

GREATER AUGUSTA

SEPTEMBER 2025

# REAL PRODUCERS<sup>®</sup>

Lesia  
Hensley  
Price  
& Kyle  
Hensley



Partner  
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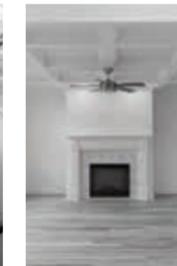
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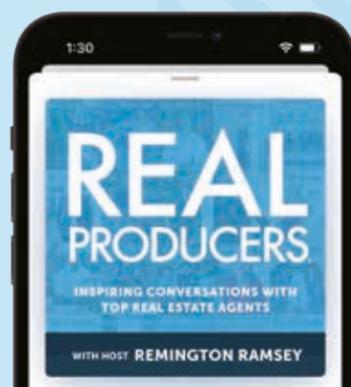
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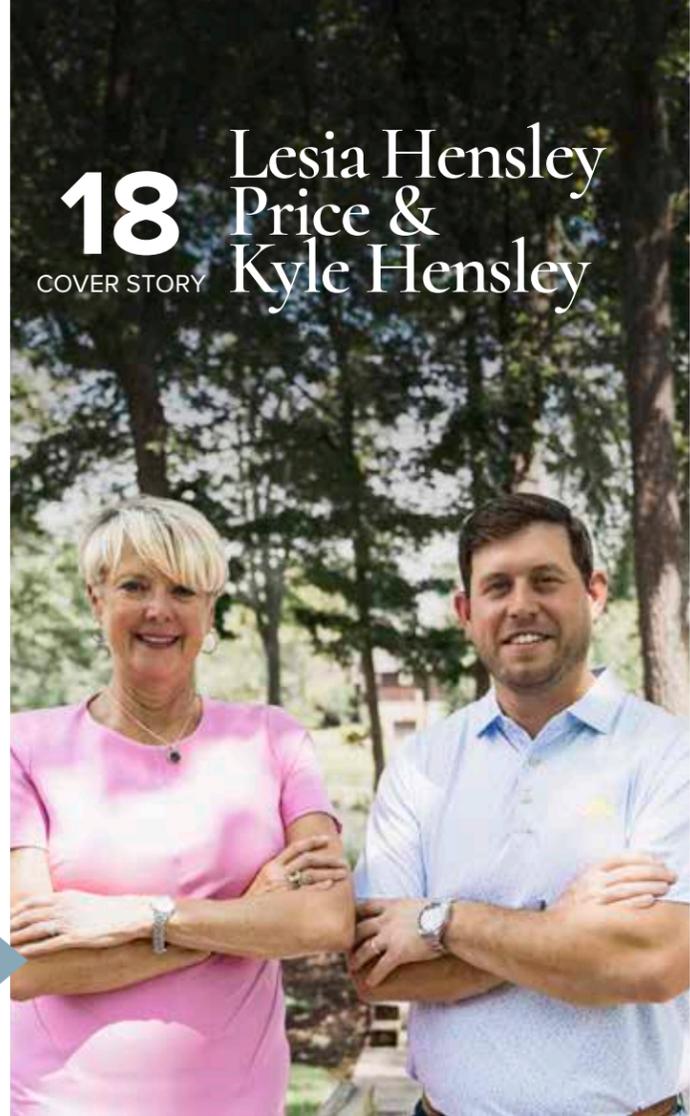
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If you are interested in nominating people for certain stories, please email us at: [Freda.Baker@N2co.com](mailto:Freda.Baker@N2co.com)

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## Meet The Team



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# WHAT IS REAL PRODUCERS?

Welcome to *Greater Augusta Real Producers!*

Providing a platform to celebrate and unite the top real estate professionals across Greater Augusta

BY FREDA BAKER

It's my honor to bring this community to our Greater Augusta area and to celebrate everything that makes you all an outstanding part of the Greater Augusta Real Estate Community. I look forward to highlighting your accomplishments, encouraging your dreams, and recognizing you for your continued excellence in serving your clients.

Real Producers started as a simple idea in 2015 in Indianapolis and has spread across the nation like wildfire. The Real Producers community is now available in approximately 155 markets and is changing the way the real estate community interacts across America. As we embark on this journey, I promise to create platforms to connect this community and forums to recognize and celebrate what makes each one of you iconic. In years to come, I hope to interview every one of you so that I can share your success stories in future issues. I also look forward to celebrating you at our events, providing tools and connections to help you grow your business and representing your passion for this industry that we all share.

