

CAROLINA COAST

MARCH 2026

REAL PRODUCERS[®]

Tammy
Wolfe



Rising Star
LORI LEE MENDIETA

Feature Agent
**SHARON
CHRZANOWSKI**

Sponsor Spotlight
**SOUTHERN TRUST
MORTGAGE**

CONNECTING. ELEVATING. INSPIRING.



Your Grand Strand Furniture Store



shopseasidefurniture.com

Celebrate with us!
Our 25th Anniversary
Saturday, April 11th
From 10 am-5 pm
Live Music
Raffles & Food



**Gary Lowder
 & Smokin' Hot**
 1pm - 3pm



Main Showroom
 10356 SC Hwy 90
 Little River, SC



**Main Showroom
 & Mattress Gallery**
10356 SC Hwy 90
Little River

843-280-7632

**Coastal Home Decor,
 Gifts & More Store**
527 Hwy 17 N.
North Myrtle Beach

Mon-Sat 9am -6 pm
& Sun 1-5pm

Mattress Gallery Top Brands



**STEARNS
 & FOSTER**



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

APPRAISAL SERVICES

For What It's Worth
Michael Sichitano
 (843) 808-1533
 1136 44th Avenue North Suite 101,
 Myrtle Beach, SC 29577
www.fwiwappraisal.com/

ATTORNEY

**Joye, Nappier, Risher,
 & Hardin, LLC**
Wendy Hardin
 (843) 357-6454
www.inletlaw.com

BOATING

Freedom Boat Club
Chris Speckman
 (843) 732-3777
www.freedomboatclub.com

BUILDER

Chesapeake Homes
Nicole Maggio-Deaton
 (757) 334-0203
ChesHomes.com

CRM

Bonzo
 (614) 357-2367
getbonzo.com

FURNITURE

Sea Side Furniture
Gallery & Accents
Julie Almeida
 (843) 280-7632
shopeasidedefurniture.com

HANDYMAN SERVICES

Ace Handyman Services
Grand Strand
 (843) 380-8663
www.acehandymanservices.com/offices/grand-strand

HOME BUILDER

D.R. Horton
 (843) 655-0347
www.drhorton.com

HOME INSPECTION

Island Inspections, LLC
Matt Smoak
 (843) 817-8810
www.islandinspectionsllc.com

Rivertown Property Inspections

Justin Ferraro
 (843) 360-4354
 1203 48th Ave N
 Suite 111
 Myrtle Beach, SC 29577
www.rivertowninspects.com

Sloan Home Inspections

(843) 209-4792
sloanhomeinspections.com/

Top to Bottom Home Inspection

John Pate
 (843) 231-8532
www.homeinspection.toptobottom.com

HOME WARRANTY

Old Republic Home Protections
Stephanie Midgett
 (910) 382-8048

INSURANCE

Coastal Insurance Group
Sarah Sichitano
 (843) 808-0291
 1136 44th Ave N, Suite 1,
 Myrtle Beach, SC 29577
www.coastalinsurancellc.com/

IRRIGATION

Conserva Irrigation
 (843) 979-7070
www.conservairrigation.com

MORTGAGE / LENDER

Element Funding
PJ Crescenzo
 (843) 813-6745

Nation One

(843) 813-6745

Southern Trust

(757) 518-0700
www.southerntrust.com/

The Mortgage Nerd Group

– **Benchmark Mortgage**
Sarah Ellis
 (843) 839-4992
www.SarahEllisHomeLoans.com

MOVERS & DELIVERY RESIDENTIAL/COMMERCIAL

LaBarbera Movers, LLC
 (843) 214-2569
labarberamovers.com/

Miracle Movers Myrtle Beach

John Vaccaro
 (843) 447-9525
www.miraclemoversusa.com

MOVING & LIQUIDATION

Caring Transitions
Charlene Blanton
 (843) 997-5088
www.caringtransitions.myrtlebeach.com

PEST CONTROL SERVICES

Beach Pest Service
 (843) 945-2806
www.beachpestservice.com

PHOTOGRAPHY

High Tide Content, LLC
Jeremy Kierez
 (843) 885-3088
www.hightidecontent.com

Weston Media

(843) 396-3609
www.weston-media.com

ROOFING

Klaus Roofing
 (843) 708-2422
www.klausroofingsystems.com/

Monarch Roofing

(843) 396-2802
monarchroofing.biz/

SIGNS, BANNERS & PRINTING

Design the Sign
Olga Kazakova
 (843) 808-9301
www.facebook.com/designthesign/



Now you have FREEDOM to BOAT anywhere on the STRAND!



Members get unlimited access to our six locations, in addition to over 400+ locations worldwide.

FREEDOM BOAT CLUB HAS YOU COVERED with their 2 new locations **GRAND DUNES MARINA** in Myrtle Beach & **OCEAN ISLE BOAT HARBOR** in Ocean Isle Beach

From Southport NC to Pawleys Island SC we now have 6 LOCATIONS so tell your clients before they buy that expensive boat.

