

UPSTATE

JUNE 2026

# REAL PRODUCERS<sup>®</sup>



Top Producer

**JENN  
(PAIGE) DEESE**

Rising Star

**LISA DORIA**

Partner Spotlight

**CLOSING  
CONTRACTOR**

Event Recap

Chris  
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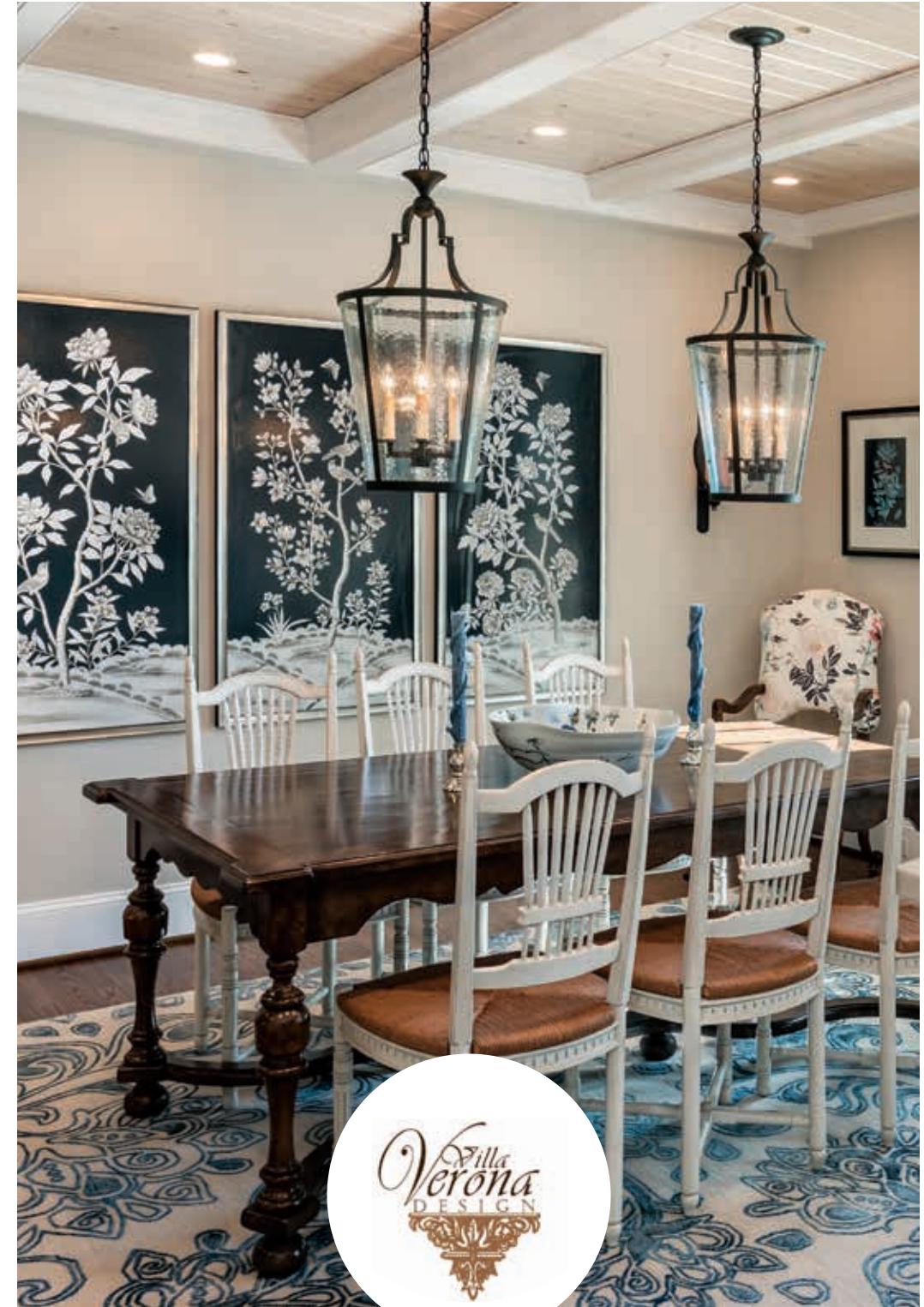


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*As a South Carolina native and University of South Carolina alumni with a degree in Marketing, Heather is always ready to assist neighbors in her community realize their dreams of homeownership. She is an active member of the Junior League of Greenville, where she served on the Board of Directors in 2023. In her spare time, you can find Heather, her husband, Justin, and her goldendoodle, Captain, cheering on the Gamecocks, Boston Red Sox, and Bruins. She and Justin also enjoy travelling and relaxing in the hot summer months.*