Here are some quick facts about Real Producers:

**DISTRIBUTION:** This magazine will arrive in the mailboxes of the TOP 300 agents in Greater Augusta each month. These 300 agents are determined through compiled MLS data from 2024. If you are receiving a hard copy of the publication, it is because you belong to the elite group of the top producers.

**CONTENT:** This publication is all about YOU, the Greater Augusta real estate community. We will be writing personal and unique stories on members of this community, giving you a platform to inspire greatness in others. As we grow, we will continue to add fresh content focused entirely on the top producers and our Preferred Partners. We have NOTHING to sell to real estate agents as it is absolutely FREE to be featured in this publication. To be featured, the agents must be nominated by a peer, leader or person of influence in the Greater Augusta real estate market. We always encourage nominations and love to hear about agents that are making a huge impact in our market.

**PREFERRED PARTNERS:** Anyone listed as a "Preferred Partner" in the index of this publication will also be a part of this exclusive community. You will see them advertised in every issue, attending our private events and being a part of our online community. We do not cold call businesses off the street to join us, nor do we allow any business that approaches us to be a part. One or many of you have recommended every single one of these Preferred Partners that you see in this publication. Our goal is to give you as many resources as possible to add to your arsenal so that you always remain that trusted referral source to your clients and customers.

**EVENTS:** Along with our monthly publication, we will be hosting various social and educational events throughout the year. Our goal is to bring the best of the best together while supporting our local communities; and we fully intend to have a good time doing it! We will be communicating information on upcoming events through the publication, monthly emails, and social media.

**CONTRIBUTION:** If you are interested in contributing, nominating REALTORS for certain features, know of additional top-notch Preferred Partners who would be a great fit for our community, or would simply like to learn more, please reach out to me anytime. I look forward to meeting with every one of you in the future. I would also like to give a HUGE THANK YOU to the Preferred Partners who jumped on board with me so that we could bring *Greater Augusta Real Producers* to life. Also, a huge shout-out to my team that pulled this together without much guidance. You all are incredible, and this first issue is dedicated to you!

I appreciate you all and look forward to seeing you all at our networking events soon!



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# AUGUSTA *flooring*

WHERE EVERY STEP FEELS LIKE HOME

## Augusta Flooring: A Legacy of Quality and Community

For over three decades, Augusta Flooring has been a cornerstone of quality and service in the flooring industry. When the opportunity to take over this well-established business presented itself, **Chris Blackburn** and **Anthony Waite**, two partners with a shared passion for construction and real estate—saw it as more than just a business deal. It was a chance to carry forward a legacy while infusing it with their own vision. With over 10 years of experience flipping investment properties together, they brought a deep understanding of flooring options and their applications, making the leap to acquire Augusta Flooring a natural next step.

## A Fresh Vision Rooted in Tradition

“Augusta Flooring didn’t need a complete overhaul when we stepped in,” says Chris. He goes on to say, “Its 30-year track record spoke for itself. Instead, we focused on giving the business a modern face-lift, blending our personal touches with the strong foundation already in place. Our goal was to enhance what worked while staying true to the values that made Augusta Flooring a trusted name.”

At the heart of Augusta Flooring’s mission is a commitment to unmatched customer service and top-quality flooring. As a family-owned business, every customer interaction is a relationship, not just a transaction. Having been in the area for nearly 20 years, Chris and Anthony have a tremendous amount of experience working with clients, and they both prioritize building lasting connections within the community. “We aim to



Chris Blackburn & Anthony Waite

serve not only our customers today, but their families for generations to come,” states Chris.

## Expanding with Purpose

Like any thriving business, Augusta Flooring is driven to grow—not just in sales but in the services they offer and the communities they reach. Chris states, “as we expand, we’re laser-focused on maintaining the high-quality service for which Augusta Flooring is known. Growth won’t come at the expense of our core values.

Whether it’s a small residential project or a large commercial installation, we approach every job with the same dedication to excellence.”

## Proud Partnership with Mohawk

As the area’s largest Mohawk dealer, Chris and Anthony are proud to align with a brand that shares their commitment to quality. Mohawk’s products are unmatched in durability and craftsmanship, and their unwavering support for their offerings mirrors Augusta Flooring’s



“We aim to serve not only our customers today, but their families for generations to come.”