Your clients will love you forever if you can save them money and the hassle of ownership!

No maintenance--No cleaning--No storage
Unlimited access to boats- LOCALLY & NATIONALLY
They will have a blast, and you will have a client for life!

PARTNER WITH US TODAY AND GIVE YOUR CLIENTS ONE MORE REASON TO LOVE COASTAL LIVING

NORTH MYRTLE BEACH
 Harbourgate Marina

MYRTLE BEACH
 Grand Dunes Marina

MURRELLS INLET
 @Crazy Sister Marina
 & Wacca Wache Marina

OCEAN ISLE
 Ocean Isle Boat
 Harbor

SOUTHPORT
 Morningstar Marina

FREEDOMBOATCLUB.COM | 843-732-3777

RPI RIVERTOWN PROPERTY INSPECTIONS

SPRING HOME MAINTENANCE TIPS

- ✓ Clean Gutters and Downspouts and Inspect the Roof
- ✓ Check Screen Doors and Windows and Reseal Exterior Woodwork
- ✓ Check Sprinkler and Irrigation Systems and Inspect Driveways and Paths
- ✓ Schedule Air-Conditioning Service

CALL: (843) 360-4354
 TEXT: (843) 800-2320
RIVERTOWNINSPECTS.COM

[Schedule Here!](#)

Meet The Team



Bill Poulin
Publisher/Owner



Anita Jones
Publisher/Owner



Dave Danielson
Writer



Anna Price
Ad Strategist



Jeremy Kierez
Photographer



Tyler Graham
Photographer

Follow us on Facebook and Instagram



<https://www.facebook.com/carolinacoastrealproducersmag>



<https://www.instagram.com/carolinacoastrealproducersmag>



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

**MAKE MONEY.
SAVE MONEY.
SAVE TIME.**



What Can Bonzo Do For Your Business?

- Connect
- Converse
- Convert

Scan to learn more and worry less!



BONZO!
GetBonzo.com

We Inspect Homes Like We're BUYING THEM OURSELVES

Every Residential Home Inspection Comes with a FREE Home Warranty



- Indoor Air Quality
- Pool/ Hot tub Inspections
- Thermal Imaging
- Wind Mitigation Inspections
- Irrigation Inspection
- Mold Inspection



Only Company with Residential, Commercial, and General Contractor's License.

843-817-8810 • islandinspectionsllc@gmail.com • Islandinspectionsllc.com



INLET LAW

Wendy A. Hardin

Protecting the rights and interests of our clients through every step of real estate transactions

Personal Injury • Criminal Defense • Real Estate Law • Business Law
Civil Litigation • Mediation • Collection & Foreclosure

Joye Nappier Risher & Hardin LLC

whardin@inletlaw.com | inletlaw.com | 843-357-6454

3575 Highway 17 Business Murrells Inlet, SC

RP REALTOR RAVES: BEST BITES IN TOWN

RESTAURANTS IN THE STRAND

Our Real Producers Brag on
Their Favorite Restaurants



Ring the bell. Raise a glass.

At Big Chill Island House, celebrations happen daily during our
Sunset Celebration—perfect for toasting to milestone moments.

Client Closings | Realtor Happy Hours | Networking Events | Client Meet Ups

SOAK UP EVERY MOMENT

Book Your Celebration or Event with us Today! | bigchillislandhouse.com



42nd STREET BAR & GRILL

With over 20 years of experience cooking
in the finest restaurants, our chef and
owner is excited to present his vision to
you and all our guests. Our caring and
committed staff will ensure you have a
fantastic experience with us.

Our staff are second to none in providing
our guests with an exceptional fine
dining experience.

(843) 945-9310 | 42ndstreetbarandgrill.com

4209 North Kings Highway, Myrtle Beach,
South Carolina 29577, United States



FIRST TIME
AGENTS
RECEIVE

THEIR FIRST
SHOOT

FREE.

ELEVATED LISTINGS.
HIGH-END MEDIA.

ALL IN
ONE PLACE.



SCAN TO
BOOK



SERVICES

PHOTO · VIDEO · DRONE
FLOOR PLANS · 3D ZILLOW TOURS
MATTERPORT · TWILIGHT SESSIONS
AGENT BRANDING / HEADSHOTS
+ SO MUCH MORE!



CONTACT FOR INQUIRIES

843-396-3609 | hello@weston-media.com | www.weston-media.com

@weston.media | f Weston Media

Lori Lee Mendieta



As a teenager, Lori Lee wasn't the most naturally gifted athlete. What she did have was belief, instilled by her Lola, her grandmother, who would tell her, "Anak, strength runs in your blood."

Fueled by that faith, Lori Lee committed herself fully to training, sacrificing the typical high school experience to chase a bigger goal. Eighteen months later, she earned a spot on the national championship cheer team at the University of Kentucky.

