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MARCH 2026

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Meet

Chad Williams



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+

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GREY FARTHING

Against the Odds:
JILLIAN DUPRE

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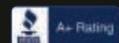
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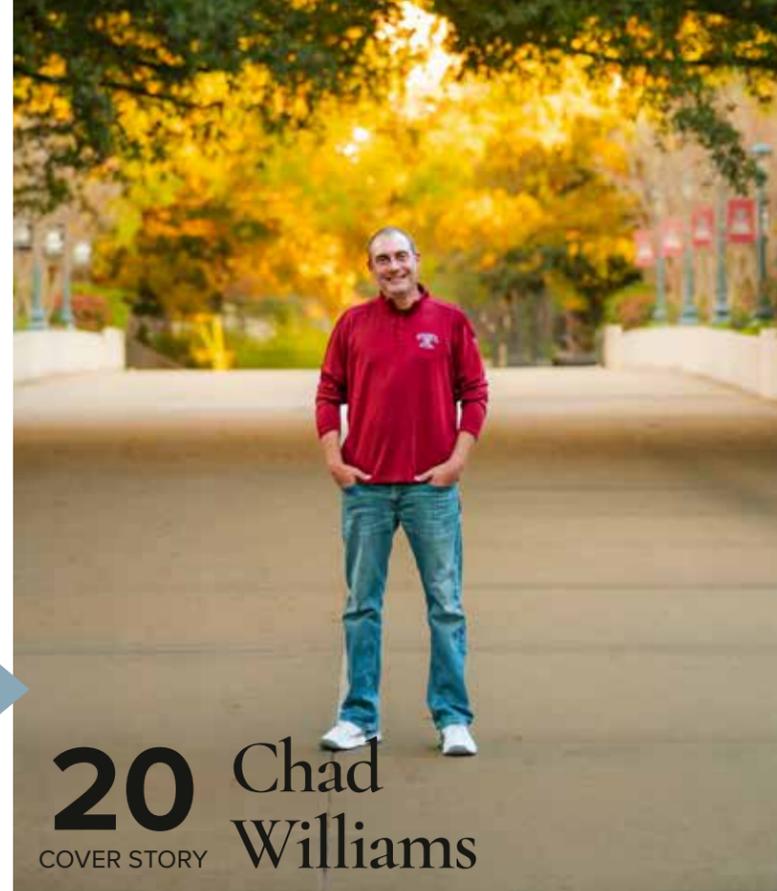
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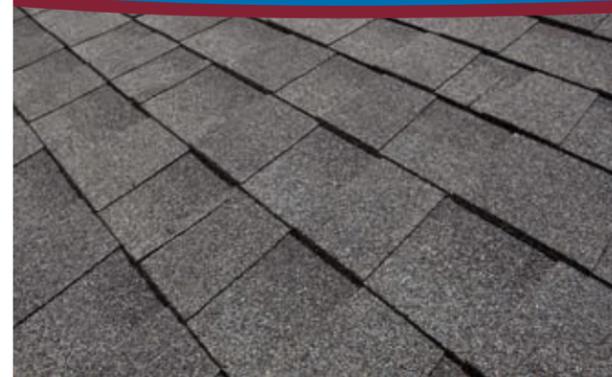
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March 2026

Happy St. Patrick's Day!

As we step into March and celebrate the luck and promise of St. Patrick's Day, we are reminded just how fortunate we are at **Columbia Real Producers Magazine**. This publication exists because of you—our loyal readers, trusted partners, and the dedicated real estate professionals who allow us to tell their stories. Your continued support fuels our mission to highlight excellence, leadership, and authenticity within the Midlands real estate community. We are deeply grateful for the opportunity to serve as a platform that connects, inspires, and celebrates the people who make this industry so impactful.

Gracing our cover this month is **Chad Williams of Resource Realty Group**, a professional whose leadership, vision, and commitment to his clients set a powerful example in today's market. Chad's story reflects what it means to lead with purpose while continuing to grow and adapt in an ever-changing industry. We are proud to spotlight his journey and the influence he continues to have on those around him.

