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PROFILES



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COVER STORY
Margie Sorrell



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Margie SORRELL

HAPPILY EVER AFTER

BY JESS WELLAR
PHOTOS BY ALLIE SANTOS



“Everyone here knows multiple real estate agents, so you can’t get it stuck in your head that just because you know someone they’ll work with you ... You have to establish yourself by showing them you’ll work hard to earn their business.”

Margie “Marge” Sorrell is exactly that kind of agent — a powerhouse full of authenticity and contagious energy. As a REALTOR® with Coldwell Banker Lake Oconee Realty, Margie has built a brand simply known as “Marge.”

That is to say, there’s no fluff and no façade — just a straight-shooting professional who has turned every curveball life threw at her into another reason to serve her clients better.

True Love Story

Born and raised in Greensboro, Georgia, Marge was a three-sport letterwinner at Clarke Central High before heading to Daytona University, where she spent two years playing college softball. She transferred to the University of Georgia’s Grady College of Journalism to earn a broadcast journalism degree, all while bartending her way through classes. In total she has spent almost 15 years in food and beverage, discovering that her knack for making people feel at ease and her love of sales were the perfect match.

Her first real estate gig came in Charleston, South Carolina, in 2005, when a brokerage hired her, then never checked in again. Undeterred, she landed an assistant role at a phased-development firm in Georgetown — “the perfect way to ‘get my feet wet,’” she notes.

Fate intervened when she met the love of her life, Drew, a Salty Sailor, whose wife had left him for another man — which turned out to be Margie’s boyfriend at the time!

“Yes,” she laughs. “That’s really how we met.”

Marge and Drew instantly connected and she never looked back: selling everything she had, she spent two years sailing the South Pacific with her



beau — six months in French Polynesia, island-hopping Tonga, New Zealand, all the way to Australia.

After selling the boat in Brisbane, the couple returned stateside. Marge helped Drew launch a successful events-production company in Greensboro, then transferred her real estate license to Georgia in 2010.

The Right Fit

Eight years ago, Marge joined Coldwell Banker Lake Oconee Realty, setting up



shop in their Lake Oconee office. She leans on a tight-knit staff who expertly handle the details, while her Broker remains just a phone call away.

“My Broker never fails to answer my phone call and that’s such a comfort, because you learn after a while that you will never know everything in this business,” she notes.

In 2024, Marge closed 18 transactions to the tune of \$22 million, and her clients have taken notice: she’s been voted Lake Country’s Best REALTOR® three of the past four years and nominated three years running for REALTOR® of the Year.

Still, she insists that accolades aren’t the endgame: “Success to me is all in the happiness of my clients ... If they’re not happy, I’m not happy, regardless of how much money I stand to make,” she emphasizes.

That client-first philosophy drives everything from her creative social-media videos—often filmed hilariously in the chaos of Publix parking lot — to her entertaining open houses.

“More so than anything I want the people who choose to work with me to have FUN,” she asserts. “For me, in real estate that means F-or sale. U-nder contract. N-ext!”

Adversity to Advocacy

What you see is what you get with Marge — a spirited driver, a few colorful words, occasional clumsy

“

Success to me
IS ALL IN THE HAPPINESS
OF MY CLIENTS ... IF
THEY’RE NOT HAPPY, I’M
NOT HAPPY, REGARDLESS
OF HOW MUCH MONEY
I STAND TO MAKE.”





Shafer (12), Lydienne (10), and Lincoln (9). Both boys play travel soccer, while Lydienne excels at pickleball.

“There is no greater joy for me than being able to watch my kids excel at their chosen sport,” she smiles.

The Sorrells are also huge travelers; Marge’s brood can count their Mexico trips using both hands, Puerto Rico, Panama, Costa Rica, and Europe. Every October, they swap Georgia pines for white sands at Cape San Blas. It’s all part of her mission to give her children experiences over possessions while instilling gratitude for the privileges they enjoy at Lake Oconee.

