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MAY 2025

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CHELSEA MARNE
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Meet Gregory & Lisa Harris

+

Dynamic Duo:

Brian & Melinda Hunt

Celebrating

Leaders:

Laura Reid

Preferred Partner:

Atlantic Bay Mortgage

Event Coverage:

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Happy Mother's Day & National Pet Month!

May is a time to celebrate the incredible mothers, mother figures, and the unconditional love of our furry companions. Whether it's the wisdom and strength of a mother's guidance or the unwavering loyalty of a beloved pet, this month reminds us to cherish the love that surrounds us.

In this issue, we shine a spotlight on remarkable professionals who bring passion, dedication, and excellence to the Columbia real estate community. Our Cover Feature, Gregory and Lisa Harris, exemplify what it means to be a powerhouse team in both business and life. Their unwavering commitment to their clients and industry sets a high standard for success.

We also celebrate our Dynamic Duo, Brian and Melinda Hunt, whose partnership in real estate reflects their deep-rooted dedication to serving others. Their synergy and shared vision make them a force to be reckoned with.

Honoring leadership and community impact, we highlight Celebrating Leader, Laura Reid, whose influence in the industry continues to inspire those around her.

And, of course, we extend our gratitude to our Amazing Preferred Partner, Atlantic Bay Mortgage, for their exceptional service and commitment to helping dreams of homeownership come true.

As you flip through these pages, take a moment to celebrate the strong women and cherished pets in your life. May this month bring joy, success, and moments of gratitude for the relationships that make life truly special.



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

Happy Mother's Day and Happy National Pet Month!



Warmest wishes,

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



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MARK
SMITH

Atlantic Bay
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PHOTOS BY: TRES DABNEY (TRUE NORTH PRODUCTIONS)
WRITTEN BY: HEATHER SPRUILL

With 27 years of experience as a mortgage banker, Mark Smith has developed a fantastic rapport with his staff and clients in his community. His willingness to support and educate his many customers on the mortgage lending process makes him and his team the best. In the end, his goal is to make his customer's dreams a reality.

Ready to Be of Service

After attending Winthrop University, Mark began his career working for a national golf company in acquisitions. Though he gained a great deal of knowledge in management and ownership, his free time was practically nonexistent. He was ready to take on a career where he could call the shots. Luckily, a friend who was starting a mortgage company invited Mark to join him. Twenty-seven years later, it is still one of the best decisions he has made.

Mark states, "When I realized how much I would be helping people achieve their goals in homeownership, I knew that this was the career for me. This job has taught me to work with people and, most importantly, how to educate them. I spend most of my time teaching referral

partners and many clients about the market conditions, products, and services we can offer. I am honored to share my knowledge with those in my community."

Mark joined Network Funding, LP in 2005. In 2023, Mark switched to Atlantic Bay Mortgage Group, where he could offer more products and opportunities. The move also allowed him to grow his business in the Midlands by partnering with a Southeast Focused Mortgage Company.

"We provide residential mortgage loans, including products like Conventional, USDA, VA, FHA, and SC State Housing financial options. We offer several First-Time Homebuyer products for lower down payments and down payment assistance programs."

Mark and his team go above and beyond to make every customer a priority. With today's speedy technology, they are just a phone or video call away for a client needing assistance.

"This industry is a people business, and I pride myself in my ability to talk to anyone and everyone regardless of their circumstances. My job is to ensure I do what is best for my clients. I learned a long time ago that if you invest in the people you are trying to help, you will build a lifetime customer and, my ultimate goal, lifelong friendships."

Mark appreciates the relationships he has developed over the years. In 2001, he helped a customer purchase their first home and, over the years, has assisted that customer's family three additional times since. A repeat client is one of the biggest compliments to his rewarding career. Guiding a growing

"This industry is a people business, and I pride myself in my ability to talk to anyone and everyone regardless of their circumstances."



“It is fun to watch the customers I have done business with for years continue to thrive & succeed.”

family through a homebuying journey and helping to shape his community has been a joy for Mark throughout his career.

