate office working in brand marketing didn't feel right to William. He didn't feel passion or inspiration for what he did, so he decided to make a change. He loved to stay busy and in motion, so he started flipping houses with his former father-in-law. He enjoyed the work much more and got to learn as he went. When they needed pictures to list the house, he was asked to do it himself. Even though he was a former art student, he had no experience in photography. He even recalls thinking of it as cheating. As a former sculptor and painter, it just seemed too easy. But he bought a camera, looked up some tutorials, and took some photos.

As it turns out, he had a knack for it. Soon after listing the property, he was contacted by other real estate agents who were impressed with his work to shoot their listings. He agreed to shoot their homes as well. He recalls thinking, "I realized I really enjoyed it right from the start. I wasn't aware of what financial opportunities there were." Over the next several years, he continued his work as a contractor before moving to Chattanooga in 2019 with his family. Once he got to Chattanooga, he decided to really invest in his photography skills, starting a business in 2020.

The first year in a new city brought many different challenges for him. Starting a new business in a place he had no network was a challenge, but William was ready for it. He got involved in the market and started making connections. As he earned new relationships, his network grew, and he was introduced to more. By the second half of 2020, his business was established, and he had grown a solid client list. By the end of 2024, William worked his way to a strong pace of over 700 houses by year's end.

One of the biggest keys to William's success has been his commitment to building strong partnerships and relationships. Coming into Chattanooga with no connections, the first step was to network and build trust at the grassroots

level. He works hard to build and maintain the relationships he has. He knows his role is important in the selling process, helping attract buyers and close deals quickly for his clients. Building one relationship at a time, he proves himself through his work ethic, quality of work, and getting jobs done quickly.

William started his business as a solo entrepreneur. He had a vision of what he wanted to do and how he wanted to do it. While it has evolved as he has learned, it's also been one of the key factors in helping him generate a loyal clientele. One of his biggest obstacles is time. As he says, "There's only so much time and there's only one of me." When he hired another photographer, he was able to teach and learn alongside him and grow in the process. It allowed him to re-evaluate best practices in his business, clarify his processes and techniques, and find new and improved ways to deliver top-tier service. "It helped me to question how I was doing things," he admits. The partnership has shifted him towards a mentor role more than a manager and continues to benefit them both.

While his photography work is excellent, what sets William apart is his approach to service. "The photography part is only half of what a real estate agent is looking for," he states. He is always looking to improve and expand the value he provides to real estate agents. "I was trying to identify what their pain points were so that I could solve those problems for them," he claims. He will often ask his clients, "What can I do better?". His ultimate goal with each client is to make their lives easier in as many ways as he can. "If I didn't make their life easier, they wouldn't pay me," he says. By getting jobs done quickly and communicating through the process, he can set his clients up for success and ensure he doesn't stretch himself too thin.

The biggest motivation for William is his daughter. Now seven years old, he works hard to provide her with great opportunities and sets aside plenty of time to enjoy together. He will show



**“IF I DIDN’T
MAKE THEIR LIFE
EASIER, THEY
WOULDN’T
PAY ME.”**

to 15-20 tournaments annually. “That’s such a big part of my life and one of my biggest passions,” he remarks.

Starting his own photography business has granted William everything he was looking for in a career. Not one to sit behind a desk, he loves the ability to explore Chattanooga, visiting new places and meeting new people every day. Every day is a new experience, and he is grateful for the opportunity and proud of what he’s built. Photography allows him to use his artistic skills to showcase homes in creative and interesting ways. “I get to see other pieces of how people live and their worlds through the lens of a camera,” he says. Getting to work with real estate agents allows him to help others using all the skills he’s developed. Making a living doing something he loves and providing for those he cares for is exactly where he wants to be.

up to support her at school events and whatever activities she’s involved in. Thanks to his solid processes, he’s able to manage his schedule well and get plenty of family time without risking his quality of service.