“When we travel to remote places, I want them to know it takes a lot of hard work to get here, too!” she elaborates.

Marge channels a huge love for entertaining. With her Lake Oconee home currently under renovation, she’s looking forward to when her kitchen — and usual crowd — can return. And when time permits, she’s on the lake boating, the golf course “losing balls,” or enjoying Saturday Game Days in Athens cheering on her beloved Dawgs.

Looking ahead, Marge isn’t one to rest on past successes. She’s currently knee-deep in studying for her broker’s license, aiming to earn it by year’s end.

She intends to keep growing her business “at a comfortable rate” while staying deeply involved with her children’s lives, and aims to grow a team organically when the timing is right to handle such responsibility.

“And there will come a day, in the far, far future where my husband and I have dreams of one day buying a boat and traveling again,” she concludes with a grin. “But that’s retirement age. I still have a long way to go, and a lot of homes to sell, before that happens!”

falls in front of clients and all. But in April of 2023, her true grit was put to the ultimate test. At age 41, she was diagnosed with breast cancer.

“It was far and away the scariest two words I’ve ever heard in my life,” she shares. After three months of scans and four surgeries — including a double mastectomy — she emerged cancer-free and more determined than ever.

Marge credits her busy real estate schedule with keeping her spirits up during treatment.

“I truly believe that real estate saved me, at least from a mental standpoint,” she reflects. “There were many days where

real estate was the only thing that kept my mind off of beating cancer.” Now she’s part of a breast-cancer “sisterhood” consisting of her mom, her aunt, and her cousin — all survivors — paying that support forward. She regularly fields calls at all hours from women newly diagnosed, and she uses her platform to push mammogram awareness.

“Why did I go through that terrifying experience if I can’t help others through it?” she points out. “I’ve talked to countless women to help them through their journey and consider it an honor.”

Family First, Always

Beyond work, Marge’s world revolves around Drew and their three children:

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meet
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WRITTEN BY ELIZABETH MCCABE
PHOTOS BY NORTH GEORGIA PHOTOGRAPHY



In New York City, the air hums with ambition. Taxi horns punctuate conversations, steam curls from subway grates, and the skyline glitters like a promise you can almost touch—if you're willing to work for it. The Big Apple doesn't hand out success; it dares you to chase it, to match its relentless pace, to prove you belong. For years, Richie and Brittany Colombo thrived in that challenge, carving out a multi-million-dollar real estate career in one of the most cutthroat markets on Earth. But even the city that never sleeps couldn't compete with the dream that called them south—a dream of family, space, and a new kind of empire waiting to be built in Georgia.

Building an Empire in the Concrete Jungle

Brittany earned her real estate license in 2016, and Richie followed her lead a year later. In New York, success wasn't about charm alone—it was about precision, persistence, and knowing exactly where to plant your flag.

"The New York rental market was like the Wild West," Brittany recalls. There was



no universal MLS, no master database of listings, and no easy access to apartments. Instead, agents competed fiercely for relationships with landlords who might own anywhere from five to twenty-plus buildings.

"One landlord relationship could lock you into dozens of listings for years to come," Richie says. That strategy became their bread and butter, bringing in a consistent flow of high-value rentals, closing approximately 200 transactions a year.

When COVID-19 sent the city into lockdown, the Colombos adapted quickly—launching virtual showings, leveraging lockbox systems, and expanding into 3D property tours. While many agents left the industry altogether, they doubled their business in 2020 alone.

The Leap to Georgia

The decision to leave NYC was about more than business—it was about the life they wanted to build for their young family. Brittany's best friend lived in Cumming, Georgia, and the pull of raising their children together was strong.

"We wanted more than a 700-square-foot apartment in Manhattan," Richie says.

“We wanted a backyard, a pool, a life where our kids could really grow up.”

Purchasing a home during the pandemic was a daunting task. “We bought our house from our couch in New York City,” says Richie. “It was one of the craziest markets out there,” adds Brittany. “We even wrote a love letter to the seller.” They got the house, only to find out that there was a stronger offer from an investor. “They loved that we were starting a family and were planting roots in the area,” points out Richie. It was a leap of faith for this dynamic duo.