“Success for me has come from being available when needed, answering the phone when it rings, giving honest feedback to clients, and showing up for my clients. In the end, just having a customer and referral partner smile and say thank you at closing makes it all worthwhile.”

When he is not helping others through the mortgage process, Mark spends quality time with his wife of 24 years, Tania, their three children, and grandson. They enjoy traveling to tropical locations, Jamaica and the Virgin Islands being their favorites. During the summer, they take many adventures out on their boat with family and friends

from Florida to the Abacos in the Bahamas. When he is not relaxing on the beach, he and his team volunteer at We Care Center in Chapin by donating time and food for their cause. And, of course, Mark loves to play nine holes of golf when he gets a moment to himself.

Mark concludes, “Helping people realize their dream of owning a home is my goal. Regardless of their background, I find satisfaction in figuring it out for them when they thought it was impossible. It is fun to watch the customers I have done business with for years continue to thrive and succeed. It is my pleasure to be a part of their personal and professional lives.”

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Meet Gregory
& Lisa Harris

In the ever-competitive world of real estate, it takes more than just expertise to thrive—true success comes from a combination of passion, integrity, and an unwavering commitment to personal growth. This is the philosophy that has guided Lisa and Gregory Harris, the dynamic husband-and-wife team behind the Lower Latitudes Team at eXp Realty, who are being featured as the cover story of the May issue of *Columbia Real Producers Magazine*. Their journey together in real estate is a testament to the power of perseverance, a deep love for adventure, and a shared vision of success. It's a story that blends professional accomplishment with personal values and a passion for giving back, making them not only industry leaders but also cherished members of their community.

Lisa Harris, with her remarkable 11-year career in real estate, has charted a path that many aspire to follow. With over \$148 million in career volume last year alone, Lisa's success is built on the foundation of determination and dedication. She began her journey in real estate with a deep understanding of lakefront properties, inspired by her own family's love for Lake Murray. Her past experiences in NASCAR and NHRA racing, along with her marketing expertise from high-profile brands like Animal Planet and Cover Girl, provided her with the tools to excel in her new career. Lisa's first year in real estate saw her securing 33 transactions, setting her on a course to become one of the top agents in the region. She has since been recognized as an eXp Realty Icon Agent and awarded the Central Carolina REALTORS Association Lifetime Member honor, underscoring her outstanding achievements. For Lisa, success isn't just about numbers—it's about building strong relationships with clients, understanding their unique needs, and offering exceptional service, which has set her apart in a crowded market.

However, it is not just her professional accomplishments that define Lisa's success. Her passion for adventure and her love for the water have profoundly influenced both her career and personal life. Lisa, along with her husband Greg, have created a lifestyle that is deeply intertwined with their love for boating and travel. Together, they





*At the heart of their
success is a strong*

FAMILY BOND

*that keeps them grounded
and motivated.*

operate the Lower Latitudes Team with a focus on personalized service and memorable experiences for their clients. Whether it's chartering boats on Lake Murray or offering real estate tours from the water, the Harris family's love for adventure has become a hallmark of their real estate business. This passion for the water is a family affair—Lisa's son Calvin followed his parents' footsteps by joining the U.S. Coast Guard, and their daughter Reese dreams of becoming a marine biologist. For Lisa, the joy of sharing these experiences with her family is a constant source of inspiration. And as a mother, businesswoman, and community advocate, she hopes her legacy will be one of continuous growth, learning, and embracing life's adventures.

At the heart of their success is a strong family bond that keeps them grounded and motivated. While their professional lives are fast-paced and demanding, Lisa

and Greg always prioritize quality time with their children, ensuring that their family remains their greatest accomplishment. Whether it's taking family boat trips, traveling to the Caribbean, or simply enjoying a quiet evening by the lake, the Harris family believes that success is measured not just in business milestones but in the memories they create together. Their home on Lake Murray serves as a sanctuary where they can recharge, reconnect, and share their love for adventure with those closest to them.