That experience became foundational, not just athletically but mentally. "I learned that success isn't accidental," she says. "You don't just want the outcome; you work backwards with intention and strategy." After college, Lori Lee went on to build a nationally respected cheer and dance company, coaching everyone from grassroots youth programs to Olympic-level and world-stage athletes.

Her career demanded far more than technical skill; it required emotional leadership. "When athletes were overwhelmed or in crisis, my job was to stay calm," she explains. "Poise,

CENTURY 21 HARRELSON GROUP

WRITTEN BY ANITA JONES • PHOTOGRAPHY BY WESTON MEDIA - TYLER GRAHAM

Lori Lee Mendieta's path into real estate didn't begin with contracts or listings; it began with cheerleading championships, discipline, and decades of coaching elite performers to rise under pressure. And it also included a stint as an NBA cheerleader for the Atlanta Hawks! Less than a year into her real estate career with Century 21 Harrelson Group, Lori Lee is already proving that the skills forged in high-performance environments translate seamlessly into this industry.

"I've been a coach my entire professional life," she says. "The arena changed, but the purpose didn't." A first-generation Filipino-American raised in Southern California, Lori Lee grew up watching her parents work tirelessly. Her father commuted before sunrise, and her mother worked graveyard shifts at the hospital. "At the time, I didn't know those moments were shaping me," she reflects. But discipline and work ethic were modeled for me every single day."



Lori Lee was an NBA Cheerleader!

clarity, and steadiness mattered more than choreography.” Those moments shaped her greatest strength, guiding people through high-stakes situations with confidence and care.

While building her coaching career, Lori Lee was also raising a family, homeschooling her two sons, supporting her husband Jimmy’s leadership role in training high performance athletes, and managing travel schedules, tournaments, and household logistics. “I was the CEO of our home,” she says. “I was managing everyone and everything, but I wasn’t a full-time me.”

That realization sparked what she now calls Lori Lee 2.0. “I knew I was ready for my next chapter,” she says. “I just didn’t know what it was yet.”

The idea of real estate entered her life unexpectedly through a longtime friend and quickly crystallized after a conversation with Greg Harrelson. A subsequent meeting with one of his agents changed everything. “She didn’t talk to me about leads or contracts,” Lori Lee recalls. “She talked about protecting my energy, creating balance, and making sure I didn’t burn myself out. I felt seen in a way I didn’t expect.”

One week later, Lori Lee was in class. “I realized I wasn’t starting from scratch,” she says. “I already had the mindset; I just needed to apply it to a

“
I LISTEN WITH INTENTION. I GUIDE WITH STRATEGY. I STEADY EMOTIONS WHEN THINGS FEEL HEAVY.”

new arena.” She approached real estate exactly as she had elite athletics, by being coachable, studying relentlessly, surrounding herself with mentors, and committing fully to the process. Letting go of perfection was part of the growth. “Mastery comes from consistent effort, not flawless beginnings,” she says.

Today, what fuels her most is helping clients move from overwhelm to clarity. “I love that moment when everything clicks for them,” she shares. “When they go from ‘I don’t know where to start’ to ‘Okay, I’ve got this.’”

For Lori Lee, the reward isn’t just the closing; it’s the confidence her clients



carry with them to the finish line. “Closing day becomes their award ceremony,” she says. “Feeling educated, supported, and proud, that’s the win.”

Her definition of success has evolved too. “It used to be trophies and titles,” she says. “Now it’s choice, evolution, and freedom, the ability to design a life intentionally and do work that aligns with what matters.”

At her core, Lori Lee remains what she’s always been, a coach.

“I listen with intention. I guide with strategy. I steady emotions when things feel heavy,” she says. “Real estate isn’t just about property; it’s about leadership and walking with people through big life decisions.”

When asked what she hopes to be remembered for, her answer is simple and powerful. “I want my kids to remember a strong woman who always advocated for what was right and who was their biggest cheerleader.”

And perhaps her philosophy is best summed up in the words she once shared with every athlete she coached: “Put your lashes on, get dressed, and show up.”

Because championships, and successful real estate careers, are built long before the spotlight ever hits.



One Call Does It All
Transforming the way seniors and their families transition through life’s stages.

Our senior transitions specialists take care of it all

- Senior Relocation
- Packing
- Move Management
- Resettling
- Downsizing
- Estate Sales
- Online Auctions
- Home Clean-Outs
- and MORE



Caring Transitions of Myrtle Beach
CaringTransitionsMyrtleBeach.com | (843) 650-0885
cblanton@caringtransitions.net

2024 Caring Transitions, All rights reserved. Each office is independently owned and operated. Services & prices may vary.

It's Safe Home Time

SCS SAFE HOME
SCS DOI

\$6,000 - \$7,500 State Grant from the Dept. of Insurance for Roof Replacement
Call Klaus Roofing Today!
843-748-0295

PUT A Klaus ON YOUR House!