Our **Top Producer** feature recognizes **Grey Farthing of ERA Wilder Realty**, whose career stands as a testament to consistency, experience, and long-standing excellence. Grey's success is built on decades of dedication to his clients and an unwavering commitment to the highest standards of professionalism. His story is one of perseverance, trust, and a legacy that continues to shape the real estate landscape across our region.

This issue also features a compelling **Against the Odds** spotlight on **Jillian Dupre of Live Oak Real Estate**. Jillian's journey is a powerful reminder that determination, resilience, and faith in oneself can overcome even the toughest challenges. Her story is both inspiring and relatable, offering encouragement to agents at every stage of their career who may be navigating their own obstacles.

In addition, we are honored to feature **Mary Gervais Brantley of CMG Home Loan** in our **Preferred Partner Spotlight**. Mary represents

the strength of collaboration between real estate professionals and lending partners, bringing trust, expertise, and unwavering support to the agents and clients she serves. Partnerships like hers are essential to the success of our community, and we are grateful for her continued involvement and impact.

As you read through this issue, we hope you're reminded of the incredible talent, perseverance, and heart that define the Columbia real estate community. Thank you for being a continued reader, supporter, and champion of *Columbia Real Producers Magazine*. From all of us, we wish you a joyful and lucky St. Patrick's Day and look forward to sharing many more stories with you in the months ahead.

Wishing you a March filled with love, success, and gratitude.

Warm regards,



Robert and Sierra Smith
Publisher, *Columbia Real Producers*

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A LEGACY *of* EXCELLENCE *in Columbia Real Estate*



Meet

FRED (GREY) FARTHING, III

WRITTEN BY: AMY PORTER • PHOTOS BY: KACIE WOODS (KWOODS PHOTOGRAPHY)

When it comes to real estate in Columbia, South Carolina, few names carry the weight, integrity, and experience of Fred Grey Farthing, III. With over 42 years of dedication in the real estate industry, Grey has guided more than 2,784 clients and customers through the complex world of appraisals, buying, selling, and investing, achieving a career volume exceeding \$200 million. A true “Greyt Blessed Trusted Real Estate Authority,” Grey has built a reputation not only on results but on the personalized, meticulous approach he brings to every transaction, because of the close Relationships that he builds with his Clients and Customers so that they can “Discover The Difference” between dealing with any real estate agent and an Experienced Professional Full Time Realtor.

Grey’s journey into real estate began after a distinguished military career as an officer in the U.S. Army Corps of Engineers and a successful tenure with Norfolk & Western Railway as a Trainmaster. Armed with a Civil Engineering B.S. degree with honors from the Virginia Military Institute—a school whose creed of honesty and integrity he lives by—Grey transitioned to real estate with a vision: to create a business built on trust, expertise, and exceptional client experiences. He earned his South Carolina real estate license in 1983 and quickly advanced to become the President and Broker-in-Charge by

1986, demonstrating a rare combination of leadership, business acumen, and client-focused service.

Over the decades, Grey’s career has spanned multiple prominent firms, from Century 21 Grover Richey Realty, where he expanded the company’s associate base dramatically from 17 to 51 associates, to Coldwell Banker Jenkins & Wheeler, where he led the Top-Performing Real Estate Branch Offices as Broker-in-Charge in Columbia. In 2005, he joined ERA Wilder Realty, Inc., drawn to their shared core values of faith, service, and community engagement. Since then, he has consistently ranked among the company’s top producers, earning a place in the top 2% of the Columbia market on the sales side over the past five years.

Grey’s expertise spans residential homes, Appraisals both Residential and Commercial, commercial parcels, farms, waterfront properties, and corporate relocations, with a special focus on military families from Fort Jackson, McEntire Air National Guard, and Shaw Air Force Base. He combines a deep understanding of the local market with a client-first approach that includes a trusted team of lenders, attorneys, inspectors, and contractors—ensuring a seamless experience from the first consultation to closing. “It is a privilege for me to work with any new client,” Grey says. “I take my career seriously and I am here to protect clients from

pitfalls, saving them time and money while navigating them HOME!”