No story about the Harris family would be complete without mentioning their beloved Bernedoodle, Ollie. At just three years old, Ollie is more than just a furry companion—he's a source of joy, comfort, and unconditional love. As a trained therapy dog, Ollie shares his affection not only with his family but also with those who need it most. He regularly visits Generations in Irmo and Chapin, bringing

warmth and happiness to the elderly and veterans, offering love straight from his fluffy heart. His gentle nature and intuitive sense of compassion have made a lasting impact on those he visits, proving that sometimes, the simplest gestures—like a wagging tail and a loving nuzzle—can make all the difference. Ollie's gift for spreading joy even earned him a special feature in a children's book, highlighting the power of kindness and connection. Whether he's greeting clients, lounging on the dock, or making someone's day a little brighter, Ollie embodies the spirit of giving that defines the Harris family.

Gregory Harris, Lisa's husband and business partner, brings a complementary set of values and experiences to their real estate business.



With over \$181 million in career volume last year alone, that is \$19.8 million total last year for Greg and Lisa together. Greg with a background in the restaurant industry, where he co-owned successful ventures such as Liberty on the Lake and Liberty in the Vista, Greg's approach to real estate is deeply rooted in providing exceptional service and creating

meaningful connections with clients. His career shift into real estate in 2016 was driven by a desire for more flexibility to enjoy life with his family, and he found a natural partner in Lisa. Together, they've created a powerhouse team that thrives on providing top-tier service while fostering long-lasting relationships with clients. Greg's background in hospitality has taught him

the value of going above and beyond for clients, and this mindset has carried over into his real estate career, where his clients often become lifelong partners.

In addition to his work in real estate, Greg's love for adventure is evident in his hobbies, particularly his passion for sailing. A U.S. Coast Guard-licensed captain, Greg offers boating

charters on Lake Murray, providing unique experiences like sunset tours, island hopping, and even real estate tours for prospective buyers. These adventures are more than just leisure for Greg—they reflect his commitment to a lifestyle of freedom and exploration, which aligns perfectly with his professional philosophy. As he looks to the future,

Greg envisions using real estate as a platform to achieve even greater dreams, including purchasing a sailing yacht and traveling the world with his family once they become empty-nesters. His personal





Their story is one of adventure, passion, and the unwavering belief that success is not just about achieving professional milestones but about

**LIVING
LIFE FULLY
AND WITH PURPOSE.**

motto, “Network, network, network,” emphasizes the importance of building relationships and being present in the community—a strategy that has helped him cultivate a loyal client base and build a strong reputation in the industry.



The Harris team’s story is not just one of business success; it is also a narrative of giving back. Lisa and Greg are deeply committed to supporting their community, particularly veterans. Through their involvement with the Fidelis Family Retreat, a charity that benefits veterans and their families, the Harrises have dedicated their time and resources to honoring those who serve. This sense of service and community is at the heart of everything they do, and it reflects the values they hold dear—values that were instilled in them both by their families. Lisa credits her mother’s strength and tenacity for shaping her

approach to business and life, while Greg draws on the lessons he learned from his father about hard work and the importance of family.

As the Harrises continue to build their business and expand their real estate ventures, they are guided by a shared commitment to helping clients achieve their dreams. Whether it’s finding the perfect home, selling a property, or embarking on a new investment journey, Lisa and Greg Harris are more than just realtors—they are trusted advisors and dedicated partners in their clients’ real estate

journeys. Their story is one of adventure, passion, and the unwavering belief that success is not just about achieving professional milestones but about living life fully and with purpose. For Lisa and Greg, the journey is just as important as the destination, and they invite others to join them in embracing life’s adventures—one sale, one relationship, and one milestone at a time.



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EVENT COVERAGE

Columbia Real Producers
2025
KICKOFF
PARTY

A Celebration of Excellence

WRITTEN BY: AMY PORTER • PHOTOS BY: PROPERTY EXPOSURE MEDIA

The Columbia real estate elite gathered in style for an unforgettable evening at the *Columbia Real Producers* 2025 Kickoff Party on Wednesday, March 19. Held at the stunning Expansive Main Street venue, this exclusive event brought together the Top 300 Real Estate Agents in Columbia for a celebration of success, recognition, and connection.