THE KLAUS PROMISE 50 YEAR WARRANTY

Pick an Appointment



Of course you'll love it
IT'S THE ACE WAY
 Qualified for 1,162 home improvement projects



It's time to tackle that growing list of home projects. The Multi-Skilled Handyman at Ace Handyman Services have the expertise you can trust with the helpful approach you'll LOVE.



SCHEDULE A HANDYMAN
843.507.2540
 AceHandymanServices.com

©2025 Ace Handyman Services, Inc. All rights reserved. Locally owned and independently operated Franchise.



FROM OUR HOME TO YOUR HOME PEST CONTROL.



CL100 • Pest Inspection Reports
 Residential Pest Control
 Termite Control • Rodent Control
 Commercial Pest Control

415 79th Ave N
 Myrtle Beach SC 29572
 BeachPestService.com
843-945-2824



LOCALLY OWNED & OPERATED

100% Satisfaction Guarantee



YOUR GRAND STRAND REAL ESTATE MEDIA TEAM

EST 2018 | Licensed & Insured | Photo | Video | Drone | 3D | Creative
 A small team of five that cares! Text/Call Us at 843.885.3088 or book online www.hightidecontent.com

Streamlining the Appraisal Process with Accuracy and Care.



For What It's Worth
Appraisals

(843) 808-1533 | FWIWA.com | Info@fwiwa.com
1045 LONDON ST. UNIT 202, MYRTLE BEACH, SC 29577



Spring Forward with Peace of Mind

Insured, Secure, and Ready for Anything



Spring storms. Rising tides. Changing seasons.

We understand coastal risks—and we're here to help you stay prepared with coverage built for your environment.

Let this season be about growth—not worry.

Coastal Insurance Group

1045 London St. Suite 201
Myrtle Beach, SC 29577
(843) 808-0291

info@coastalinsureit.com
CoastalInsuranceLLC.com

DESIGN THE SIGN

14 YEAR

Anniversary

FRIDAY | MARCH 13 | 5PM
1788 HWY 501 | MYRTLE BEACH



open bar • raffle prizes
live music from chocolate chip
catering from 14 restaurants

RSVP WITH PARTY SIZE. TEXT 843-907-0112

DRESS CODE:

Sharon

CHRZANOWSKI

WRITTEN BY ANITA JONES
PHOTOGRAPHY BY JEREMY KIERYZ -
HIGH TIDE CONTENT

For Sharon Chrzanowski, real estate has always been about helping people navigate major life transitions with confidence and care. “I’ve been in the real estate industry since 1993,” Sharon says. “I started as a loan officer, and that experience still shapes how I serve my clients today.”

Before becoming a REALTOR®, Sharon spent more than 20 years as a highly successful mortgage lender. She ran offices for large lenders, owned her own brokerages and a title affiliate, and helped thousands of families achieve homeownership. After the market crash, she stepped away from lending to focus on raising her children, while mentoring, tutoring, and volunteering in schools.

“I never stopped helping people,” she says. “I just did it in a different way for a while.”

From the Northeast to the Carolina Coast, Sharon spent the first 40 years of her life in the Philadelphia suburbs. In 2010, during her divorce, she relocated to Delaware, where she raised her children near the beach. She remarried in 2011, and in 2021, during Covid, her family made another leap of faith, relocating to the North Myrtle Beach area.

“We moved during Covid, didn’t know anyone, and bought our home sight



unseen,” Sharon shares. “We even lost out on several bids while home shopping, because there were so many offers, but we knew we were meant to be here.” The move aligned with Sharon’s desire for a different pace of life, as well as her ongoing health journey. After a late diagnosis of Lyme disease, she developed rheumatoid arthritis. “I learned a lot about my limits and what I’m capable of,” she says. “Attitude is 99% of any battle.”

That outlook was shaped by her mother, who survived polio as a baby and never allowed physical challenges to limit her goals. “My mom showed me that perseverance matters,” Sharon says.

A New Chapter in Real Estate

After more than a decade away from full-time real estate work, Sharon felt called to return as her youngest son prepared to graduate high school. “I wanted to help people buy and

sell homes again,” she explains. “But I wanted to do it differently, using everything I learned in lending.”

Licensed in South Carolina in October 2022 and North Carolina in July 2023, Sharon joined Realty ONE Group Dockside after connecting with the team and experiencing its collaborative culture. “The leadership is excellent, and it felt like the right fit,” she says. While



her mortgage background gave her a strong foundation, transitioning into sales came with its own learning curve.

“I knew the terminology, but I didn’t realize how much legal paperwork there was,” Sharon says. “You truly have to learn the rules and keep your clients’ best interest at heart.” Today, Sharon is also a Licensed Mortgage Loan Originator, holding NMLS #136778 in North Carolina, South Carolina, and Florida. “I love being able to guide clients from both sides of the transaction,” she says. “It helps them feel informed and confident.”