What sets Grey apart is not only his technical knowledge but his commitment to people and his Faith in God. A memorable example is a challenging two-year endeavor to help a client sell an inherited, encumbered manufactured home with a clouded title. Through persistence, communication, and strategic problem-solving, Grey and his client were able to secure a win-win solution, preserving credit and creating peace of mind—a testament to his dedication and ethics.

Grey’s passion extends beyond transactions. He invests in the next generation of agents, shares his strategies for success, and champions community causes, as a company ERA Wilder Realty raises contributions of over \$100,000 annually to local charities, including Camp Cole, Samaritan’s Purse, St. Jude Children’s Hospital, and the Lymphoma & Leukemia Society. He credits his faith, family, and mentors—including his father-in-law, Grover Richey, and industry leaders like Tom Jenkins and Keith Crow—for shaping his values of honesty, respect, and service. His current ERA Wilder Realty mentors and lenders include Eddie Wilder, past Broker-in-Charge Mike Taylor and current Broker-in-Charge Morris Lyles who have taught him about giving back to our community, to mentor other agents and share activities that help us



work harder and smarter to help more Families each year through Faith Based marketing programs like Ninja Selling and Brian Buffini’s selling systems.. He always continues to educate himself through various Certification programs, and new technology on how to use the latest AI programs as innovations never stop.

Outside the office, Grey enjoys singing, dancing, loves all animals, beach trips, fishing, skiing, golfing, and connecting with friends and family. He relishes life’s adventures, from sailboat trips to daring experiences like parachuting, embodying the same courage and dedication in his personal life as he does professionally.



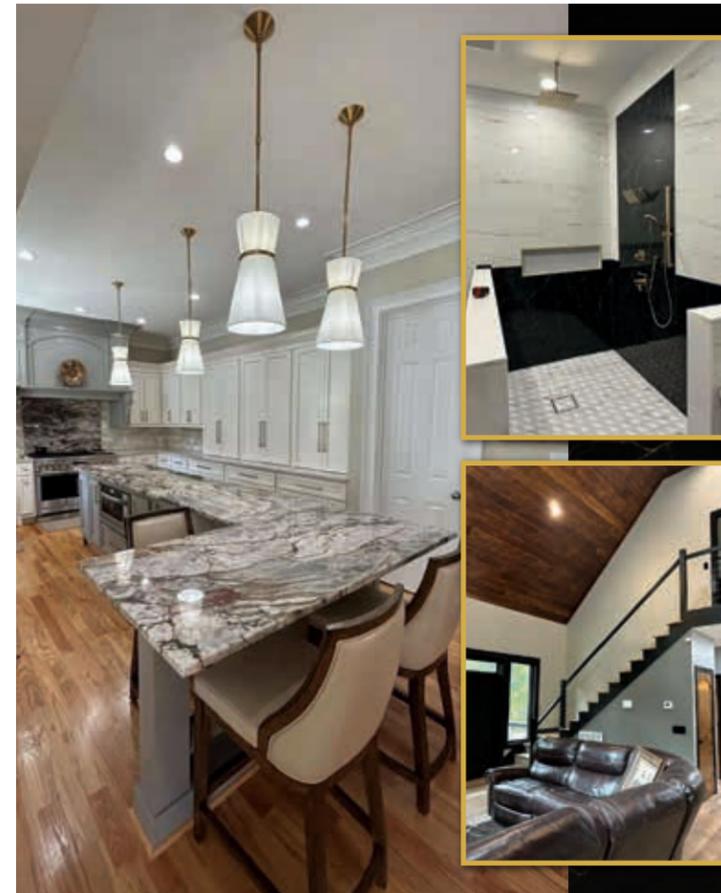
For Grey, success is measured by the relationships he cultivates and the joy he brings to others through his work. His mother Linda Phillippi helped to mold his Christian attitude, hard work ethic, his Morals and his caring heart for people and animals being raised on a Farm. Grey has a son named Greyson that is the pride of his life and Greyson is married to Chelsea and they complete each other and are Loved. Grey's Faith is very important to his success as he says "God tend to drop people in my Path every week from referrals from past clients that need a Greyt Blessed Realtor to figure out how to navigate HOME!