As the doors opened at 3:00 PM, attendees were welcomed to the 3rd-floor balcony, where a vibrant atmosphere set the stage for an afternoon of networking and celebration. With the first 100 guests receiving a coveted 2025 Top Producer plaque, the excitement was palpable as top agents were recognized for their outstanding contributions to the Columbia real estate market.

Publishers Robert & Sierra of *Columbia Real Producers* delivered an inspiring welcome, emphasizing the mission of the magazine: to elevate, inspire, and connect the very best in the industry. The event not only honored the achievements of top REALTORS® but also served as a unique opportunity for industry leaders to forge new relationships and strengthen existing ones.

A highlight of the evening was the recognition of the 2025 *Columbia Real Producers* Class, celebrating both new and returning agents who continue to raise the bar in the industry. Attendees mingled with fellow top producers and preferred partners, sharing insights and experiences that shape the Columbia real estate landscape.

The success of the event was made possible by the generous support of Atlantic Bay Mortgage and New Level Construction, whose sponsorship played a vital role in bringing this premier gathering to life. Their unwavering commitment to the Columbia real estate community was met with enthusiastic appreciation from all in attendance.

With gratitude, energy, and excitement filling the air, the *Columbia Real Producers* 2025 Kickoff Party set the tone for an incredible year ahead. Congratulations to all the top agents recognized, and here's to another year of excellence in Columbia real estate!





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SCAN FOR AN INSTANT QUOTE

A PASSIONATE LEADER IN REAL ESTATE AND BEYOND



For over 18 years, Laura Nugent Reid has been a powerhouse in the Greater Columbia real estate market, transforming dreams into reality for countless buyers and sellers. As the Broker/Owner of RE/MAX Purpose Driven for the past 13.5 years, Laura has built her reputation on integrity, dedication, and an unwavering commitment to excellence. With a passion for leadership and a keen ability to connect with people, she has become a driving force in the industry, specializing in Lake Murray luxury properties and setting a new standard for exceptional service.

Laura's journey into real estate was inspired by her roots. Growing up with 4 siblings, Laura is the second of 5, lending her to be a little serious as an "oldest", but also an "adventurous spirit" as one of the middle children. She was immersed in the world of construction through her parents' successful company Nugent Builders in Pure Michigan. This is where she learned the importance of quality craftsmanship, customer service, and integrity. Frequenting job sites with her Dad and working in the Parade of Homes, she developed a deep appreciation for homeownership and the value of building lasting relationships. After earning a degree in business administration with a focus on sales and marketing, she spent four years in corporate marketing, managing a six-state territory. However, when her husband's job relocated them to Columbia, she found herself drawn to real estate after being impressed by the professionals who assisted with their move. Recognizing her own passion for helping others find their perfect home, she knew she had found her calling.

Over the years, Laura has demonstrated versatility and expertise across various market segments, from land sales and starter homes to multimillion-dollar estates on Lake Murray. As a Certified Luxury Home Marketing Specialist and a longtime resident of the lakefront community, she has mastered the art of selling not just homes, but the lifestyle that comes with waterfront living. She frequently shows properties by boat,

allowing clients to fully experience the serenity and beauty of Lake Murray.

Her career trajectory has been marked by continuous growth and innovation. Starting with Coldwell Banker and ERA, she quickly realized she wanted more autonomy to create a brokerage that embodied her vision—one that prioritized quality over quantity, fostered collaboration among top-producing agents, and embraced a boutique-style environment with a global reach. This vision became a reality with RE/MAX Purpose Driven, where she has cultivated a culture of integrity, learning, and community engagement. More than just a brokerage, it is a family—where agents support one another and truly do life together. With Laura's extensive industry experience and her role as a compassionate yet strong leader, she is not only accessible but deeply invested in the success and well-being of her team. She believes that real estate is not just a profession but a lifestyle, and she is committed to guiding and empowering agents who share her drive and values.