Service as the Foundation of Success

When asked about the number one contributor to her success, Sharon’s answer is simple. “Helping people,” she says. “That has always been my motivation.”





“ Favorite Quote / Top Tip: **Let a sleeping dog lie.** ”



Their children include Justin, a talented carpenter graduating with a business degree in 2026; daughters Jessica and Gina; Michael, an accountant and entrepreneur; and Tyler, who will graduate with a marketing degree in 2026. Sharon and Dan are also proud grandparents to Jack, Caleb, and Graham.

Myrtle Beach All City Choir, enjoys karaoke, biking, cooking, and staying active in her church. She supports organizations including God's Gifts Page and Samaritan's Purse, along with various charitable causes.

Her advice to other REALTORS® is rooted in integrity. "This business is a rollercoaster," she says. "Stay positive. If you don't know the answer, say you don't know, then take the time to get the right answer. Honesty is always the best policy."

"Our three sons live locally, so we spend a lot of time together," Sharon says. "We enjoy cooking, traveling, and just being together." Outside of real estate, Sharon sings with the North

"I give the Lord credit for my success," Sharon says. "I truly believe I was called back to work to help people buy and sell homes." To Sharon, success means being known as honest, knowledgeable, and caring, while raising good-hearted, productive children.

When asked what she wants to be remembered for, Sharon's answer is simple and heartfelt. "That I was a great wife, mom, Mimi, REALTOR®, and mortgage lender," she says.

“

I learned a lot about my limits and what I'm capable of. Attitude is 99% of any battle.”

Returning to work at age 52 in a new state where she knew few people required persistence and intentional networking. "I had to meet people, learn the communities, and build trust," she says. "At the same time, I manage rheumatoid arthritis pain, even on busy days. But the joy I get from helping others always outweighs the discomfort."

Sharon is especially passionate about educating buyers and sellers, particularly first-time homebuyers. "I love walking first-time buyers through each step," she says. "I

also present finance and housing education to schools and organizations. Education builds confidence."

Client experience is central to her business. "My reviews and feedback mean everything to me," Sharon says. "They represent the trust people place in me."

Family, Faith, and Legacy

Family sits at the center of Sharon's life. She and her husband, Dan, who also works alongside her in real estate, share a blended family of five children and three grandsons.





Experience



See how Chesapeake Homes will make a difference in your client's new home purchase.



Experience the Quality.



Experience the Satisfaction.



Experience the Togetherness.



Experience the Enjoyment.



Experience the Appeal.



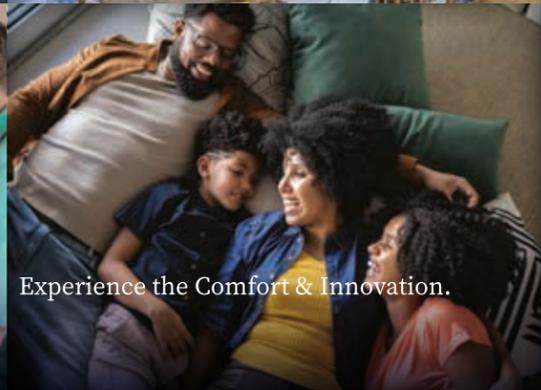
Experience the Details.



Experience the Vision.



Experience the Reassurance.



Experience the Comfort & Innovation.



Selling in Longs

If you're looking for a community central to many conveniences and a vacation-esque lifestyle featuring a swimming pool, pickleball and bocce courts, then you've found your future home! Located off Hwy 9 for easy access to Lorris, Cherry Grove, and North Myrtle Beach.



Selling in Little River

Move into a new lifestyle! Bridgewater residents enjoy an active lifestyle with the help of the onsite Lifestyle Director including get togethers, events, socializing, clubs and lots more in a coastal-inspired community and only minutes from the beach!



Selling in Myrtle Beach

New homes in the award-winning community of Waterbridge located in the coveted Carolina Forest area, in the heart of Myrtle Beach! Voted best residential pool and best nature preserve - with our exceptional homes, it's a win-win for those who want to live here!



Selling In Bolivia

Another fine community with quality homes built by Chesapeake Homes in Bolivia, NC. Brunswick County is perfect for buyers looking for a serene atmosphere that is also a quick trip away to nearby beaches like Holden or Ocean Isle Beach.



Selling in Lorris

The Willows will offer new beautiful single-family homes with community amenities and many features and options that new homebuyers have come to appreciate from us!



Selling in Myrtle Beach

Welcome to our new community, Traditions at Carolina Forest in Myrtle Beach, featuring high-quality homes built by Chesapeake Homes. Schedule a VIP Tour with your clientele to view this new community and models.



Selling in Calabash

Come live your best in this Chesapeake Homes' master-planned community filled with beautiful homes and life-enhancing amenities! Located on the South Carolina/North Carolina border, you'll live close to everything you need!