Looking forward, Grey continues to build a legacy, both for his family and the Columbia community, through real estate investments, mentorship, and unwavering commitment to service. His philosophy is clear: "Make every day a holiday and every meal a feast, and tell the ones you love them today because tomorrow is never guaranteed." In every deal, every relationship, and every challenge, Fred Grey Farthing, III exemplifies the very best of what it means to be a real estate professional—trusted, experienced, and above all, GREYT!

Favorite Quote

"If it is to be it is up to me and you may be whomever you resolve to be!"

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FROM Service TO Success

The Purpose-Driven Real Estate Journey of **Chad Thompson Williams**



WRITTEN BY:
AMY PORTER
PHOTOS BY:
CHELSEA MARNE
PHOTOGRAPHY
(CHELSEA
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For Chad Thompson Williams of The Real Estate Brokerage, real estate has never been about transactions; it has always been about people. Known for his loyalty, honesty, and deeply service-minded approach, Chad has spent the last seven years building a reputation in Columbia not just as a top-producing realtor, but as a trusted resource, a relationship-builder, and a steady, dependable presence in an ever-changing market. His path into real estate was anything but traditional, shaped by early-life challenges, hard-earned grit, and a genuine passion for helping others achieve stability, security, and opportunity through homeownership and investment.

Long before obtaining his real estate license in 2018, Chad's introduction to the industry began on the investment side of the business, where he

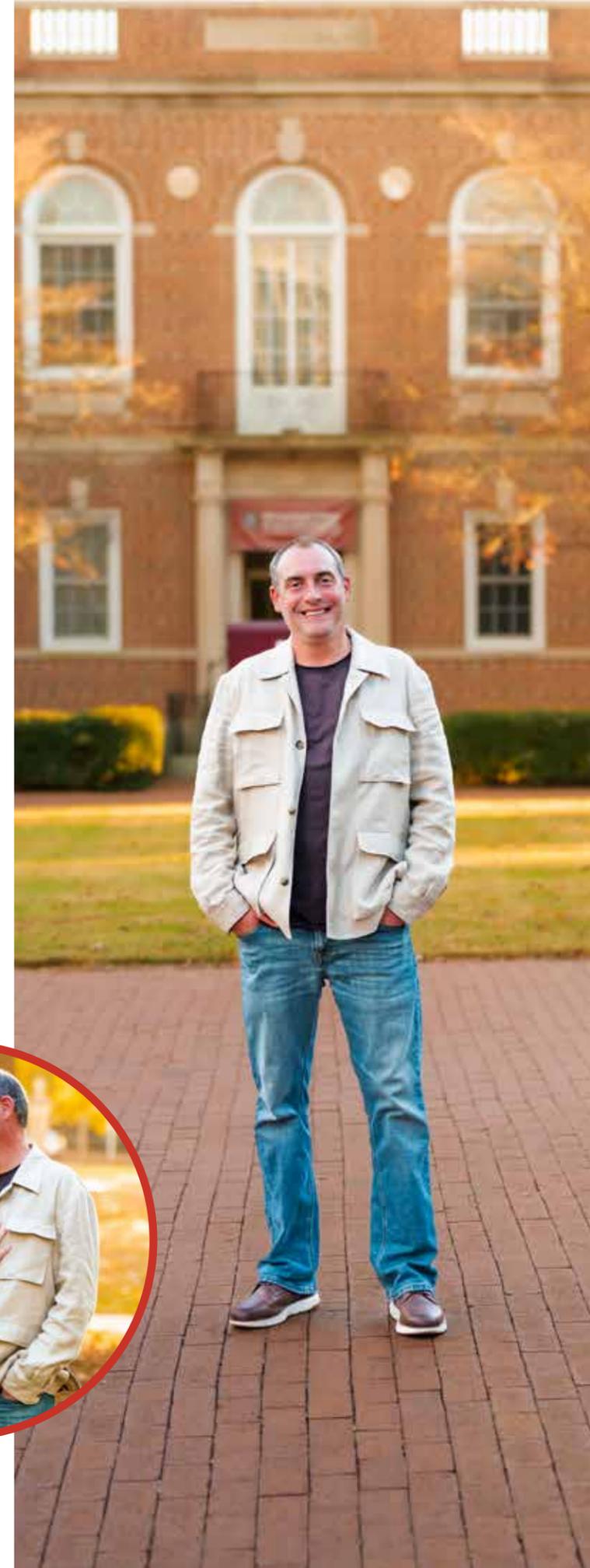
spent five years consulting for hedge funds and REITs during the post-2008 recovery. Traveling across more than fifteen markets throughout the Southeast and Midwest, he worked closely with some of the country's most successful realtors, contractors, property managers, and attorneys. It was in this fast-paced, high-pressure world—evaluating distressed properties, directing acquisitions, leading renovations, and learning from investment-minded professionals—that Chad sharpened the analytical expertise that now distinguishes him on the residential side. “It was like drinking water from a fire hose,” he recalls, “but it gave me the opportunity to learn real estate from the ground up while being paid to learn from the best.”