*Chris Blackburn*

own customer-first philosophy. This partnership allows them to provide their clients with the best flooring solutions on the market, ensuring every project meets their rigorous standards.

## A Vision for the Future

Augusta Flooring is more than a business—it’s a family, a community, and a promise. “As we look to the future, we’re excited to continue serving our neighbors, building relationships, and delivering the quality flooring solutions that have defined us for over 30 years,” says Chris. Here’s to the next chapter of Augusta Flooring, where tradition meets innovation, and “every step feels like home”.



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# ELANA

# Bell

From Military Service to Real Estate Success:  
A Realtor's Journey of Passion and Purpose

PHOTOGRAPHY BY TALEN RABUN, TMRO PICTURES

In the heart of Evans, at Berkshire Hathaway HomeServices Beazley, REALTORS®, Elana Bell has been transforming lives and building legacies since 2021. With an impressive 2024 sales volume of \$8,651,355 across 43 transactions, including \$7,662,755 in new construction sales, Elana has quickly risen to prominence, earning accolades such as the 2022 Rookie Agent of the Year for Berkshire Hathaway, 2023 Rising Star for Berkshire Hathaway, 2023 Berkshire Hathaway HomeServices (BHHS) Leading Society (top 10% globally), 2024 BHHS President's Circle (top 5% globally), and the Sales

& Marketing Council Stellar Recognition Gold Award. But for Elana, real estate is more than numbers—it's a calling rooted in service, resilience, and a deep desire to help others achieve their dreams.

### A Foundation Built on Service and Resilience

Before entering real estate, Elana served as a United States Army Signal (Communications) Officer for 20 years, retiring in 2020. As a single mother, she faced significant challenges, including multiple year-long deployments that meant missing



### A Passion for Real Estate and Building Generational Wealth

The path to real estate was paved by a lifelong love for viewing homes, sparked by a simple interest that grew into a passion. “My uncle instilled in me the belief that it’s better to buy than rent,” she shares. “I knew early on that I wanted to build generational wealth, and real estate felt like the natural path.” This personal conviction, combined with a desire to share knowledge and help others grow, led her to become a full-time realtor dedicated to guiding clients through one of the biggest decisions of their lives.

“Real estate became more than a financial goal—it became a purpose,” she explains. “Helping others navigate this process gives me a deep sense of joy.” Her approach is deeply personal: as a Military Relocation Professional (MRP) and Accredited Buyer's Representative (ABR), she brings specialized expertise to the table. With over two years of new home construction experience and firsthand knowledge from purchasing and managing her own rental properties, she doesn't just talk about real estate—she lives it.

### What Sets Her Apart

What distinguishes Elana from others is her commitment to trust, transparency, and personalized service. “I pride myself on being personable and approachable,” she says. “I actively listen to my clients' needs and wants and make it a priority to keep them well-informed throughout the entire process.” Her military-honed discipline and leadership skills ensure clear, timely communication, fostering confidence in every transaction.

Her favorite saying, “You don't know what you don't know,” reflects her commitment to continuous learning, which she shares with her clients. This mindset, coupled with her

milestones like her youngest daughter's high school graduation. “My faith kept me mentally strong and got me through those difficult times,” she reflects. “Knowing my children were in good hands with my mom gave me the peace of mind I needed to fulfill my duty.” Her leadership experience includes commanding over 100 Soldiers for 26 months and safely leading them through a nine-month overseas deployment. This helped shape her into the resilient, grounded, and driven professional she is today.

Born in Augusta, but raised across the globe due to her stepfather's military career, she spent over eight years in Germany, graduating from Ansbach High School. Her educational background—a Bachelor of Science in Business Management and a Master's Degree in Information Technology—equipped her with a strategic mindset, which she now applies to her real estate career.





dedication to her family—daughters Tybrisha Bowie (30) and Kyneisha Jewett (26), and four beloved grandchildren—keeps her motivated. “My family and my past, current, and future clients inspire me every day,” she says.

#### **Defining Success and Looking Ahead**

For Elana, success transcends financial achievements. “Success is living a life rooted in strong moral values, pursuing meaningful goals with commitment, and making a positive impact on others—while maintaining personal peace and fulfillment,” she explains. “Financial success means reaching a point where your money works for you, not the other way around.” Staying humble and striving to be the best version of herself are at the core of her philosophy.

