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Contents

PROFILES



14 Preferred Partner
Spotlight: Wright McLeod



28 Agent on the Move:
Pam Lightsey



20 Gardelle
COVER STORY Lewis

IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet the Team
- 10 FAQ
- 14 Preferred Partner Spotlight: Wright McLeod
- 20 Cover Story: Gardelle Lewis
- 28 Agent on the Move: Pam Lightsey



If you are interested in nominating people for certain stories, please email us at: Freda.Baker@N2co.com

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FAQ

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!

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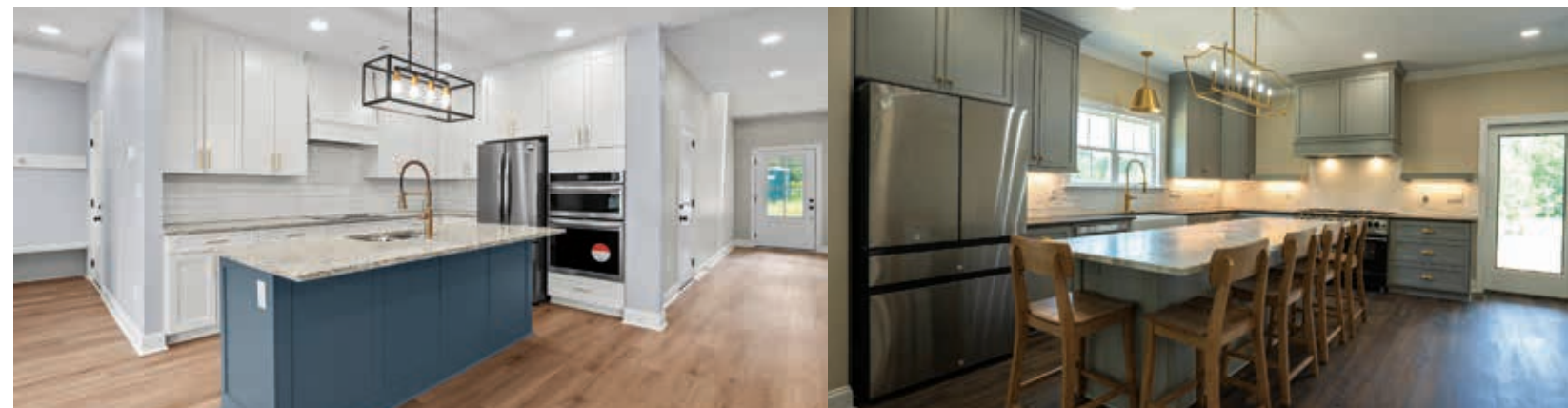


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The Steady Hand of
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PHOTOGRAPHY BY EDGAR VILLEDA, STRONGSHOT STUDIO

In the fast-moving world of real estate, where timelines are tight and emotions often run high, having the right closing attorney can make all the difference. For **Wright McLeod, Attorney at Law**, the role goes far beyond paperwork—it's about guiding people through some of the most significant financial decisions of their lives with clarity, confidence, and calm.