Yet the constant travel and 60–80 hour workweeks were difficult for a young family, and Chad

eventually faced a pivotal choice: start a home inspection business or take everything he had learned and become a realtor. Choosing the latter, he entered the Columbia market with humility and a simple mantra—How can I help? How can I serve? Those early days were far from easy. He cold-called expired listings, worked FSBOs, followed up on every lead, mailed letters, attended every networking event he could find, and slowly earned the business that would become the foundation of his successful career. By the end of his first year, he closed \$3M in volume—a milestone that fueled his belief that relationships, authenticity, and relentless work ethic would take him the rest of the way. They did. To date, he has closed 251 units and more than \$64 million in volume, including 56 units and more than \$13 million in 2024 alone.

Chad's service-driven philosophy is shaped as much by his professional journey as it is by his personal one. Born and raised in the Lexington/Greater Columbia area, he grew up working in his family's business, Columbia Screen, Awning and Tents. Starting in the summer of fourth grade for \$2 an hour cleaning tents, he learned the meaning of hard work, discipline, and responsibility early—lessons that would carry him through a challenging decade working in the family business through his twenties. When the stresses of the industry and the post-recession climate made the environment increasingly difficult, Chad faced another life-changing decision. His wife, Kayla, pregnant with their second child, encouraged him to seek a healthier path—a choice that led him to start over at 30 with little money, no experience, and a determination to build something better. Selling furniture at La-Z-Boy by day while attending night classes and networking at REIA meetings, Chad rebuilt his career one step at a time until the opportunity with a startup REIT opened the door to the future he had been working toward.

Looking back, he credits his early adulthood with shaping his resilience and perspective—especially becoming a father at 21 while putting himself through the University of South Carolina. The birth of his daughter, Kalli, became the defining moment of his life. “We were kids ourselves, and we were terrified,” he reflects, “but it forced me to grow up, take accountability, and work for something greater than myself.”



“

My job is to help them learn the market, adapt at their own pace, and make the best decision for their life.”

With the support of family and friends, Chad and his wife Kayla built a strong foundation that has carried them through every season since.

Their daughter, Kalli—now 23—graduated from Clemson University in Wildlife Biology and works as a Staff Scientist. Their son, Cam, a 15-year-old sophomore at Lexington High School, is a gifted dancer, performer, and leader in the arts community, competing nationally and serving on the Junior Executive Board as Social Media Coordinator for the CURED Foundation. Kayla, Chad’s wife of 15 years, is a speech pathologist for a pediatric clinic and a local school district and, as he describes, “the grounding force” of their family. Together, they enjoy traveling, food, trivia nights, Lake Murray, and following their kids as they pursue their passions.

Professionally, Chad serves Columbia’s buyers, sellers, and investors with the same patience, empathy, and understanding he brings to his own relationships. His strategies revolve around listening first—understanding a client’s personal goals, timeline, comfort level, and what matters most in their life. He believes that buying or selling a home is one of the most important decisions someone can make, and he approaches every client with a desire to guide rather than sell. “This is their process, not mine,” he says. “My job is to help them learn the market, adapt at their own pace, and make the best decision for their life.” His strong relationships with other active agents provide him another advantage, giving his clients access to upcoming listings, honest information, and opportunities that aren’t always visible to the general public.