Seven New
Luxury Home
Communities To
Choose From!



Be sure to go to cheshomes.com for the most current information on each community or call 843-806-1121.



James Burton

WRITTEN BY WENDY LEWIS
PHOTOGRAPHY BY WESTON
MEDIA - TYLER GRAHAM

James Burton grew up with mortgages as part of everyday life. Long before he ever held the title of loan officer, the language of lending was already familiar. With both parents in the mortgage industry as well as one step-parent, conversations about rates, programs, and deal structure were as common as talk about school or sports.

“I remember sitting in the back seat on the way to soccer practice, listening to deals being discussed on an old-school bag phone,” James says. “Even around the dinner table, mortgages were just part of the conversation.”

That early exposure sparked a genuine curiosity about the business and, more importantly, the impact it can have on people’s lives. James went on to graduate from the College of Charleston and earn his MBA from The Citadel, experiences

that reinforced the values he still operates by today.

“Hard work, discipline, and preparation really do pay off,” he says. “Those lessons have guided me every step of the way.” James began his career with Southern Trust Mortgage in 2021, entering the industry during a period when rising rates and market uncertainty made the learning curve steep. In hindsight, he sees the timing as a blessing.

“Starting in a challenging market forced me to focus

on relationships, education, and value, not shortcuts,” James explains. “That foundation shaped how I serve clients today.”

Southern Trust Mortgage is a full-service lender offering a wide range of home financing solutions, but James believes their true value lies in guidance and clarity. From the first conversation through closing day, his focus is on helping clients understand their options, set realistic expectations, and move forward with confidence.





“What we really offer is guidance. People want honesty and clarity, especially when they’re making one of the biggest financial decisions of their lives.”

“What we really offer is guidance,” he says. “People want honesty and clarity, especially when they’re making one of the biggest financial decisions of their lives.” What sets Southern Trust apart, according to James, is the depth of support behind every loan.

The company’s in-house credit enhancement team helps clients improve their credit, with average increases of around 45 points. A dedicated condo specialist works directly with builders to secure approvals, opening doors that might otherwise stay closed.

“These resources are game changers,” James says. “They allow me to say yes more often, even in complex situations, and that can make all the difference for buyers and for our real estate partners.”

For James, dependability is at the core of his professional identity. He

believes success is built on honest communication, proper expectations, and consistent follow-through. “If I say I’m going to do something, I do it,” he says. “That’s how trust is built.”

As markets shift, rates fluctuate, and technology continues to evolve, James believes one thing remains constant. “Relationships still matter most,” he says. “Trust, communication, and consistency will always win, no matter the market.”

Outside of work, James prioritizes family and balance. He credits his wife as his greatest support and enjoys sharing his favorite pastimes with her, from hunting and fishing to time spent outdoors. One particularly memorable milestone still brings a smile. “She harvested her first deer, and that’s a memory we’ll always laugh about,” he says.

Together, they love spending time with their dogs, cruising



the Lowcountry by boat, and making the most of every moment they have together. James defines success simply. “Doing what I say I’ll do, maintaining balance, and building a career that allows me to enjoy life while serving others well,” he says. “When it’s all said and done, I want to be remembered as honest, hardworking, dependable, and present for my clients, my partners, and my family.”

And for those who really want to know James beyond the office, there is one fun

fact he is happy to share. “I’m an amazing cook,” he says with a laugh. “Shrimp and grits is my claim to fame, and I take it seriously. If you’re looking for me on a Sunday, there’s a good chance I’m at Red Drum. Best brunch around.”

James Burton
 Loan Officer | NMLS# 2121317
 843-240-2686
 Southern Trust Mortgage | NMLS# 2921
 Equal Housing Opportunity | nmlsconsumeraccess.org



WE FIX ROOFS!

MonarchRoofing.biz

Residential • Roof Repairs • Gutters • Temporary Tarping • Free Inspections



Share the Love with a Home Warranty

Your clients deserve a house filled with love, not unexpected repair bills. Show how much you care by offering a home warranty from Old Republic Home Protection with every transaction.

Contact me today for details!

Stephanie Midgett
Senior Account Executive
T: 980.308.6510
C: 910.382.8048
StephanieM@orhp.com
my.orhp.com/stephaniemidgett



People Helping People This is a paid advertisement.



The Only Real Choice for Your Real Estate Inspection Needs.



NOW SERVING
NORTH CAROLINA
COASTAL CAROLINA REGION
PEE DEE REGION
BRUNSWICK COUNTY
ROBERTSON COUNTY
BLADEN COUNTY
COLUMBUS COUNTY

(843) 209-4792 • SLOANHOMEINSPECTIONS.COM



WHY PARTNER WITH



Contact Your Dedicated Team C Builder Partner Today

843-277-0395 | TeamCSales@NationOne.com
NIMortgages.com



TAMMY WOLFE

EDITED BY
ANITA JONES
PHOTOGRAPHY
BY JEREMY
KIEREZ · HIGH
TIDE CONTENT



Talk about a year worth celebrating. For Tammy Wolfe, 2025 marked her strongest year yet, both professionally and personally, proving that momentum builds when passion, discipline, and heart align.