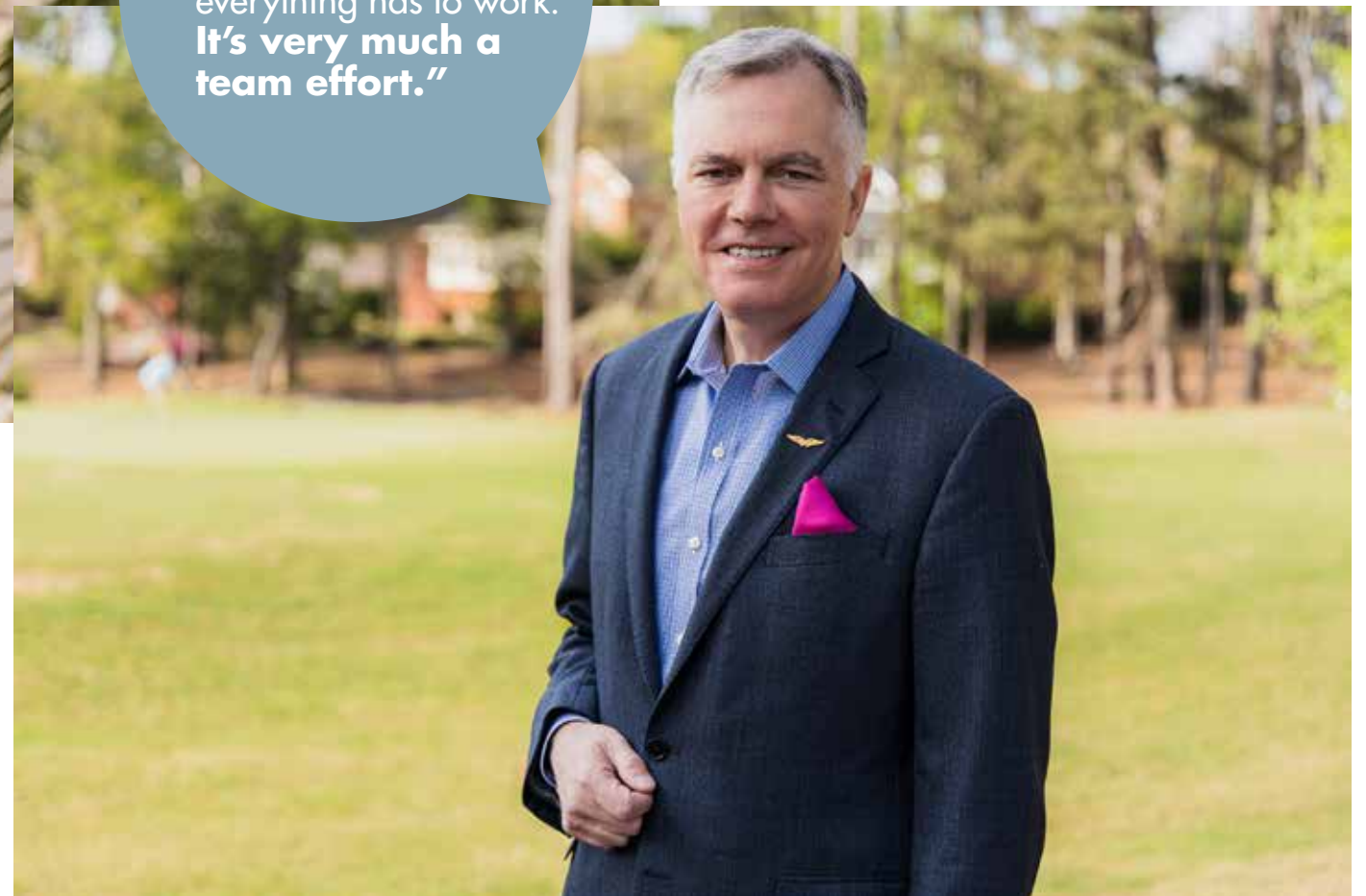
Wright's connection to real estate started with something simple: land. "I've always liked land—buying it, selling it, developing it," he shares. "For most people, it's their biggest

asset, and I enjoy helping them make the right decisions when it comes to it." That passion has evolved into a career built on trust, accessibility, and a deep understanding that no two transactions—or clients—are ever the same.

A Team Effort from Start to Finish

For Wright, a successful closing isn't a one-day event—it's a process. "Pre-closing, closing, post-closing... everything has to work," he explains. "It's very much a team effort."

“Pre-closing, closing, post-closing... everything has to work. It's very much a team effort.”



This collaborative mindset allows him to seamlessly work alongside agents, lenders, and clients, ensuring that every moving piece aligns. His steady, solutions-focused approach keeps transactions on track—even when challenges arise.

Calm in the Chaos

Real estate transactions can quickly become stressful, especially when money is on the line. Wright has developed a philosophy that cuts through the noise: "Speak softly—but with authority." It's a simple approach, but one that resonates deeply with clients who need reassurance and clarity during high-pressure moments. His ability to remain composed helps bring a sense of control to situations that might otherwise feel overwhelming.

Accessible. Approachable. Reliable.

In an industry where communication can make or break a deal, Wright stands out for one key reason—he's always within reach. "Everybody has my cell, and I will call you back," he says.

That level of accessibility builds trust quickly and consistently, reinforcing his reputation as someone clients and agents can depend on—not just during business hours, but whenever they're needed most.

Problem Solver at the Closing Table

Ask Wright about the most challenging part of his job, and his answer might surprise you.

“
Speak softly—
but with
authority.”



“The law is easy—people are hard,” he says with a smile. From last-minute title issues to financing hiccups, Wright has seen it all. Many of his “saved” closings come down to one thing: finding solutions when the original plan falls through—often by identifying alternative sources of funding or creative ways to move forward. And when obstacles appear? “Handle them with grace and a smile,” he says. “Things are generally not as bad as they seem.”