It’s no surprise that many of his clients become lifelong friends. While there are countless stories of successful transactions, Chad says nothing

compares to handing the keys to someone buying their first home—a milestone that will always hold a special place in his heart. He also credits mentors and friends such as Dustin Johns (The Real Estate Brokerage), Adam Bedenbaugh (Exit Real Estate), Jim Hadden (Jim Hadden Real Estate), and Tyson Schuetze (Auben Realty) with shaping his professional growth. Their honesty, experience, and shared values have made them trusted voices in his life.

Today, Chad continues to expand his knowledge and diversify his skill set. In addition to his residential business, he invests personally in flips, long-term rentals, and short-term rentals—practical steps toward building long-term financial stability in an industry without formal retirement plans. He is also exploring the development side of real estate, intrigued by the idea of creating something from the ground up. But no matter how his career evolves, his one constant passion remains serving people with honesty, availability, and integrity.

Chad’s heart for service extends far beyond real estate. He supports several national and local charities, including St. Jude Children’s Research Hospital, the Leukemia & Lymphoma Society, the Red Cross, Disabled American Veterans, and many private or community-based needs that arise through GoFundMe. For him, giving back is personal—and rooted in the belief that community is the foundation of a meaningful life.

Outside of the office, Chad enjoys all things Gamecock sports, golf, history, offshore fishing, trivia nights, great food, traveling, and spending time with friends and family. He defines success not by numbers but by balance—being a devoted father, a supportive husband, a loyal friend, and a hardworking professional without losing himself in the climb.

When asked what he wants to be remembered for, his answer is simple: kindness, honesty, loyalty, and being someone others could rely on. Whether



guiding a first-time homebuyer, supporting a friend in need, or offering wisdom to the next generation of agents, Chad approaches every day the same way—How can I help? How can I serve?

And perhaps that is the true foundation of his success: a life built on service, relationships, and a deep belief that every person deserves to be met with respect, sincerity, and genuine care. In a business often defined by numbers, Chad Thompson Williams is—and always has been—defined by heart.

Favorite Quote

“Success is not final; failure is not fatal: It is the courage to continue that counts.”
Winston Churchill