When he isn’t spending time with his daughter, you can probably find him playing beach volleyball. When he moved to Chattanooga, he wanted to find a way to get involved. He found a local beach volleyball team and joined soon after arriving. He loves the nature of the game, enjoying the competition and intensity required to play along with the camaraderie with his teammates. He often competes, traveling



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MEET ANGIE BESHEARS

BY ANDERS CLARKE
PHOTOS BY WILLIAM GRIGGS

Angie Beshears didn't set out to become a real estate agent. In fact, her professional roots were planted firmly in the classroom, where she spent four years teaching high school math. But when she stepped away from teaching to focus on raising her growing family, a new path quietly began to unfold—one that would eventually lead her to a thriving real estate career rooted in empathy, experience, and a deep love for people.

After she and her husband David bought their first home as newlyweds in 2004, they quickly discovered the value of putting in sweat equity. With a practical approach and a long-term financial mindset, the couple renovated and sold that home—then repeated the process again and again. Over the next 21 years, they moved 11 times, turning each house into a learning experience. What started as a strategy to build equity became a family rhythm, and eventually, a personal passion for Angie.

She didn't grow up around real estate, but Angie approached each move with curiosity and dedication, teaching herself about loans, appraisals, inspections, and market strategy. She soon realized she wasn't just flipping homes—she was developing an instinct for real estate. And with each move, the process became more exciting and rewarding.

In 2016, after their youngest child turned one, Angie got licensed—initially to manage their own transactions and earn part-time income. But her natural skill, honesty, and attention to detail quickly caught the attention of friends and family, and referrals began to roll in.

How She
Turned a Passion
for People into a
Purpose-Driven
Real Estate
Career



When the Beshears family moved to Ooltewah four years ago, Angie decided to pursue real estate full time. She hasn't looked back.

She believes that success is built not on flashy marketing or algorithms, but on relationships.

Angie's teaching background continues to serve her well. The skills she once used in the classroom—problem-solving, communication, and helping others feel confident in complex decisions—are now the cornerstones of her work as a real estate agent. She approaches each client with patience and clarity, always striving to make them feel informed, empowered, and cared for.

Having moved so many times herself, Angie brings a rare kind of empathy to her work. She understands what it feels like to pack up a life, navigate uncertainty, and start fresh. That personal experience allows her to connect deeply with clients, whether they're first-time buyers, growing families, or out-of-state relocators. She doesn't just guide them through the process—she walks alongside them as a steady, trusted partner.

Angie is also a numbers person at heart. With a strong foundation in mathematics, she isn't afraid to dive into the details, whether that means comparing offers on a spreadsheet or analyzing market trends. Her clients know that when it comes to the financial side of real estate, she's always thinking two steps ahead. She's also passionate about technology and frequently uses digital tools—from virtual tours to online staging—to make listings stand out and transactions more seamless.

When her family settled in Ooltewah, Angie joined Realty One Group Experts, a modern brokerage that aligned with her values of innovation, collaboration, and continued education. She was drawn to the Chattanooga office's energy and sense of community and found in it a group that encourages and supports one another.

But even in a fast-moving business such as real estate, Angie's approach remains grounded in personal connection. She believes that success is built not on flashy marketing or algorithms, but on relationships. Her clients often become friends,

and much of her business comes from referrals and repeat customers—people who trust her, not just as a professional, but as someone who genuinely cares.

Outside of work, Angie is happiest spending time with David and their four children—watching old movies, playing board games, or hiking together on a sunny weekend. She loves supporting her kids' activities, hosting friends, and volunteering through her church. Her life is full, and she's grateful for the chance to work in a career that blends her passion for helping others with her love of home and community.

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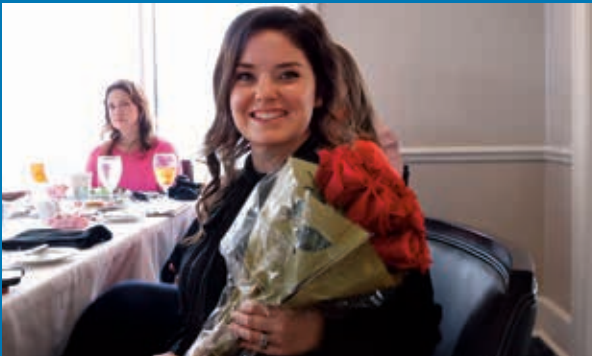
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How does Chattanooga Real Producers work?

Connecting. Elevating. Inspiring.

For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

Distribution: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication.

But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don’t just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.



Connections: We love connecting REALTORS® and BUSINESSES in a variety of creative ways. If you ever would like a personal introduction, we would love to arrange it.

Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.

Contribution: If you are interested in contributing, nominating REALTORS® for certain features, know of top-notch affiliate partners who should be a part of our community or would simply like to network, please email me at any time. I look forward to hearing from all of you!



Jeff White
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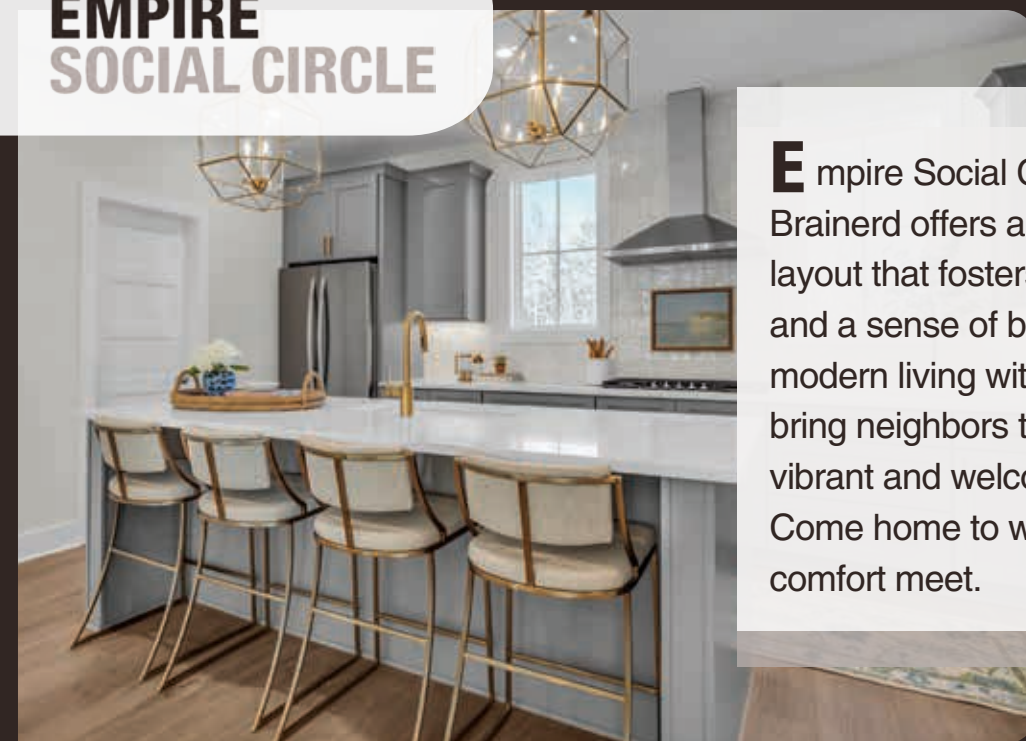
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Leading with Heart



MEET *Emily* BERRYMAN

BY ANDERS CLARKE • PHOTOS BY WILLIAM GRIGGS

Emily's path to real estate started with investment properties near Atlanta and Marietta. After spending some time working in real estate, she fell in love with the industry. She wanted to expand on their own investment properties and wanted to help others do the same, so she decided to get licensed in 2017. She found her way to Zach Taylor Real Estate and loved the value the brokerage provided. Years later, she serves both her own clientele and the agents in her office as the broker for Chattanooga.

One of the biggest motivators for Emily is the love for learning and teaching others. They say the best way to learn is to teach someone else, and Emily embraces every opportunity she can for both. In a former career as a Dental Assistant, she liked to help educate her patients. Later on, she started a CPR training company and felt she made a real impact on many lives by empowering others to help.

As a broker now, she thrives on the success of her agents. "I really love giving back with my time and knowledge," she states.

Just as she benefited from the training and education offered to her, she now gets to share that with others. "I feel like I'm a teacher at heart," she admits. Helping others figure their processes and business out and getting that "lightbulb" moment is a blessing for her as well.

Emily firmly believes that making sure each agent is happy with their direction is important. It starts a trickle-down effect that will have an impact on the entire organization. She takes her role seriously and works hard to ensure she is helping agents to the best of her ability. "I get so much out of it, it's so rewarding on many levels," she admits with a smile.