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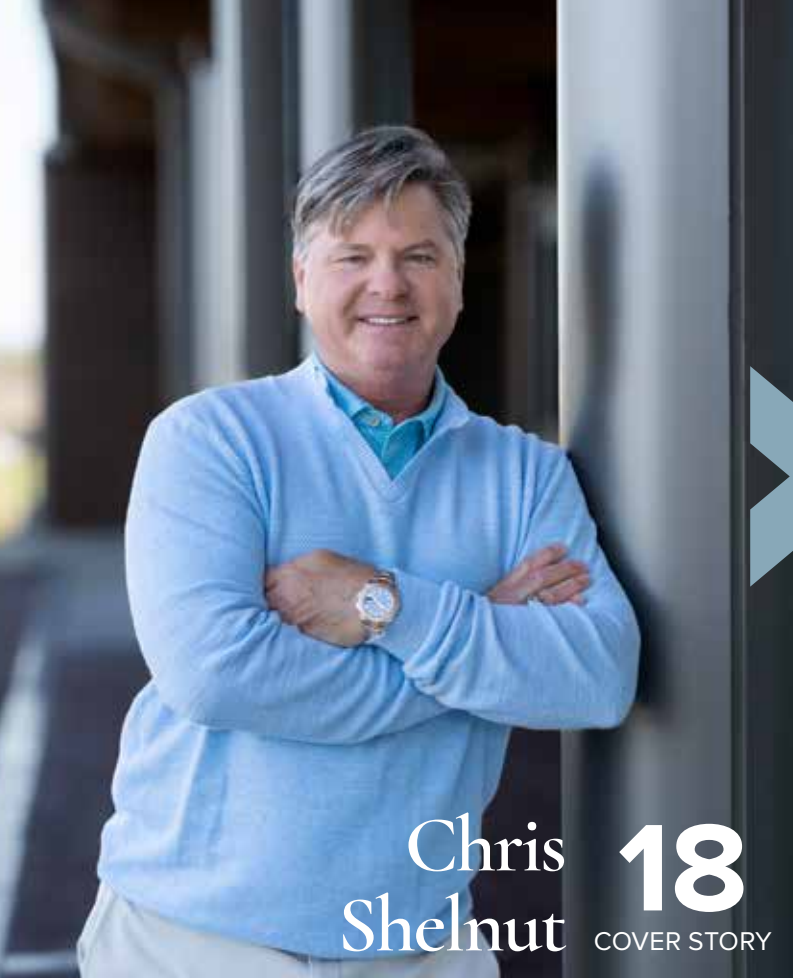
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**Chris Shelnut** **18**  
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# June 2026

Happy Father's Day  
Upstate Real Producer



June is a time to celebrate the people who lead, provide, and inspire—both at home and within our professional communities. As we recognize Father's Day this month, we also want to take a moment to acknowledge the many leaders, mentors, and role models who make a lasting impact across the Upstate real estate industry. Whether balancing family life with a thriving business or guiding clients through one of life's biggest decisions, your dedication does not go unnoticed.

To our valued readers, partners, and contributors, thank you. Your continued support of *Upstate Real Producers Magazine* is what allows us to share these meaningful stories month after month. This publication exists because of you—the relationships you build, the excellence you pursue, and the community you help shape. We are truly grateful to have you as part of this network and are honored to highlight the incredible professionals who make the Upstate such a vibrant place to live and work.

In this June issue, we are proud to feature an outstanding lineup of industry leaders:

**Cover Feature** – Chris Shelnut with CB Caine, whose commitment to excellence continues to set the standard in our market.

**Top Producer Feature** – Jenn (Paige) Deese with Bella Select Realty, recognized for her impressive achievements and dedication to her clients.

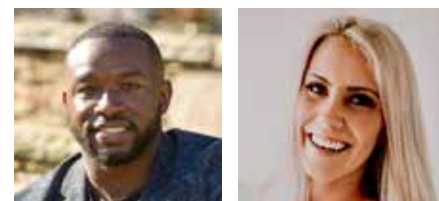
**Rising Star Feature** – Lisa Doria with Keller Williams Drive, whose passion and momentum are paving the way for a bright future.

**Partner Spotlight** – Closing Contractor, a trusted partner who plays a vital role in supporting our industry.

As you enjoy this issue, we hope you find inspiration in these stories and encouragement in the connections that continue to strengthen our community.

From all of us at *Upstate Real Producers*, Happy Father's Day and thank you for being such an important part of what makes this publication possible.

Warm regards,



**Robert & Sierra Smith**  
Publishers of *Upstate Real Producers*

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# Lisa Doria



## A LEAP OF FAITH

### How Lisa Doria Turned Life's Unexpected Detour into a Thriving Real Estate Career Built on Integrity, Relationships, and Resilience

Life has a way of redirecting even the most carefully planned paths. For Lisa Doria, what once felt like an unexpected ending ultimately became the beginning of a remarkable new chapter. Today, as a Realtor with Keller Williams Drive serving the greater Greenville and Upstate South Carolina community, Lisa is known for her integrity, authenticity, and deeply relational approach to business. But her journey into real estate began during one of the most uncertain seasons of her life.

In 2020, like many entrepreneurs across the country, Lisa watched the world change almost overnight. As the owner of TK Tours Inc., a successful educational tour company, she had spent years helping students experience the world through meaningful travel. When the Covid-19 pandemic brought tourism to a sudden halt, her business disappeared just as quickly as the industry itself. What had taken years to build was suddenly



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WRITTEN BY: AMY PORTER

gone, leaving Lisa facing a difficult reality: she would need to start over.

For many, that kind of loss could have been paralyzing. But Lisa chose to see it as an opportunity to rebuild—not just a career, but a future for her family.

Real estate felt like a natural next step. Lisa had always loved connecting with people, thinking strategically, and helping others navigate important life decisions. While the industry was new to her, the heart behind it was familiar. Guiding families through the process of buying or selling a home carried the same sense of purpose she once felt when planning meaningful travel experiences.

Still, starting a new career is never easy—especially in a new city and later in life.

Lisa and her husband, Skip, had relocated to Greenville after Skip discovered the area during a motorcycle trip with friends and fell in love with its charm. While the move would ultimately become one of the best decisions they ever made, it also meant Lisa was building her real estate career without an established network or sphere of influence.