Professionally, Tammy's real estate production propelled her into the coveted **\$20 Million Dollar Club**, an achievement reached by only a small percentage of top-performing REALTORS®. It was a milestone that reflected years of consistency and dedication, not overnight success.

"I'm incredibly proud of what 2025 brought, but none of it happened by accident," Tammy said. "It was the result of hard work, staying consistent, and remaining committed, even while spending a lot of time on the road supporting and cheering from the top of my lungs for my son during his college football journey."

For Tammy, success has never been defined by a single win. The highlights of 2025 extended far beyond the closing table, rooted just as deeply in family pride as professional achievement. While her business reached new heights, she was also celebrating a season of growth at home, watching her children confidently step into their own futures.



From her daughter Skylar's graduation from Coastal Carolina University and entry into the healthcare field, to her son Dalton's academic and athletic success at Presbyterian College, 2025 reflected what Tammy has always believed. When you work hard, stay focused, and surround yourself with the right support, success has a way of multiplying.

"Work hard, play hard, right?" Tammy said. "For me, it's more than a saying. It's a way of life."



That mindset was forged early on a farm in the small North Dakota town of Esmond, where Tammy grew up alongside five siblings. Her family's ranch, filled with cattle pastures and open fields, was where the Wolfe children learned responsibility and grit. Each morning started early, with chores ranging from driving tractors and stacking hay to fixing fences and branding cattle.



"I feel so blessed to have had good, solid people for parents," Tammy said. "They taught me at a young age that determination, kindness, and a strong work ethic can take you far."

Growing up in a small town never limited Tammy's ambitions. With few distractions, she and her siblings gravitated toward sports. Tammy earned a basketball scholarship and a starting role



“ THIS CAREER GAVE ME CONFIDENCE AFTER BECOMING A SINGLE MOTHER. IT HELPED ME REACH FINANCIAL GOALS I DIDN'T THINK WERE POSSIBLE AND ALLOWED ME TO BUILD A BUSINESS WITHOUT MASSIVE STARTUP COSTS. ”

as a point guard in college, an experience that shaped her mentally and emotionally.

“My coaches toughened me up and helped build my character,” she said. “Those lessons still guide me today.”

After earning a four-year degree in education, Tammy moved to Austin, Texas, where she spent four years teaching. During a summer break, she took a sales and marketing position and quickly discovered a passion she hadn't expected.

“I didn't have much experience, so I found the best salespeople and studied their habits,” she said. “I had to pinch myself. This small-town girl was really enjoying big city life.”

That curiosity and drive led Tammy to a national sales director role and a successful 13-year career in sales. In 2003, a new business opportunity brought Tammy and her family to Myrtle Beach, where she happily traded her boots for flip-flops.

A few years later, life shifted again when Tammy became a single mother. Determined to

North Dakota Wolfe family gathers in Minnesota to Cheer on Dalton!



provide for her children while remaining present in their lives, she revisited the idea of real estate. A lunch with a neighborhood friend, who was also a successful agent, confirmed what Tammy already sensed.

“Real estate fit my personality, my work ethic, and our family life,” she said. “My kids cheered me on during my first sale, and they're still my biggest supporters today. My greatest joy is being their mom.”

Nearly 14 years later, Tammy's business thrives largely through referrals from loyal clients who trust her expertise and sincerity. “Building long-lasting relationships and letting clients know they can count on me has made all the difference,” Tammy said. “I love seeing the excitement when I hand over the keys. I truly love what I do, and I think that shows.”

Her performance certainly does. Tammy earned the top sales spot at her Beach & Forest office and set a new company sales record in 2025. Still, accolades are not what drive her. “I want to be a positive presence,” she said. “I'm a Christian woman with strong faith and conviction. I try to lift others and brighten their day whenever I can.”



Real estate has also been transformative on a personal level. “This career gave me confidence after becoming a single mother,” Tammy shared. “It helped me reach financial goals I didn't think were possible and allowed me to build a business without massive startup costs.”

Outside of work, Tammy's heart belongs to her children. Skylar, 23, graduated from Coastal Carolina University in May 2025 with a public health degree and now works full time with Grand Strand Dermatology while applying to physician assistant programs.

“I'm a proud mom, for sure,” Tammy said. Her son Dalton,

21, is thriving at Presbyterian College, where he remains a consistent Dean's List student and standout defensive end. After a 10-2 season with the Blue Hose, Dalton will graduate with a business degree and continue his academic (Pursuing MBA) and athletic journey at the University of West Georgia.