One of Laura's standout qualities is her ability to truly understand her clients. She begins each transaction with an in-depth consultation to uncover their needs, goals, and motivations. Her intuitive approach and vast market knowledge allow her to match buyers with the perfect home, sometimes even before it officially hits the market. A prime example of her ingenuity was when she was showing a couple properties by boat. Although they decided against a particular home, she instinctively knew it would be ideal for

another client—a retired fire chief from Napa, California. Acting swiftly, she conducted a virtual tour via FaceTime, and by the next day, the property was under contract. Her proactive approach and deep connections consistently lead to successful outcomes for her clients.

With an impressive career volume exceeding \$105 million, Laura's achievements speak for themselves. However, beyond the numbers, she credits much of her success to the mentors and colleagues who have shaped her journey. Her professional coach, Tammie, has been a source of wisdom and guidance, helping her navigate the challenges of leadership. She also finds inspiration in her network of RE/MAX broker/owners across the country, as well as the agents in her own office, each of whom brings unique strengths that push her to continuously improve.

Like any accomplished professional, Laura has faced challenges along the way. A self-described recovering perfectionist, she has battled self-doubt and the fear of failure. However, as she has matured in her career, she has embraced the philosophy of working smarter, not harder. She surrounds herself with talented individuals, delegates where necessary, and focuses on her strengths. Now in her 40s, she feels more confident and balanced than ever, having reached a point where she is truly at the top of her game.

Laura's passion extends beyond real estate. As an office, RE/MAX Purpose Driven is a proud supporter of the Children's Miracle Network. Each year,



FOR LAURA,
SUCCESS
IS AN
EVOLVING
CONCEPT.

MEET LAKE MURRAY LAURA

PHOTOS BY: KACIE WOODS (KWOODS PHOTOGRAPHY) • WRITTEN BY: AMY PORTER

Laura's Favorite Quote

"Be the Change you wish to see in the world" -Ghandi



they host a silent auction benefiting the local children's hospital, raising over \$9,000 last year alone, with a goal of surpassing \$10,000 this year. Additionally, a portion of every closing goes toward honor cards for client gifts, further strengthening their commitment to giving back.

At the heart of Laura's life is her family. She and her husband, Matt, have been married for 20 years, a love story that began as blind roommates in Charlotte and has since flourished into a beautiful partnership. They have embraced Lexington, Gilbert, and Lake Murray as their forever home, where they raise their

two children, Matty and Bennett. Their daughter, a dedicated softball player, and their son, a record-breaking track and football star, make them immensely proud. Family adventures often involve outdoor activities, travel, tent camping on the lake islands, wake surfing and Sundays Funday Dock Days spent on the lake—where their dock traffic light is always green for friends and fun.

Outside of work, Laura enjoys the simple joys of lake life, curling up on her screened porch with her Bernedoodle, Remy, and hosting weekend gatherings filled with good food and laughter. She is an avid traveler with a mindset



captured perfectly by the plaque on her wall: "I haven't been everywhere, but it's on my list."

For Laura, success is an evolving concept. In her early career, it was about making a name for herself, serving on boards, and building a solid reputation. Now, it is about balance—continuing to excel in real estate while nurturing relationships, mentoring others, and prioritizing faith and family. Looking ahead, she envisions growing her brokerage with like-minded professionals, expanding her lakefront business, enhancing the customer experience, and even welcoming her son into the industry as he pursues his passion for architecture and real estate investing.

Laura Nugent Reid is more than a real estate broker; she is a leader, mentor, and community advocate. Her ability to connect people, her dedication to her clients and colleagues, and her unwavering pursuit of excellence make her a true Celebrating Leader. Through her journey, she continues to inspire those around her, proving that success is not just about selling homes—it's about creating lasting impact, fostering meaningful relationships, and building a life filled with purpose and passion.

*In loving memory to the most inspirational, hard-working, kind, and full of grace Momma, Carol Nugent
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The DYNAMIC DUO

MEET BRIAN & MELINDA HUNT

PHOTOS BY: KACIE WOODS
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PHOTOGRAPHY (CHELSEA MARNE)
WRITTEN BY: AMY PORTER

In the ever-evolving world of real estate, partnerships can make all the difference, and few exemplify this better than Brian and Melinda Hunt. As the powerhouse husband-and-wife team behind Coldwell Banker Realty – The Hunt Team, they have built a reputation for excellence, integrity, and a client-first approach. With decades of experience between them, their journey together in real estate is a testament to their dedication, resilience, and passion for helping people find their perfect homes.