“It was incredibly challenging in the beginning,” Lisa recalls.

There were moments when doubt crept in. She remembers sitting with friends at a local restaurant one evening, feeling discouraged and wondering if she had made the right decision. After voicing her frustrations aloud, something unexpected happened.

One of the women at the table overheard the conversation and gently tapped Lisa on the shoulder.

“Why would you say that?” she asked.

Lisa explained that she felt like she was failing. She had started over in a new city, in a competitive industry, and it felt overwhelming.

The woman paused before offering a piece of advice that would stay with Lisa forever. “Anything new deserves three years,” she said. “The first year you sleep. The second year you creep. By the third year, you leap.”

Those simple words shifted something in Lisa.

They reminded her that growth takes time. That success rarely happens overnight. And that perseverance often comes right before the breakthrough.

After that night Lisa and Jill were no longer just acquaintances they became the best of friends. Only days later, Lisa attended her brokerage’s annual awards ceremony where she was named **Rookie of the Year** during her very first year in real estate—an affirmation that she was exactly where she needed to be.

From there, momentum began to build.

Lisa began her career in 2021 as a solo agent with Keller Williams Greenville Upstate, where she gained foundational training and systems that shaped the professional she is today. In 2022, she joined Carolina Homes & Company, seeking collaboration and growth within a team environment. By 2023, the team transitioned to Keller Williams Drive, where Lisa continued refining her skills and expanding her production.

Along the way, Lisa has also been fortunate to learn from several professionals who helped shape her growth in the industry. One person who has always inspired her is Kristi Merritt. Lisa remembers cornering her in the elevator and

introducing herself simply to make a connection and learn from someone she admired. “She is driven, focused, and operates at a high level,” Lisa shares. “Her work ethic and presence left a lasting impression on me.”

Joyce Valalik has also played a significant role in Lisa’s journey. She and her husband created a team environment that provided the structure, guidance, and opportunity Lisa needed early in her career. Their leadership helped shape her professional foundation and gave her the confidence to step fully into the industry. Because of these experiences, Lisa believes deeply in the power of mentorship. Just as others invested their time and wisdom into her, she now strives to lead by example and encourage newer agents who are building their own path in real estate.

Then, in June of 2025, Lisa made another bold decision: she stepped back into the role of a solo agent.

“I felt ready to fully build my own brand and a business that reflected who I am,” she says.

That decision proved to be another turning point. Since beginning her career in 2021, Lisa has closed more than \$28.2 million in total sales across 84 transactions, including over \$12 million in volume and 40 units in 2025 alone.

Yet for Lisa, the numbers only tell part of the story.

What matters most are the relationships.

One of her favorite memories began with a simple Zillow call. The buyer on the other end had previously worked with another agent and had a negative experience, leaving them cautious and skeptical. Lisa could hear the hesitation in their voice as they asked direct questions, carefully evaluating whether she was someone they could trust.

Rather than trying to convince them over the phone, Lisa offered a simple suggestion.

“Let’s meet at the property and see if we’re a good fit.”

Before leaving for the showing, Lisa asked her husband to come along. Skip, a builder with Fairview Custom Homes in The Cliffs communities, understands homes from the inside out. Lisa wanted to ensure she could answer any question the buyers might have.

What she didn’t realize at the time was that bringing her husband had an unexpected impact. When the buyers arrived and saw that she had someone with her, they felt safe and respected, believing she was being cautious about meeting strangers.

During their first meeting, the buyer admitted she had researched Lisa and noticed she hadn’t yet sold a home in their price range.

Lisa responded with honesty.

“Not yet,” she said. “But I would love for you to be my first.”

That moment of transparency built immediate trust.

Over the next five months, Lisa worked closely with the couple as they searched for the right home. At one point, they were under contract on a \$1.5 million property. But during due diligence, Lisa came across another listing—one that was priced lower but somehow felt like a better fit.

She encouraged them to take a look.





Her philosophy is simple: guide, educate, protect, and trust the process together.

Outside of real estate, Lisa's greatest joy is her family. She and Skip have been married for 29 years and share two daughters, Taylor and Kayla, along with two lively dogs, Scooter and Max.

Taylor, 28, works as an ER nurse at Hillcrest Hospital and loves cooking, sports, and traveling whenever she can. Kayla, 20, is currently studying abroad in Barcelona, an experience that has been incredibly meaningful for Lisa to witness as a mother.

Travel has always been an important part of their family story. The girls began skiing when they were just five years old, and over the years the family has taken countless ski trips together. One of Lisa's most treasured memories is a trip to Italy in 2024—the first time the four of them traveled completely on their own, without extended family or friends.

The moment they walked through the door, Lisa knew.

“That’s the one,” she thought.

The home ended up being the perfect match, and they closed at \$1.3 million, making them Lisa's first million-dollar clients. Even more meaningful, the relationship didn't end at closing.

“They became lifelong friends,” Lisa says with a smile.

Stories like that are what continue to drive her.

Today, Lisa serves buyers, sellers, investors, and families relocating to the Upstate. Her approach is rooted in clarity and communication. She spends time understanding not only what her clients want in a house but how they want to live. She encourages buyers to explore neighborhoods before scheduling showings, uses market insights to guide decisions, and walks clients through every step of the process so they feel confident rather than overwhelmed.

“It was just us,” Lisa says. “That trip will always mean the most.”

These days, when everyone happens to be home at the same time, one tradition remains non-negotiable: dinner together.

Those moments around the table, full of laughter and conversation, are what Lisa treasures most.