Arriving in Georgia meant starting from scratch. Rentals weren’t lucrative like in Manhattan, so they shifted their strategy toward luxury properties and new construction. Within a month of meeting a high-end custom builder at The Manor Country Club, they were presenting him off-market opportunities—including a \$3.5 million dollar Lake Lanier property.

“He saw our hustle and work ethic right away,” Richie says. “In a week, we brought him more clients than his last agent had in two years.”

Now representing his exclusive portfolio—four luxury homes valued between \$12–15 million—the Colombos are on pace for \$20 million in sales this year, with an even bigger 2026 ahead.

From Stage Lights to Sold Signs

Before real estate, Brittany was center stage—literally. A University of Northern Colorado graduate with a degree in musical theater, she performed in national tours, off-Broadway and on television, supporting herself through bartending. Richie, born in Staten Island and later living in Manhattan, rose through the restaurant industry, managing, bartending, and serving at top establishments in Manhattan, including Bobby Flay’s flagship in Midtown.

It was there Richie first spotted Brittany behind the bar. “I loved her, and I didn’t even know her,” he says. A whirlwind romance followed, leading to marriage, children, and a thriving business partnership.

“We love spending time together 24/7,” Brittany says. “Why wouldn’t we work together?”

Family First

Now settled in Georgia, the Colombos are parents to Cooper, 3, and Zoey, 1. Family is the heartbeat of their lives. Whether

it’s afternoons at the zoo, beach camping with friends, or lazy days by the water, they prioritize creating memories.

“Our friends have become our family here,” Brittany says. “Our kids are growing up with childhood best friends—that’s something special.”



“

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The Colombos are adventurers at heart. They’ve boated on the Hudson River, jumped out of a plane together, explored Italy’s Amalfi Coast, and now spend weekends at their pool or on Lake Lanier. Their love of water and travel gives them a unique perspective when working with luxury lakefront buyers.

Brittany’s passion for fine dining and Richie’s appreciation for bourbon create another point of connection with clients. “We’re big on experiences,” Brittany says. “That’s how we approach our life and our work.”

Keys to Success

Their business philosophy boils down to three things: strategy, hustle, and relationships. They set ambitious goals and relentlessly pursue them, all while keeping integrity front and center.

“Hope is not a strategy,” Richie says. “And it’s always impact over income.”

Brittany adds, “Figure out what makes you unique. For us, it’s not just selling homes—it’s building relationships and creating experiences our clients never forget.”

Looking Ahead

From Manhattan’s concrete jungle to North Georgia’s lakefront estates, Richie and Brittany Colombo have proven that reinvention is possible with vision and grit. In less than four years, they’ve built a thriving business, a close-knit family, and a lifestyle they once only dreamed about.

“God has us,” Brittany says. “Whatever He has for us, we’re going to do it. We have the life we always dreamed of—and we’re just getting started.”



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Leadership in action isn't just a phrase for Nick Taylor—it's the guiding principle that's shaped his career from military service to building a lasting real estate legacy.

Recruitment That Matters

Recruitment has been a recurring element in Nick's life, guiding him from the Marines to building successful real estate teams—Each role a link in the chain that now binds his leadership success.

Nick's introduction to leadership started during his time in the United States Marine Corps, where he served as a Squad Leader for many years.

"Then my neighbor suggested I talk with his broker and consider a job in real estate," Nick recalled. Heeding that advice, Nick accepted a position with an in-town luxury boutique, recruiting their agents—soon advancing to Vice President of Sales Operations.

"When that's all you've ever known and see others succeeding at an extremely high level, you sometimes wonder what they're doing that I don't know yet," explained Nick. "So I left that organization and went on to be the Assistant Team Leader at Keller Williams North Atlanta."