A Legacy in Real Estate

Brian Hunt's journey in real estate began long before he officially became a licensed agent in 1998. Growing up in a family deeply rooted in the business, he was naturally drawn to the industry. His father's company, Hunt and Associates, played a significant role in shaping his career, allowing him to dive into marketing and land development at an early stage. Brian's experiences over the past 26 years have made him an expert in the Midlands area, particularly in Blythewood, Columbia NE, and Fairfield and Kershaw Counties.

Melinda, on the other hand, came into the industry with a fresh



perspective, quickly proving her tenacity and sharp instincts. From the beginning, she showed a natural ability to navigate complex transactions, a trait that solidified her position as a formidable force in the industry. One of Brian's most memorable moments in real estate was watching Melinda take charge of a high-stakes property deal early in her career, demonstrating her ability to think ahead and negotiate with precision.

A Partnership Built on Strengths

The dynamic between Brian and Melinda is what makes their team so successful. They complement each other's strengths—Brian's extensive industry knowledge and strategic vision combined with Melinda's detail-oriented approach and client-focused mindset create the perfect synergy. Their collaboration is based on trust, respect, and a shared goal: ensuring their clients have the best experience possible.

Their approach to real estate goes beyond simply listing homes; they have developed a comprehensive system designed to minimize risks for their clients. Their method is thorough, structured, and designed to ensure that each transaction is handled with the utmost professionalism and care. The couple takes pride in making the buying and selling process seamless, guiding their clients through every step with confidence and transparency.

Overcoming Challenges and Growing Stronger

Like many in the industry, the Hunts faced significant challenges during the 2010 real estate crash. For Brian, this period became a turning point in his career. Instead of focusing on financial gains, he shifted his



mindset toward helping people in tough situations. This philosophy has remained at the core of their business—putting their clients first and making sure they get the best possible outcomes, regardless of market conditions.

A Commitment to Excellence

Today, Brian and Melinda continue to excel, consistently ranking in the top 1% of agents at Coldwell Banker Realty worldwide. Their commitment to customer satisfaction, teamwork, and collaboration with fellow agents has set them apart in the competitive real estate landscape. They take immense pride in not only helping clients find their dream homes but also assisting those facing difficult circumstances to move forward with dignity and ease.

Life Beyond Real Estate

Outside of work, Brian and Melinda enjoy spending time with their family, including their son, Xan, who will be graduating this year and their extended loved ones. They are passionate about supporting local businesses, schools, and charitable organizations such as Epworth Children's Home and St. Jude. Melinda's love for animals has also inspired them to consider future initiatives supporting pet-related charities.

When they aren't busy closing deals, Brian enjoys playing guitar, golf, and traveling, while



MELINDA'S FAVORITE QUOTE

"Work Smarter, Not Harder"

Melinda brings her creative touch to various home projects. Their definition of success is simple yet profound—living a life filled with happiness, honesty, and meaningful connections.

The Hunts' Advice for Aspiring Realtors

For those looking to make their mark in the real estate industry, Brian and Melinda offer valuable wisdom: "Be yourself, stay focused, and don't compare your journey to anyone else's. Build genuine relationships, quit making excuses, and always put integrity first." Their belief in collaboration and honesty has been the foundation of their success, and they hope to inspire the next generation of real estate professionals to adopt the same values.

A Legacy of Integrity

As they continue to grow their business and impact the real estate market, Brian and Melinda Hunt remain committed to their core principles. They want to be remembered for their honesty, work ethic, and the genuine care they have for their clients and colleagues. Their journey is one of resilience, passion, and an unwavering commitment to excellence—making them truly deserving of the title "Dynamic Duo."



BRIAN'S FAVORITE QUOTE

"You're either green and growing or red & rotting."
"Love who loves you"



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