Beyond family and business, Lisa and Skip are proud supporters of Project Hope Foundation, an organization dedicated to serving



individuals with autism and their families in the Upstate community.

Looking ahead, Lisa is focused on building something sustainable. Earlier in her career, she felt pressure to say yes to everything—to prove herself and keep the momentum going. But over time, she realized that success means very little if it costs you your peace, your health, or the people you love.

Today, she is intentionally building a referral-based business rooted in trust, communication, and long-term relationships.

For Lisa, success is not just about production numbers.

It's about building a life she's proud of.

“It's waking up excited about the work I do, serving my clients well, and going to bed knowing I showed up fully in every role that matters.”

If there is one thing Lisa hopes people remember about her, it is simple.

“I want to be remembered as someone who showed up—for my family, for my clients, and for the people I love. Someone who didn't quit when things were hard, who chose to do the right thing, and who built something meaningful along the way.”

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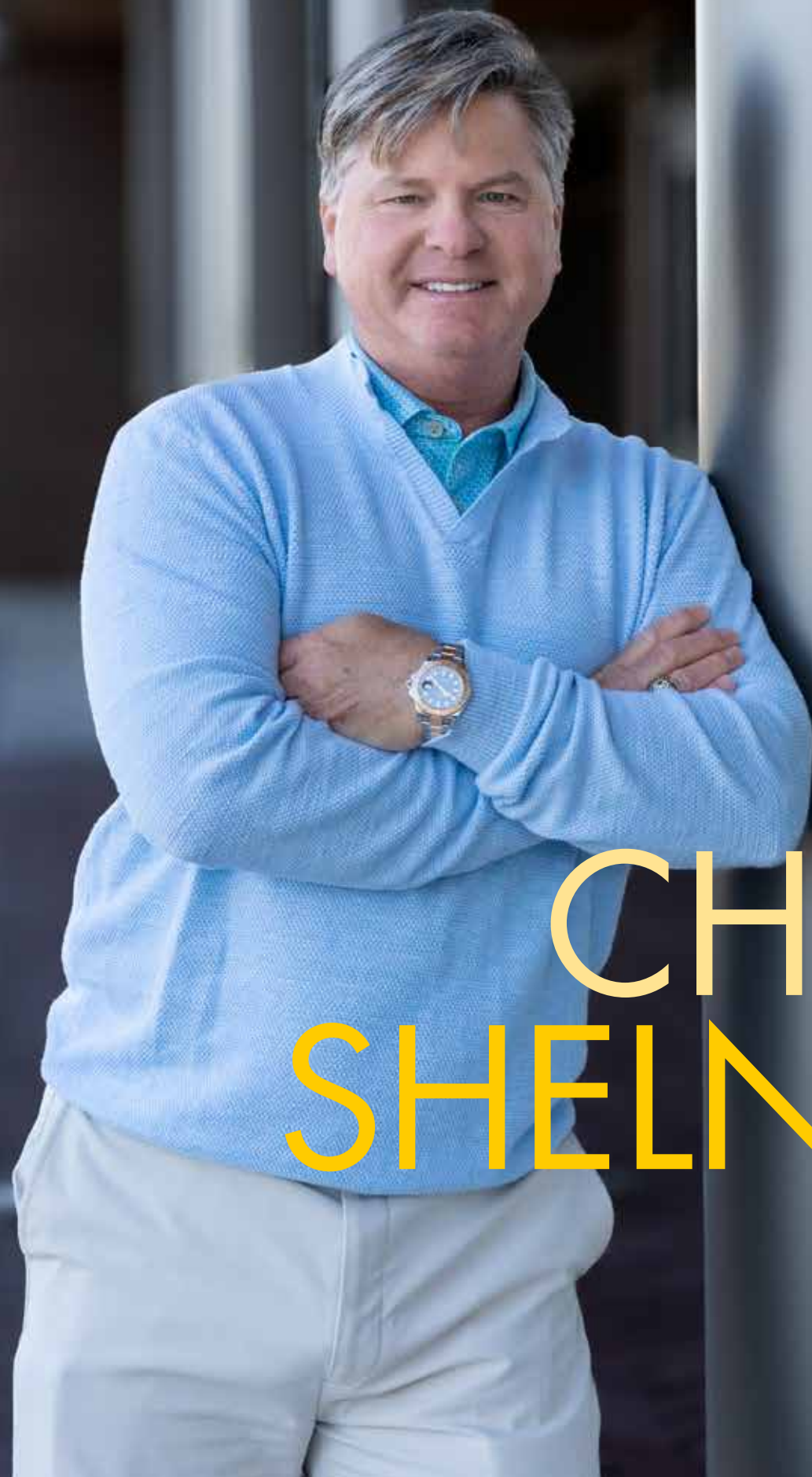
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# CHRIS SHELNUT

## Determination, Humility, and a Commitment to Excellence

**For Chris Shelnut, real estate has never simply been about transactions—it has always been about people, relationships, and helping clients achieve something meaningful in their lives. Known for being determined, detail-oriented, and success-driven, Chris approaches every relationship with a spirit of hospitality. One of his greatest strengths is his ability to anticipate his clients' needs—often before they even realize them themselves. This client-first mindset has helped him build a reputation for service, professionalism, and results throughout the Upstate.**



Chris began his real estate journey in 2016, drawn to the profession by the opportunity to control his own path while fully utilizing his skills and capabilities. The flexibility and independence of the industry appealed to him, but more importantly, it provided a platform where his work ethic and determination could directly influence his success. Over the past decade, Chris has built a thriving career centered primarily around luxury real estate while also serving a diverse range of clients throughout the Clemson area. From luxury homes and waterfront properties to assisting Clemson University faculty, staff, and families relocating to the area, Chris has developed a deep understanding of the unique needs of the Upstate market.