Looking to the future, she aims to obtain her Broker’s license, expand her client base, and deepen her community involvement. As a member of the Realtors of Greater Augusta Outreach and Legislative Committees, she completes approximately six projects annually, and wants to get involved in additional opportunities. Personally, she dreams of more international travel, complementing her love for family time and reading about real estate and financial markets.

#### **A Legacy of Leadership and Dedication**

Above all, Elana wants to be remembered for her passion and dedication. “I love sharing knowledge and helping people grow as I continue to grow myself,” she says. Her leadership, honed through years of military service and her



unwavering commitment to her clients, makes her a trusted guide in the world of real estate. Whether helping a first-time homebuyer or a relocating military family, she approaches every transaction with the same care and conviction that have defined her journey.

“

I knew early on that I wanted to build generational wealth, and real estate felt like the *natural path.*”



# LESIA HENSLEY PRICE & KYLE HENSLEY

A Partnership of Resilience, Heart and Real Estate Excellence

PHOTOGRAPHY BY EDGAR VILLEDA, STRONGSHOT STUDIO

Lesia Hensley Price has built more than a career in real estate—she’s crafted a legacy. As Vice President at Meybohm Real Estate and leader of LHP and Company along with her son, Kyle Hensley, Lesia’s 23 years in the industry are a testament to resilience, integrity, and an unwavering commitment to her clients. Her journey, marked by personal triumphs and professional accolades, is one of purpose and passion. Within their combined careers, Lesia and Kyle have transacted approximately \$400,000 million in sales and over 1,400 transactions.

#### From Adversity to Ambition

Lesia’s path to real estate wasn’t a straight line. A single mother after a life-altering divorce, she faced the challenge of raising her son with one clear goal: to provide him with the best education and opportunities possible. Before entering real estate in 2003, Lesia spent eight years in sales management and marketing, honing skills in relationship-building, negotiation, and results-driven strategy. These experiences became the foundation for her real estate career, where flexibility allowed her to balance motherhood with building a thriving business.

“Real estate offered me the chance to be present for my son while leveraging my skills to create stability and freedom,” Lesia shares. “Helping families find their home or their fresh start became deeply personal—because I’ve lived it myself.”



“

Helping families find their home or their fresh start became deeply personal—because I’ve lived it myself.”  
*Lesia Hensley Price*



The loss of her father at age seven, and overcoming her mother’s doubts about her potential, further shaped Lesia’s resolve. “Those challenges taught me strength and perseverance,” she says. “I’ve proven those doubts wrong with hard work and a commitment to building a career on my own terms.”

#### **Different Paths--Same Commitment to Excellence**

Kyle’s real estate journey is very different than his mom’s. “I was the youngest team member in a corporate company. One day, our leadership decided to combine two of the territories in our region, which resulted in one too many sales representatives. I was young, and still learning, so the leadership team opted for the more tenured sales representative and asked me to step back and to continue to learn the business from an inside sales position. Lesia (aka Mom), saw my growth as a sales professional in a short time and began to talk to me about joining her. She already had over a decade of experience in the business and saw an opportunity to grow our team,” says Kyle. He goes on to say, “Mom began her career in real estate when I was in middle school. I watched her build her career from the ground up and even helped out from time to time. With my background in sales, transitioning into real estate felt like a natural fit. It combined the skills I’d already developed with an industry I’d been familiar with for years.”

#### **A Team Built on Trust and Results**

Lesia’s partnership with her son, Kyle, who joined her in 2015, has elevated LHP and Company to new heights. Together, they combine Lesia’s seasoned expertise with Kyle’s fresh perspective and tech-savvy approach. Their closing manager, a 15-year team member, adds consistency and trust to their operations. “That kind of longevity matters,” Lesia notes. “It’s about building relationships that last.”

#### **Why LPH and Company?**

Lesia’s team has a business-minded approach rooted in integrity, paired with cutting-edge technology and state-of-



the-art marketing. “We don’t just show properties—we offer real solutions,” Lesia explains. “Every deal is personal, and every client is a priority.” This philosophy has earned both her and Kyle numerous awards, including Best of the Best, Top Listing Agent, Top Sales Agent, Top Listing Team, Top Sales Team, Customer Service Awards, and the prestigious Chairman’s Award, an elite recognition at Meybohm.

Both Lesia and Kyle are proud to be collaborative, strategic thinkers. “Mom and I have very different personalities and perspectives, which allows us to approach situations from multiple angles. By combining our strengths and ideas, we’re able to find the most effective path forward for our clients,” says Kyle.