A Voice of Experience

Over the years, Wright has noticed a common mistake buyers and sellers make: staying in a deal when they shouldn’t. “Sometimes the best decision is to walk away,” he advises. “There’s always another deal out there.” It’s this kind of honest, grounded perspective that clients appreciate—guidance that prioritizes long-term outcomes over short-term pressure.

Beyond the Office

When Wright isn’t at the closing table, you’ll likely find him outdoors, embracing a different pace of life. Married with three daughters, two grandchildren, and what he proudly calls a “big work family,” he values time spent both at home and on the family farm, where he enjoys playing “gentle farmer.”

Before his legal career, Wright served as a Navy pilot flying the iconic F-14 Tomcat—a chapter of his life that still holds a special place in his heart. “I miss the camaraderie of a fighter squadron,” he reflects. “I’ve got a lot of great memories... and I’d love one more flight.”

Words to Live By

After years of experience, Wright keeps his professional philosophy simple:

“Return phone calls. Hands down.” It’s a small act that speaks volumes—and one that perfectly captures the kind of attorney he is: responsive, reliable, and committed to doing the job right. 🏠



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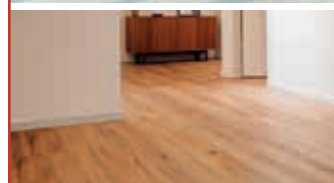
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VILLEDA, STRONGSHOT
STUDIO AT THE HOME OF
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For over four decades, success in real estate has meant more than transactions—it has meant people, relationships, and a commitment to doing the right thing every single time. Since beginning his career in 1983, Gardelle Lewis, a Vice President with Meybohm Real Estate, has built a reputation not just as a top-producing agent, but as someone who genuinely cares about the people he serves.

Experience You Can Trust
With over 43 years in the business, Gardelle's approach

is simple: treat every client with the same level of respect, professionalism, and care—regardless of price point. “I am motivated every day to help people,” he shares.

That mindset has led to consistent success, including more than \$21 million in sales volume in 2025 alone, along with numerous industry awards and recognition as a top individual agent. His total sales volume has surpassed one billion dollars and his accolades include Chairman's Club honors at Meybohm, Elite Silver



“
I AM
MOTIVATED
EVERY DAY
TO HELP
PEOPLE.”



Gardelle Lewis & Ryan Serhant



recognition, and being named among the Best of the Best. He has also been featured in *Smart Money Magazine* highlighting his remarkable achievements in real estate. But for Gardelle, success isn't about awards—it's about helping clients achieve their goals.

Gardelle has worked with clients from all walks of life over the years and he meets them in their space and is sensitive to every detail. His clients are left with a sense of accomplishment and tranquility....having achieved a home that they thought they could only dream of, but that dream became a reality.

Deep Roots in the Community

A lifelong resident of Augusta, he takes pride in the community he calls home. From attending local schools to graduating from Augusta State, his connection to the area runs deep.

That connection extends into his professional and personal life. He is an active member of the real estate community, holding designations such as Certified Residential Specialist (CRS), Military Relocation Professional (MRP), Certified Negotiation Expert (CNE), and Seller Representative Specialist (SRS). He is also a member of local, state, and national Realtor associations, and is recognized in the top 1% of realtors nationwide.

Beyond real estate, his involvement in the community reflects a heart for giving back. He and his family have supported organizations such as the Miller Theater restoration, the CSRA Land Trust, Piedmont initiatives, and the W. Rodger Giles Institute of Inquiry at Augusta Preparatory Day School, among others. He is also a longtime member of St. Paul's Episcopal Church in downtown Augusta. He currently serves on the boards of the Piedmont Augusta Foundation, the Clinton-Anderson Board of Trustees, Historic Augusta, and the Augusta University Advisory Board at the Medical College of Georgia. He previously served on the Augusta Symphony Board, the Salvation Army Board of Directors, the St. John Towers Board, and the Family Y.

Life Beyond Real Estate

At home, life is centered around family. Gardelle and his wife, Nan, who is very instrumental in assisting him with all of the daily tasks that his career entails, have four nephews and one niece, as well as a great nephew and niece. Gardelle values the time he gets to spend with each of them. Gardelle and Nan also have four Scotties...McDougal, Gus, Finley and Annabelle.

Gardelle has always been passionate about vehicles. "I have owned nearly 60 vehicles since



A Family Picture





lovely North Carolina mountain home located in a beautiful gated country club community where he enjoys hiking and playing tennis. You might even find him hanging out in New York city with his good friend, Ryan Serhant, a real estate mogul and star of *Bravo's Million Dollar Listing New York*.