Throughout his entire real estate career until recently, Chris was affiliated with Cliffs Realty, where he spent nearly ten years building his business and refining his expertise in luxury properties. In January 2026, however, he made a strategic move to Coldwell Banker Caine, a decision driven by a desire to expand his business into general brokerage and take advantage of the extensive resources and support the firm provides. Chris recognized that the company's commitment to equipping its agents with the very best tools for success aligned perfectly with his own professional goals. For him, the transition was a natural step forward—joining a respected firm known throughout the industry for its strong reputation, collaborative culture, and forward-thinking approach.

Helping clients find the perfect home requires more than market knowledge—it requires listening. Chris believes the key to guiding buyers successfully lies in truly understanding how

## “Control the controllables. This is all you can do.”

they live and how they want to live. By learning about their lifestyle, priorities, and long-term goals, he often helps clients discover what they genuinely want in a property—sometimes uncovering possibilities they hadn’t originally considered. His goal in every transaction is simple yet powerful: to find the best property at the best value that meets or exceeds his clients’ expectations. This thoughtful and strategic approach has paid off

in remarkable ways. Over the course of his career, Chris has compiled more than \$160 million in total sales volume, including \$24 million in transactions last year alone, a testament to both his market expertise and the trust his clients place in him.

Despite his professional achievements, Chris remains grounded in the belief that success is built through consistent effort and perseverance. Rather than pointing to one defining obstacle, he views his journey as a series of everyday challenges that come with building any successful business. His philosophy is straightforward: keep your head down, stay focused, and let determination guide the way forward. This mindset has allowed him to steadily grow his career while maintaining the

humility and work ethic that first led him into the industry.

One of the most influential people in Chris’s life—and someone he credits as his greatest supporter—is his wife, Jill. Throughout the years, she has been his biggest cheerleader while also building an impressive career of her own. After earning both her undergraduate and master’s degrees, Jill dedicated several years to being a stay-at-home mother while raising their three sons. Determined to continue growing both personally and professionally, she later returned to higher education to pursue her Ph.D., which she successfully completed nine years ago. Today, she has been a full-time professor at Clemson University for the past decade. Her determination and commitment to her goals have been a constant source of inspiration for Chris, reminding him of the power of perseverance and positive reflection through both good times and challenging seasons.

Family remains at the center of Chris’s life. He and Jill are the proud parents of three sons who are each carving their own unique paths. Their oldest son, Chandler, completed his undergraduate studies at Clemson University and is now a law student at George Washington University, with a passion for travel. Their middle son, Camden, is currently a junior at Clemson University who loves sports and is already showing interest in following in his father’s footsteps in the real estate industry. Their youngest son, CJ, is a high school sophomore who shares the family’s love for athletics. Whether it’s spending time outdoors, gathering with friends and family, or enjoying time on the lake or at the beach, Chris values the moments that bring his family together.

Outside of real estate, Chris enjoys staying active and connected to the community. Golf and working out are favorite pastimes, but much of his free time is devoted to spending quality time with family and friends. His family’s faith also plays a significant role in their lives, and they are actively involved in supporting their church. Additionally, Chris is passionate about helping those in need through organizations like Clemson Community Care, which provides valuable assistance to members of the local community facing difficult circumstances.

Looking ahead, Chris is excited about the future—both professionally and personally. With his recent move to Coldwell Banker Caine, he sees tremendous opportunity to grow his business and continue helping more clients achieve their real estate goals. At the same time, he is particularly excited about the possibility of working alongside his son Camden in the future. As Camden pursues his real estate education while completing his studies at Clemson, Chris hopes to eventually build a successful team with him, combining experience with the next generation’s fresh perspective.

For Chris, the most rewarding part of the business has always been the relationships he builds



along the way. Many of his clients have become longtime friends, and the trust they place in him to guide one of the most important decisions in their lives is something he never takes for granted. In his eyes, success isn’t defined solely by numbers or accolades—it’s defined by knowing that the people he has helped are truly happy with the outcome.

Chris also carries a piece of advice that he believes every rising real estate professional should remember: there are no shortcuts. Success comes from consistent effort, discipline, and a willingness to listen before speaking. It’s about creating a plan and committing to the work required to achieve your goals. Equally important, he believes, is staying humble along the journey. No matter how successful someone becomes, Chris believes it’s essential to remember what helped get them there in the first place.

In fact, humility is perhaps the one trait Chris most hopes this story reflects about who he is and how he runs his business. He believes strongly that true success should never change the way

someone treats others. Instead, it should reinforce the values of honesty, loyalty, and genuine care for the people around them.

And while many people may know Chris as a top-performing Realtor, there’s one fun fact that might surprise them—during his time at Clemson University, he spent a year playing rugby, a sport that requires grit, teamwork, and resilience. Those same qualities continue to shape the way he approaches both life and business today.

When asked what he hopes to be remembered for, Chris’s answer is simple and sincere: caring, honesty, and loyalty. These values guide every interaction he has with clients, colleagues, and the community he serves. His favorite quote sums up his philosophy well: “Control the controllables. This is all you can do.”