Supporting her children brings Tammy her greatest joy. Between football games, real estate closings, and time with friends, her life is full; whether wining and dining, cruising on the golf cart, boat, or staying active at the gym, Tammy embraces everything beach life has to offer. “I'm loving life here in Myrtle Beach, and I feel incredibly grateful to have met lifelong dear friends and that someone special, who have become like family to us,” she said.

No matter where life takes her, Tammy never forgets her North Dakota roots.

“I appreciate my heritage, and my summer visits back to the Wolfe Ranch mean more every year,” she said. “I may not be scoring baskets anymore, but I've built amazing friendships, loyal client relationships, and a business that takes care of my family. God is good.”



When it comes to getting your clients into their dream home, you can rely on us as your trusted mortgage partners! We're here to provide personalized guidance and a smooth and reliable mortgage process.



Meet Our Team > SouthernTrust.com/Charleston

NMLS# 2921 | nmlsconsumeraccess.org | This is not a commitment to lend | Equal Housing Opportunity

IT'S **LUCKY** LOAN TIME!
10% SECOND HOMES
AT PRIMARY HOME PRICING



James Burton
Branch Manager | NMLS# 2121317
843-240-2686



Ashley Bartol
Loan Officer | NMLS# 733519
843-685-2960



Pre-Sales Happening Now: Lock In Your Price & Floorplan

Available homes from
Georgetown, SC
to **Ocean Isle, NC!**
Offering Up To A **3%**
Buyer Agent
Compensation

D·R·HORTON[®]
America's Builder



Florence Communities



North Carolina
Communities



Myrtle Beach
Communities

Let us make it easy for you
to find the perfect home.

843.417.9575 • drhorton.com

@2025 D.R. Horton is an equal Housing opportunity builder. Home and community information, including pricing, included features, terms, availability and amenities are subject to change or prior sale at any time without notice or obligation.



PROFESSIONAL SPRINKLER CARE. LOCAL EXPERTISE.

Complete sprinkler system services
delivered by trusted local professionals.

CONSERVA DIFFERENCE

- Professional Service
- Smart Irrigation
- Reliable Maintenance
- Premier Partners
- Lower Water Bills

All Real Producer Homes Closed in
2026 are eligible for a Free Inspection

Call today to find out details!

WANT TO
LEARN MORE?
SCAN ME



Call today to learn more
about our packages!

843-279-4497

conservairrigation.com



WITH A PROPERTY INSPECTION FROM TOP TO BOTTOM, THE ONLY THING YOUR CLIENT HAS TO WORRY ABOUT IS SETTLING INTO THEIR NEW HOME.

As a member of the Coastal Carolina Association of REALTORS®, we've worked closely with Myrtle Beach Area Realtors for over 10 years!

I spend 5-7 hours on every single family home inspection because your home deserves more than a quick glance.

- New construction preclose inspections
- 11 month inspection for new construction
- Listing inspections



No Roof Too High!
Drone Certified and Licensed
Roof Inspections

John Pate, Certified Roof Inspector
843-231-8532

Book your Home Inspection online at
www.homeinspectiontobottom.com



IF it has four walls and a Roof, we have financing options

for you!

Ask about our 21-Day Loan Approval Guarantee Element Funding —

Exceptional Service. Creative Solutions. Fast Closings.

- 1. Unreasonable Hospitality:**
Clear Communication And Step By Step Guidance
- 2. Financing Creativity:**
More Resources And Flexibility To Approve Loans Other Companies Can't
- 3. Fast Loan Approval Timelines** Ask About Your 21 Day Loan Approval Guarantee



ELEMENT MORTGAGE
Robert Ferraro
NMLS # 1620176
Loan Officer

Myrtle Beach, SC | (843) 997-4306

ElementMortgage.com | Rob.Ferraro@elementmortgage.com

MIRACLE MM MOVERS
Your Property Is Our Priority

What sets us apart as a trusted leader in moving companies?

Our family based company, filled with passionate vetted employees!

- ✓ Local & Long Distance Moves
- ✓ Commercial Moves
- ✓ Junk Removal
- ✓ Professional Packing Services
- ✓ Furniture Placement
- ✓ Box Delivery
- ✓ Licensed & Insured



Empower your clients to take control of their next move with confidence, courtesy of Miracle Movers of Myrtle Beach & Charleston!

RATED #1 IN MYRTLE BEACH FOR OVER 6 YEARS
Cell: 843-270-7227 Office: 843-447-9525
Valerie@miraclemoversusa.com



Spring Into Your Next Chapter

A fresh season deserves a fresh start.

Spring is the season of new beginnings—and there's no better time to make your move. Whether you're relocating across town or across the state, LaBarbera Movers makes the transition smooth, efficient, and stress-free.

LaBarbera Movers, LLC
(843) 214-2569
385 French Collins Rd.
Conway, SC 29526



LaBarberaMovers.com