After serving as Assistant Team Leader, Nick sold real estate and managed dozens of institutional flips before stepping into his first full Team Leader role at Keller Williams Reserve in Palm Beach Gardens, Florida.

When the opportunity arose for him to bring his leadership expertise





back home to Georgia, he accepted the position of Team Leader at Keller Williams Community Partners. “That was perfectly in alignment. I’m from Alpharetta originally, so my wife and I knew North Atlanta was where we wanted to raise our family,” he said.

Leadership That Lasts

The mark of great leadership is a lasting impact, and Nick has made a career out of leaving organizations stronger than he found them.

What initially attracted him to Keller Williams was their personal growth. “An environment allowing growth, not just in business, but in mindset and wealth, is very attractive to me,” shared Nick. “They want to inspire that mindset in everyone in the company—not just those at the top.”

“Keller Williams—while a large organization—is also an educational institution in a world where we want to teach and help other people achieve opportunities,” he said. “It’s even given me the opportunity to grow in what I do.”

The culture of the Keller Williams Community Partners in Cumming, GA, left a great first impression on Nick as well. “This is a truly outstanding group of people. They still hold to some of the ways of the old South—where you can ask for a cup of sugar and they’ll gladly give it to you, without expecting anything in return,” he stated. “They’re willing to share their successes and failures—operating like one big family.”

Such behavior, Nick says, is ingrained in their culture. “You either get on board with that culture, or this isn’t the right office for you,” he said firmly.

As the Team Leader at Keller Williams Community Partners, Nick has the privilege of coaching and consulting agents—helping them grow and achieve their individual goals.

“I take the time to get to know each agent and meet them where they are in their career,” explained Nick. “What works for them. What they define as success. Why they got into the real estate business in the first place,” he continued. “Instead of trying to force

them into a box, help them be who they want to become.”

Nick’s leadership style stands out because he takes that extra time to learn about each agent. “A lot of people in my position put everybody in one little box, but I know not everybody fits into the same mold,” he admitted.

He also emphasizes the importance of having recent agent experience, not just leader experience. “Many people in leadership roles haven’t had any substantial experience as an agent in a while,” he pointed out. “Many times while I’m coaching our agents, it’s more of an agent-to-agent conversation—making it more of a ‘real world conversation.’ These are the methods that truly separate a leader from a manager.”

Success That Multiplies

For Nick, every agent’s success is a multiplier—expanding the reach, influence, and impact of the entire team.

“A great leader helps those around them achieve success,” he stated. “If I help our

agents achieve it, then by default, my own success will come along with it.”

True to his philosophy, Nick openly credits the mentors who helped him become a great leader—like Sgt. Andrews in the Marine Corps, who taught him to push people, but treat them like family. “He led his guys in a way I’d never been able to until he showed me to see things from a different perspective,” he said.

“Then there’s Mikel Muffley, who first taught me about the real estate industry. I owe a lot to him,” added Nick. “And James Torance—owner of Keller Williams Reserve—who showed me how to be a leader who dives in—going shoulder-to-shoulder with their agents.”

The wisdom Nick gained from his mentors has multiplied over time, enabling him to invest that same guidance into others.

“I believe that unless you’re taking care of the people you already have, you don’t have the right to find more. Many offices will take anyone with a license and a heartbeat, I think that’s the wrong answer,” he stated. “Invest in the success of the people you already have. Those successful people will then bring more good people into their ecosystem.”

When challenges arise, Nick’s advice is simple: “Just keep going. How do you stay grounded? You’re already on the ground,” he declared. “Just keep fighting; otherwise, you’ll give up and get out of the business.”

“Ultimately, I want a good office of good people that are doing good business—a community-focused organization that supports thriving and growing agents.”

Nick concluded: “As the market is shifting, it’s more important than ever to be at the forefront of advancing technologies and artificial intelligence,” a statement serving as a fitting prelude to his advancing leadership vision for Keller Williams Community Partners.

“

They want to inspire that mindset in everyone in the company—not just those at the top.”





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