It’s a mindset that has helped Chris Shelnut build a successful career—and one that will undoubtedly continue to guide him as he writes the next chapter of his story in the Upstate real estate community. ▾



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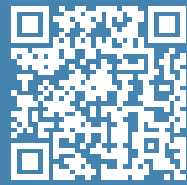
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# JENN *Paige* DEESE

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## A Legacy in Bloom: The Faith-Fueled Journey of Jennifer Deese

There are some stories in real estate that are measured in numbers—volume, transactions, rankings, and awards. And then there are stories like Jenn (Paige) Deese's. Stories that cannot be captured in statistics alone. Stories that are written through faith, resilience, heartbreak, and unwavering dedication to people. Jenn's journey into real estate has never been about chasing production—it has always been about serving others with integrity and compassion. After nearly three decades in the industry, Jenn has built a career rooted in relationships, proving that when you lead with heart, the numbers naturally follow.

Jenn's connection to real estate began long before she ever received her license. At just 19 years old, while living in Western New York, she purchased her first home during a time when buyer representation was not widely recognized. Young and inexperienced, she found herself navigating a process without the guidance and protection she needed. That experience left a lasting impression—one that would eventually shape the course of her life. Rather than allowing frustration to define the moment, Jenn transformed it into purpose. She realized that real estate should never feel like a cold transaction; it should be a relationship built on trust, advocacy, and genuine care. That realization ignited a passion to become the kind of professional she wished she had encountered during her own first home purchase.

Licensed in South Carolina since 2000 and later becoming a Broker-in-Charge in 2008, Jenn has spent nearly 29 years building a reputation as a trusted advocate for her clients. Her specialties span a wide range of situations—from first-time homebuyers to seasoned investors, from traditional sales to divorce or distress situations. Yet regardless of the circumstance, her philosophy remains the same: every transaction represents a family navigating a life transition, and those moments deserve patience, empathy, and guidance.

Jenn's path to success was not a straight line. After relocating to South Carolina from Western New York in 2000, she initially immersed herself in the fast-paced world of Corporate America, working within a Real Estate Investment Trust focused on large-scale portfolios. The work was demanding, challenging, and exciting—but when her family began to grow, Jenn realized that success meant little if it required sacrificing

time with her children. That realization led to a courageous decision that would forever change the trajectory of her career.

In 2008, during the height of the historic housing market crash, Jenn did something few would have dared to do: she stepped away from a stable, high-paying corporate career and launched her own real estate company. While many seasoned professionals were exiting the industry in fear of the uncertain market, Jenn was stepping boldly into it. She founded Belle Select Realty and simultaneously committed herself to homeschooling her children, transforming her dining room table into both a classroom and a brokerage office. For the next sixteen years, she operated as an independent broker and solo entrepreneur, building her business the old-fashioned way—through relationships, referrals, and unwavering dedication to her clients.

Those early years required creativity and determination. Recognizing the challenges buyers faced securing financing during the recession, Jenn pivoted her strategy by leaning into the investor relationships she had cultivated over time. She offered full-circle services, helping investors locate properties and then providing property management for the assets they acquired. That approach not only sustained her business during one of the most difficult markets in modern history, but it also created long-term relationships that would eventually come full circle years later when those same properties returned to the market as high-equity listings.

While Jenn's professional story is impressive, it is the deeply personal moments woven throughout her career that truly define who she is. One of the most profound experiences occurred during a season of unimaginable grief following the loss of her daughter, Lilly Faith, who passed away at birth due to a rare chromosomal condition known as Trisomy 9 Mosaic. In the midst of her own heartbreak, Jennifer was introduced to a family relocating from Nebraska. What began as a simple referral soon became something far deeper.

After helping the family purchase their home, Jenn received a call from the mother who had just returned from a high-risk medical appointment. She was carrying a baby boy who, like Jenn's daughter, was not expected to survive birth. Through that difficult season, Jenn walked alongside the family—not just as their Realtor, but as someone who intimately understood their journey. She helped connect them with doctors who honored the value of their child's life, assisted in arranging photography services through Now I Lay Me Down to Sleep, and stood with them through the heartbreaking moments that followed their son's birth. Eventually, the family was transferred back to Nebraska, and Jenn once again helped them sell the home she had helped them purchase. On paper, it appeared to be two transactions—a buy and a sell. But to Jenn, it was something far more meaningful: a reminder that sometimes real estate becomes the bridge through which people are able to walk through life's most sacred and painful moments together.

It is this perspective that sets Jenn apart. She often says that if she is considered a Top Producer, it is only because she is a "Top Listener" and a consistent "show-er upper." She has never measured her success by production numbers or career volume. In fact, every single transaction she has closed has come through word-of-mouth referrals rather than paid advertising or purchased leads. Her business has grown organically through trust—one relationship at a time.

Jenn's leadership is now entering a new chapter. After nearly three decades operating primarily as a solo broker, she recently felt called to expand Belle Select Realty into a boutique firm. The transition is deeply personal, not just professionally but also spiritually and generationally. Her daughters, Emily and Kaitlyn, now work alongside her in the business—Emily serving clients in the field as an agent and Kaitlyn helping build the infrastructure of the company behind the scenes. Together, they are shaping a firm that balances modern technology with high-touch service, ensuring that each client feels seen, heard, and valued.

The firm's newly designed logo reflects the heart behind that vision. Jenn chose the bluebell flower as the symbol for Belle Select, representing humility and constancy. Within the design, a white-outlined bloom honors the memory of Lilly Faith, while additional flowers represent her children standing beside her in this new season of growth. For Jenn, the logo is more than branding—it is a tribute to the family that motivates her every day and the legacy she hopes to build.