What Truly Matters

In an industry that often focuses on numbers, his perspective remains refreshingly grounded.

"Real estate is about people," Gardelle says. "It's about showing up, doing the work, and making sure every client feels valued and supported throughout the process. Because at the end of the day, the true measure of success isn't just what you achieve—it's how you treat people along the way." ❏



I turned 16," says Gardelle. His favorite vehicle of all time was a 2009 Mercedes S Class 4 door, with a navy blue exterior and a tan leather interior.

When Gardelle isn't working, he likes to travel. You'll likely find him at the beach or lake, or at his



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Serving From the *Heart*

The Story of **PAM** *Lightsey*

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For Pam Lightsey, real estate is about so much more than buying and selling homes—it's about people, purpose, and making a lasting impact. As a solo agent with Courson Realty, Pam has built her business on a foundation of service, relationships, and a genuine passion for helping others navigate one of life's most meaningful milestones: finding a place to call home.

Pam's journey into real estate began in August 2019, but her connection to the industry runs much deeper. Growing up, she watched her mother build an extraordinary career as a Realtor. From riding in the back seat on weekend showings to helping prepare homes for listing, Pam experienced firsthand the dedication and heart it takes to succeed in this business. That early exposure planted a seed that would later grow into a fulfilling second career.

After retiring from Augusta University with 30 years of service, Pam knew she wasn't ready to slow down. She was looking for something meaningful—something that would allow her to continue making a difference while also giving her flexibility. Real estate proved to be the perfect fit. "It's the service to others," Pam shares. "It's the excitement when clients walk through the door and say, 'This is it. It's working through challenges together and celebrating at the closing table. That's what makes it all worth it.'"

Her commitment to excellence has not gone unnoticed. Pam was nominated for Realtor of the Year in 2020, 2022 and 2023, a recognition she considers a true honor. She has also been nominated as Realtor of the Year by her brokerage for four consecutive years, 2022-2025. In 2025, she



was awarded the *Good Neighbor Award*, reflecting her deep dedication not only to her clients but to her community as a whole.

What truly sets Pam apart is her unwavering presence throughout every step of the process. From the first conversation to the closing table—and often long after—she is there for her clients, offering guidance, support, and access to a trusted network of professionals. Her approach is simple but powerful: serve from the heart and always put people first.

“
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[Pam's] commitment to *“Service Above Self”* is evident in every role she takes on.

Outside of work, Pam is deeply involved in her community. She serves as President of the Augusta University Retiree Association, Vice President of the Greater Augusta Partnership for Literacy, and is an active member of several organizations including the Rotary Club of Augusta and the Columbia County Fellowship of Christian Athletes Board. Her commitment to “Service Above Self” is evident in every role she takes on.

Family remains at the center of it all. Originally from Arizona, Pam moved to Georgia in 1984 and has built a life rooted in strong values and meaningful connections. Pam’s dad served in Vietnam and retired from Fort Gordon. Her mom just celebrated her 50th year in real estate and still works at the same brokerage where she started her career. Her mom believes in private property rights and serves in the Arizona Legislature, and that is where Pam’s passion to fight for private property rights derive. “The best day of my life, however, was giving birth to my only son, who works locally for a builder,” Pam says. She enjoys spending time with him and his family whenever she can and cherishes the travel time they have together.

Looking ahead, Pam is excited about continuing to grow both personally and professionally. She plans to stay actively involved in the real estate industry, pursue ongoing education, and cross a few dream destinations off her bucket list—including a visit to the USS Arizona in Hawaii.

At the end of the day, Pam’s business isn’t defined by transactions—it’s defined by relationships, service, and heart. Because for her, success isn’t measured in numbers, but in the difference she makes in the lives of others. ❏

That philosophy was shaped in part by a life-changing experience. In 2003, Pam faced a serious health crisis that left doctors unsure she would recover. But through faith, perseverance, and the support of those around her, she walked out of the hospital in 2004 with a renewed perspective on life. Since then, she has embraced every opportunity with gratitude and purpose. “My outlook changed,” she says. “It’s about the people in my life and the impact I can make with this second chance.”

Faith, family, and service are the pillars that guide everything Pam does. She lives by the words of Maya Angelou: “People will forget what you said, people will forget what you did, but people will never forget how you made them feel.” It’s a mindset she carried through her leadership as District Governor for Rotary District 6920 and continues to apply in her real estate career today.

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