The relationships she builds in life are the keystone of her approach. From clients to fellow agents, she claims, "I lead with heart, knowing that success follows those who lift others up." Authenticity, integrity, and service drive all her decisions. Combined with a positive attitude, she has forged great partnerships and friendships among the community and with her clients.





Zach Taylor Real Estate empowers her to provide the best value she can for all their agents. Despite Zach Taylor's smaller relative size, they boast some serious firepower. With the largest real estate YouTube channel they provide hours of instruction, information, and perspective on various aspects of real estate and the real estate agent lifestyle. They also host several real estate classes per week that are open to any agents, regardless of brokerage. "We give all of this real estate knowledge away for free," she states. With a foundation in collaboration, Emily feels

she has found the perfect match with her own goals.

Despite working as a broker for her office, Emily never wants to give up the opportunity to serve clients personally. One of her favorite feelings is getting to hand the keys to her clients on closing day and seeing their excitement and joy. "I don't know if I could ever give up the agent side of it," she admits. She recalls one challenging FSBO that turned into a challenging partnership amid the Covid lockdown. However, due to her persistence and commitment, she worked

alongside her lender friend to help pre-approve the buyers at a table at the open house she was hosting, ending with all parties happy.

In order to continue teaching others, Emily ensures she is always learning. She is constantly absorbing information and improving

her skill set. She knows if she wants to help others achieve success, staying sharp is her best course of action. However, she also loves to learn in her free time. She often takes trips with friends or family to historic places, engaging with local or world history on trips around the world. "I'm a lifetime student

of everything," she says. She also has an annual trip with friends to Myrtle Beach where she gets a week to relax and enjoy.

While she includes her agents as a part of her extended family, she also has a husband Nick and two children, Frankie and

Jason. Frankie is a Collegiate Recovery Program Manager at Kennesaw State University while Jason works with Nick flipping houses for their own portfolio and handling any needs their clients might have for their personal homes. She loves to spend as much time as she can with them.

For Emily, real estate is far from a financial career. Her focus has always been on helping others and learning as much as she can. Collaborating with other agents, regardless of brokerage, is how she has always conducted her career. "I don't see any agent as competition. I

see them as a partner," she says emphatically, "Ultimately the client is going to benefit from both of our knowledge." By forging strong relationships and leading with an open heart, Emily strives to leave a lasting, positive impact on everyone she meets, however brief.

*"I lead with heart,
knowing that
success follows
those who lift
others up."*



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We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



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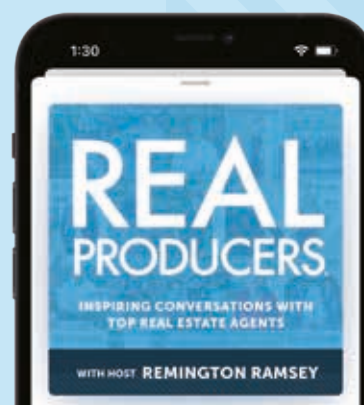


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Where LUXURY Meets HEART:

The Story Behind
Macaulay Property Group

“
We don’t just want to
close deals—we want
to build something
MEANINGFUL.”



BY EMILY DANIEL
PHOTOS BY CREATIVE REVOLVER

Macaulay Property Group approaches real estate with a refreshingly unique perspective. Their heartfelt method seamlessly blends luxury with authentic, genuine connection. At the helm of this boutique group are two dynamic leaders — Matthew Macaulay and Morgan Ellis — whose partnership is rooted in shared values, complementary strengths, and a belief that home is more than just a place: it’s a feeling.

Together, Matthew and Morgan found the perfect home for their business at Real Broker—a modern, forward-thinking brokerage that reflects their own values of innovation, kindness, and collaboration. With cutting-edge and user-friendly technology, a curated luxury division, and a culture grounded in the mantra “Work Hard. Be Kind.”, Real Broker offers the ideal foundation for Macaulay Property Group to grow and serve at the highest level.



“
Real estate is
personal. It’s about
home, & home is
EVERYTHING.”

International Flare

Matthew Macaulay, founder and team lead, brings a uniquely international perspective to the Scenic City’s real estate landscape. Born and raised in London, his path took him from the UK to Sydney, Australia, before ultimately landing him in Chattanooga in 2015—a move he describes as life-changing. With a background in creative industries, Matthew has always valued the power of storytelling and design, which translates into his marketing approach. Though Matthew enjoys the creative elements of real estate, it’s truly the people who make this career meaningful.