Outside of real estate, Jenn's life is just as vibrant. A proud mother of five, she celebrates the accomplishments of her children as they step into their own futures. Her eldest daughter, Kaitlyn, recently married her husband Nathanael and plays a vital role in the operations of Belle Select Realty. Her son Jacob and his wife Christa, a high school English

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WRITTEN BY:  
AMY PORTER





teacher, are building their own life together after purchasing their first home. Her daughter Emily, a former paramedic and talented singer-songwriter, now works alongside Jenn in the real estate business. And her youngest son Ben, a bright and curious ten-year-old, fills their home with laughter, creativity, and endless curiosity.

Family life often includes backyard barbecues, hiking trips, football games cheering on the Buffalo Bills, and visits to the mountains or the beaches of Edisto. At home on her small homestead, Jenn finds peace caring for a lively collection of animals—from chickens and goats to a loyal dog and three cats who rule the house with confidence.

Through it all, Jenn remains grounded in the quiet rhythms that sustain her faith. Early mornings spent in devotion and reflection are where she finds clarity and strength before the demands of the day begin. Those moments remind her that the true purpose of her work goes far beyond contracts and closing tables.

For Jenn, success is not defined by awards or rankings. Success is the peace within her home. It is the strength of her family. It is the trust placed in her by the countless clients who have invited her into some of the most vulnerable chapters of their lives.

As Belle Select Realty continues to grow, Jenn's vision for the future is not simply to build a successful brokerage, but to cultivate something far more enduring—a legacy of integrity, faith, and relationships that will outlast her career. She hopes to transition into a role focused more on mentoring the next generation of agents while watching her children step confidently into leadership.

"I'm not just closing deals," Jenn says. "I'm planting a garden. And the greatest reward won't be the harvest I gather, but the shade and provision that garden provides for my family and community long after I'm gone."

In the end, Jenn hopes to be remembered not for the number of homes she sold, but for the way she loved people along the way. A woman of deep faith, unwavering resilience, and what she calls "holy grit," she continues to live by the belief that stewardship—not statistics—is the true measure of success.

And if her story proves anything, it is that when you build a business on faith, perseverance, and genuine care for others, the impact reaches far beyond real estate. It becomes a legacy. 🌱



**"I'M PLANTING A Garden. AND THE GREATEST REWARD WON'T BE THE HARVEST I GATHER, BUT THE SHADE AND PROVISION THAT GARDEN PROVIDES FOR MY FAMILY AND COMMUNITY LONG AFTER I'M GONE."**



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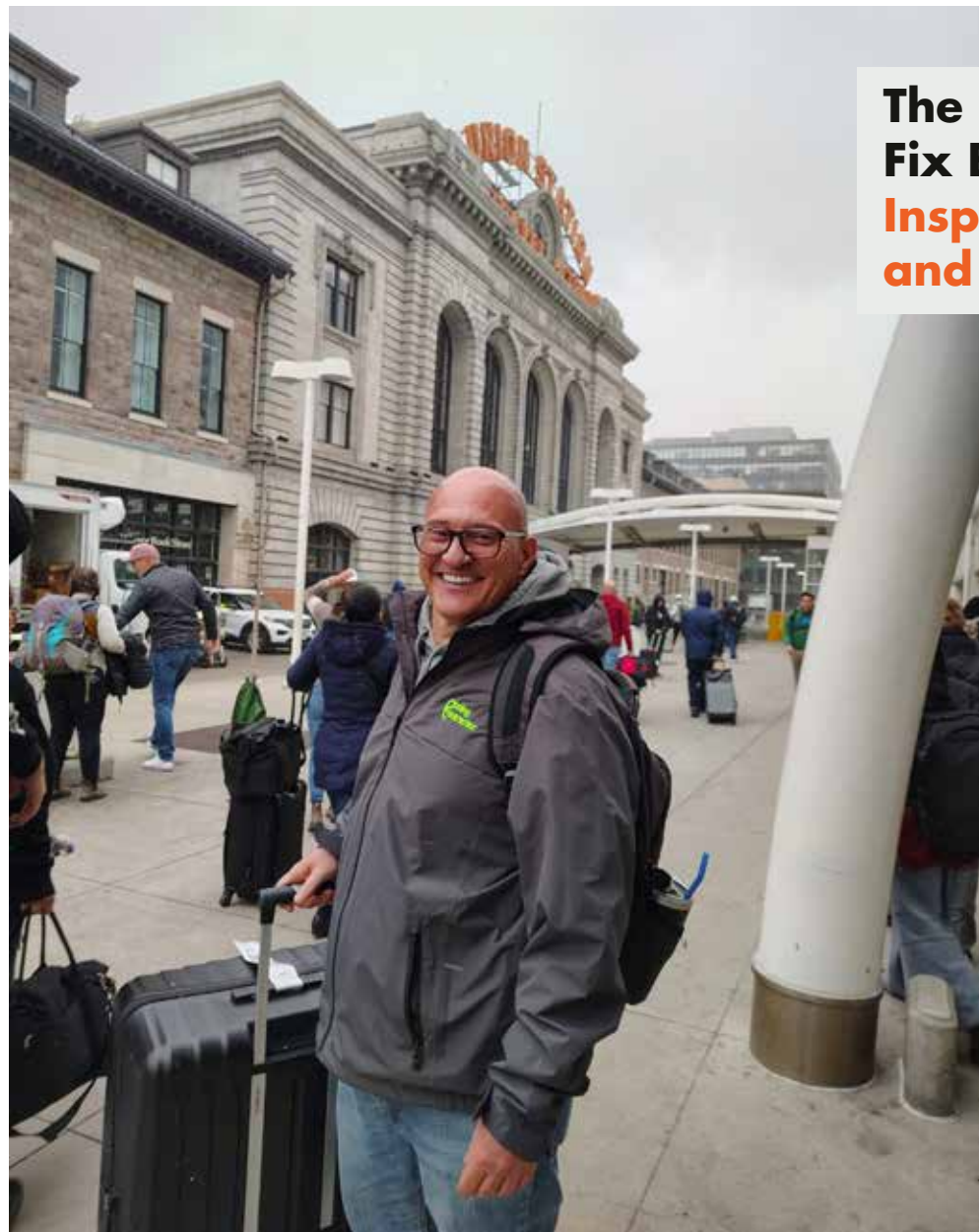
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### The Mission: Get Homes to the Closing Table on Time