**Defining Success with Purpose**  
For Lesia, success goes beyond meeting goals. “It’s about growing a personal brand that reflects integrity, resilience, and service,” she says. “Real success moves your life toward purpose, peace, and pride.” Her favorite quote, “This too shall pass,” serves as a grounding reminder. “Whether it’s a tough season or a joyful moment, nothing lasts forever. Stay grounded in the hard times and grateful in the good ones.”

Kyle shared the following: “I define success in business by the satisfaction of my clients. It’s not about the number of homes sold—what truly matters is doing everything I can to help clients achieve their goals. There’s no better feeling than a client reaching out to say thank you or referring a friend, simply because they trust our team and believe in the value we provide.”

**Beyond the Office**  
When she’s not closing deals, Lesia unwinds on the pickleball court, her favorite obsession that keeps her energized. Her personal dreams reflect her hard-earned resilience: she aspires to travel the world with her husband Joe, exploring new cultures and savoring the rewards of her dedication. “Travel represents freedom and the chance to experience life fully,” she says.

In addition to Kyle, Lesia has two other children, Carrie and Megan, as well as four grandchildren: Ella, Reed, Jett and Fletcher (who belongs to Kyle and his wife Cassie). Her family would not be complete without her Jack Russell Terrier fur babies, Yogi and Chewy. It’s hard to believe she squeezes in the NY Times Daily Wordle, Mini Crossword, Connections and Strands to ignite her mind!

Kyle’s idea of relaxing is playing golf—somewhere he feels he can be really present in the moment. One of his favorite quotes is: “Golf is the closest game to the game we call life. You get

bad breaks from good shots; you get good breaks from bad shots—but you have to play the ball where it lies.”  
---Bobby Jones.

**A Personal Mission**  
Professionally, Lesia’s goal is simple yet profound: to continue doing the work she loves, on her terms, for as long as it inspires her. “I’ve built a career with purpose and passion,” she says. “I’ll keep showing up for my clients as long as I feel that spark.”

If there’s one thing Lesia wants the world to know, it’s that her business is about more than transactions—it’s about

creating opportunities. “Every family we serve is a chance to make a difference,” she says. “Whether you’re buying, selling, or investing, we’re here to solve problems, reach goals, and make your next move your best one yet.”

Lesia’s story is one of overcoming obstacles, building a legacy, and serving others with heart. From a single mom determined to provide for her son, to a real estate powerhouse, she’s living proof that grit, heart, and a commitment to excellence can move mountains. How ironic that the son she worked so hard to provide for is now her business partner.



# FAQS

## ALL ABOUT GREATER AUGUSTA REAL PRODUCERS

**Q: Who Receives This Magazine?**

A: The top 300 agents in Greater Augusta based on volume for the previous year and our Preferred Partners receive a tangible copy of the magazine. There are thousands of agents in the region, and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication, and proficiency.

**Q: Do Real Estate Agents Have To Pay For Magazines Or Events?**

A: NO! The magazine and events are FREE to agents and funded by the preferred partners who advertise.

**Q: What Kind Of Content Will Be Featured?**

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention-- we don't know everyone's story so we need your help to learn about them!

**Q: Who Are Our Partners?**

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates as well, so we can grow stronger together.

**Q: Does Real Producers Have Events?**

A: Yes! Along with the magazine, we will host quarterly events exclusive to this community, where you--the best of the best--get together at local venues to socialize, mastermind, deepen connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info on our launch party this Fall!

**Q: How Can I Recommend A Business Or Feature Story?**

A: If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch Preferred Partners who you believe should be a part of our community, or would simply like to network, feel free to email me. I look forward to hearing from you!

Email: [Freda.Baker@N2co.com](mailto:Freda.Baker@N2co.com)

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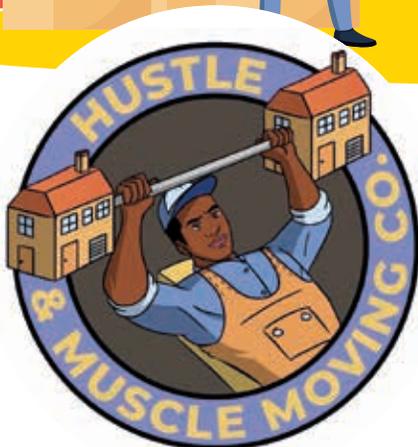
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