“From clients to vendors, I believe real estate is all about genuine connection. My greatest joy comes from truly understanding my clients’ needs and working to secure the best possible outcome for them—bridging the gap

between their vision and the homes that truly fit their lives,” he says. From initial consultation to closing day, Matthew brings a mix of calm confidence and creative insight that sets the tone for the entire Macaulay Property Group experience.

At home, Matthew shares life with his wife, Micah, their daughter, Eliana, and their beloved mini cockapoo, Ruby and 1 year old Bernadoodle, George. A lifelong sports fan, you’ll often find him cheering for Manchester United and the Dallas Cowboys, or—if you dig deep enough on Spotify—discovering his hidden talent: music, written and recorded with his wife.

Rooted in Chattanooga, Driven by Creativity

Morgan Ellis, sales partner and operations lead, is the grounding force behind Macaulay Property Group—

bringing organizational brilliance, strategic insight, and a heart-first approach to every detail. Known for her data-driven mindset, refined eye for design, and calm presence, Morgan offers clients a rare blend of clarity and care throughout the real estate journey.

“Whatever the goal, my aim is for every client to feel understood and supported through the entire experience,” she shares. Morgan’s passion for design runs deeper than aesthetics—it’s about possibility. Whether she’s curating a listing to stand out in a competitive market or helping buyers envision a home’s potential, her creative perspective is a cornerstone of the brand. She’s a Nashville native who fell in love with Chattanooga during her time at the University of Tennessee - Chattanooga, Morgan is now deeply rooted in the community she calls home. She loves dinner dates with



her husband (Calliope is a current favorite), investing in their church and neighborhood, slowly transforming their house into home, and soaking up life with their baby daughter, Holliday.

A Brand That Lives Its Values

At Macaulay Property Group, luxury doesn’t mean impersonal—it means elevated. Their mission is to deliver concierge-style service with expert knowledge and genuine care. Every transaction is tailored, every client treated like family. Their brand is built on core values that are not just buzzwords—they’re lived out every day: family, creativity, integrity, care, transparency, and fun.

When asked what they want readers to know, both Matthew and Morgan echoed the same sentiment: “We don’t just want to close deals—we want to build something meaningful. Real estate is personal. It’s about home, and home is everything.”

They also share a deep commitment to giving back. Macaulay Property Group proudly supports Be the Change Youth Initiative and the Down Syndrome Community of Greater Chattanooga—two organizations close to their hearts and families.

Passion, Perspective, and Partnership

As the Chattanooga real estate market evolves, Matthew and Morgan both anticipate continued growth and opportunity, especially in the luxury space as it continues to grow both locally and nationally. Matthew brings the vision, the relationships, and the creativity. Morgan brings the strategy, the structure, and the design. Their shared secret weapon is how deeply they care for their clients and community. And in an industry where that’s not always a given, that’s exactly what makes Macaulay Property Group stand out.

Be Kind. Be Bold. Be Home.

Welcome to the Macaulay Property Group way.

Connecting. Elevating. Inspiring.

Our *Toast to the Top* event on April 8th at 50/50 Wine and Martini Bar in Chattanooga was a spectacular evening of connection, celebration, and community spirit.

Set in the heart of Chattanooga, 50/50 Wine and Martini Bar is a stylish, welcoming venue known for its sophisticated atmosphere, creative cocktails, and carefully curated wine list. Owner Clarke Holt, a passionate entrepreneur and hospitality expert, has built 50/50 into a local favorite, blending upscale comfort with an easygoing, community-first vibe. Clarke's commitment to fostering connection made 50/50 the perfect backdrop for our event.

The night was filled with laughter, lively conversations, and a shared spirit of collaboration over competition — exactly what *Toast to the Top* is all about. We are incredibly grateful to everyone who came out to celebrate with us and to Clarke and the entire 50/50 team for making the evening truly unforgettable.

A special thank you as well to our event sponsor, **Nate Byram** at **The Byram Group/Cross Country Mortgage**, whose support helped make the night possible. We are so appreciative of partners who believe in celebrating collaboration and success together.

Cheers to continued partnerships and rising together!



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