Closing Contractor was built to eliminate the delays that can derail real estate transactions. The team specializes in handling all inspection repairs, punch-list items, and small-scale home improvements needed before closing. Whether it's electrical, plumbing, HVAC, carpentry, or general contracting, they manage every detail with precision so clients can focus on the sale — not the stress.

"Agents and homeowners trust us because we deliver fast, dependable results," says Shane. "Our goal is simple — handle every repair the right way, the first time, and keep closings on schedule."

### Skilled Trades. One Team. One Call.

Closing Contractor operates with a team of nine licensed professionals across multiple trades. Instead of juggling multiple vendors, clients make one call and get a coordinated crew that understands timelines, communication, and quality workmanship.

From minor fixes to more complex repairs, every project is handled in-house, allowing for greater control, accountability, and consistency. This streamlined approach saves time, reduces cost overruns, and ensures every home meets inspection standards before closing day.



“Agents and homeowners trust us because we deliver *fast, dependable results.*”





# It's about doing good work for good people."

### Built on Reliability and Reputation

Established on January 1, 2016, the company has earned a strong reputation for customer service, professionalism, and trust. Their mascot, Chuck, embodies the company's "get-it-done" attitude — reliable, straightforward, and always ready to work.

Clients appreciate Closing Contractor's responsiveness and attention to detail — qualities that make them the preferred partner for many Upstate real estate

professionals. The company's deep local roots and veteran-led work ethic set a standard for excellence in the field.

### The Man Behind the Mission

After serving in the U.S. Navy, Shane Hipps followed in his father's footsteps in the electrical trade before expanding into custom home building. When the 2008 housing market downturn hit, he refocused his skills toward construction

contracting and eventually earned his real estate license. That combination of technical skill and transactional experience inspired the creation of Closing Contractor — a company built to bridge the gap between trades and real estate.

### Community and Commitment

Based in Simpsonville, Shane and his team stay active in the local community — sponsoring youth sports, supporting nonprofits, and lending a hand where it's needed most. "We take pride in the work we do and the community we serve," says Shane. "It's about doing good work for good people."

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EVENT RECAP



# DRIVING SUCCESS

Inside the 2026 Upstate Real Producers Kickoff Event

WRITTEN BY: AMY PORTER  
PHOTOS BY: PP'S PHOTOGRAPHY (AMY PORTER)



ON MARCH 11, 2026, the Upstate's most accomplished real estate professionals gathered for an unforgettable afternoon as **Upstate Real Producers** officially launched another exciting year with its highly anticipated **2026 Kickoff Event**.

Hosted at the stunning **Carlton Mercedes-Benz**, the event welcomed an exclusive audience of the Top 550 agents in the Upstate, along with alumni members and trusted Preferred Partners. From the moment guests arrived, the energy was undeniable—a celebration of excellence, connection, and the thriving real estate community that continues to shape the Upstate.

The first 100 agents through the doors were greeted with a special moment

of recognition, receiving trophies that honored their outstanding achievements in the industry. This gesture set the tone for the entire event: one rooted in appreciation, motivation, and a shared commitment to success.

Attendees enjoyed an elevated experience from start to finish. Guests mingled over curated hors d'oeuvres and refreshing beverages while enjoying the sounds of live music, creating a vibrant yet relaxed atmosphere perfect for meaningful conversation. Throughout the venue, sponsors added to the excitement with exclusive door prizes and engaging experiences.

One of the standout highlights of the afternoon was the opportunity to test drive luxury vehicles, generously

provided by Carlton Mercedes-Benz. This unique feature added a dynamic and memorable touch, giving guests the chance to step into a world of performance and sophistication—mirroring the level of excellence they bring to their own businesses.

Beyond the experiences and entertainment, the heart of the event was connection. The Kickoff Event provided a powerful platform for elite networking, bringing together some of the most successful Realtors in the region. Conversations sparked new collaborations, strengthened existing relationships, and reinforced the sense of community that defines *Upstate Real Producers*.

This incredible event would not have been possible

without the generous support of its sponsors, including Carlton Mercedes-Benz, SwampRabbit Moving, bc blair cato pickren casterline, Atlantic Bay Mortgage Group, and Advantage Inspection. Media coverage was proudly supported by True North Productions and Greenville Real Estate Productions (GVL REP), capturing the energy and spirit of the day.

As the 2026 year gets underway, the Kickoff Event served as a powerful reminder that success in real estate is not just about transactions—it's about relationships, community, and celebrating the journey together. If this event is any indication, the year ahead for *Upstate Real Producers* is set to be one of growth, connection, and continued excellence.



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