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Brian Prahl

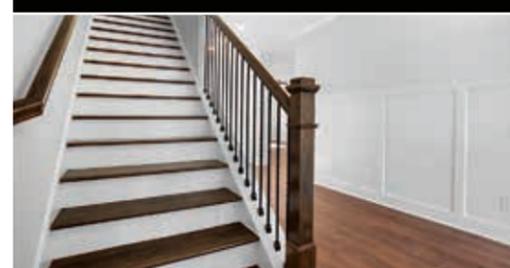
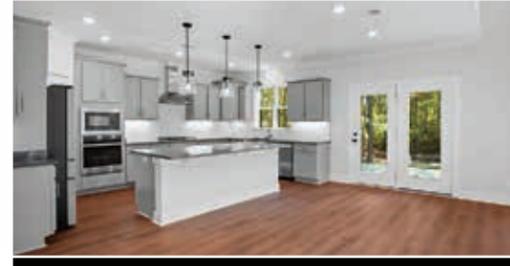
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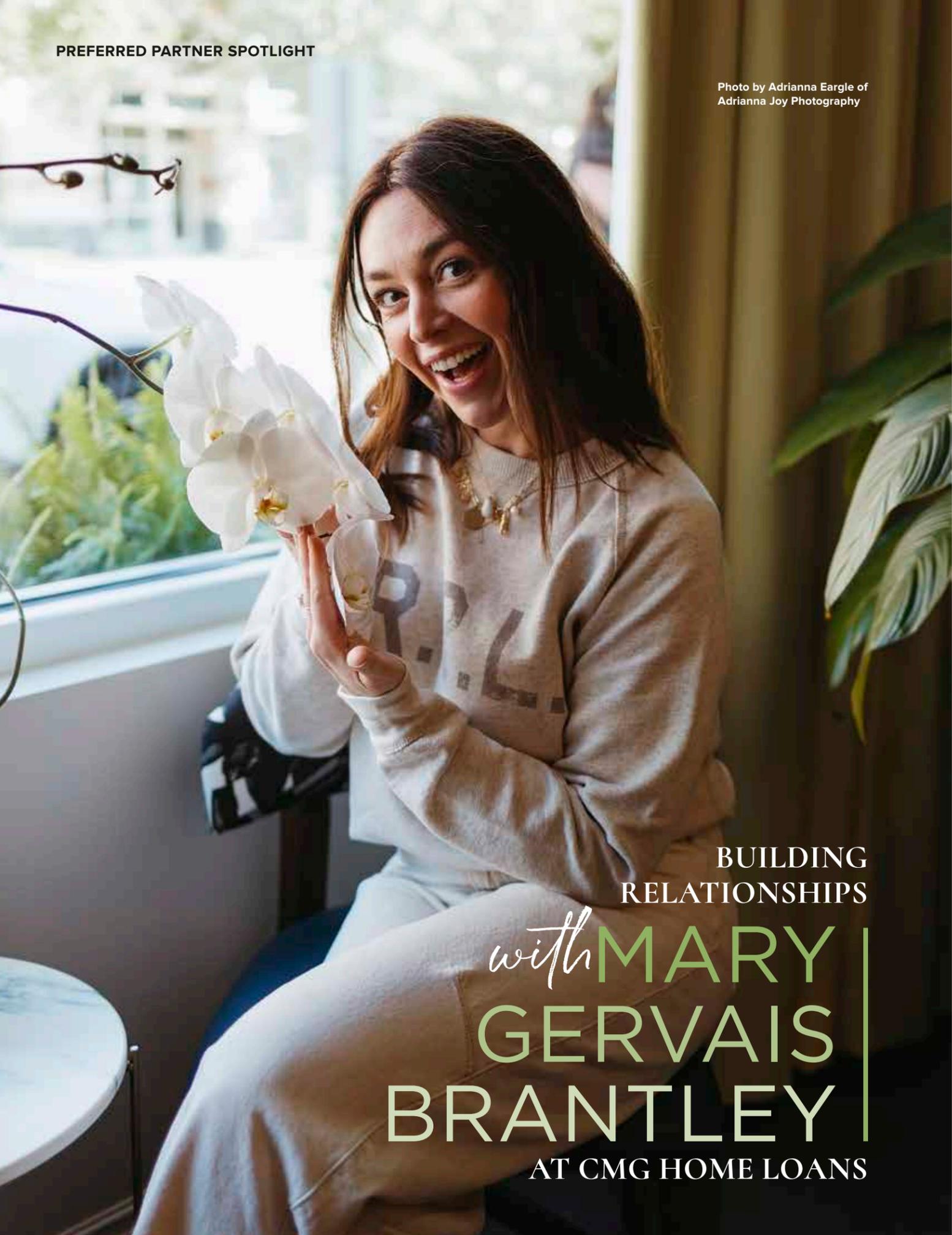


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BUILDING
RELATIONSHIPS

with **MARY
GERVAIS
BRANTLEY**
AT CMG HOME LOANS

When you meet Mary Gervais Brantley, you immediately feel it, a mix of warmth, wit, and unmistakable confidence that says she's got this.

Unapologetically herself, a Scorpio through and through, as unique as her ever-changing hair colors, and as bubbly as her favorite French champagne, Mary Gervais brings a fresh, joyful energy to the mortgage world that makes everyone around her feel seen, supported, and inspired.

As the current Free Times Best Mortgage Loan Officer [she won in 2024 & 2025], Mary Gervais has built her career around one mission: helping homebuyers and realtors grow stronger together.

Mary Gervais has spent the last 8 years helping clients feel emotionally, mentally, and financially confident in one of life's biggest decisions. Her approach is part strategy, part heart, and completely tailored to each future homebuyer.

She helps them build solid game plans, make confident decisions, and form connections that last well beyond closing. Having wholistic conversations that focus on her client's hopes and dreams, she isn't just helping them buy a home; she is helping them set up their future.

How She Helps Realtors Grow

Realtors love working with Mary Gervais because she makes their job easier and their clients happier. Her focus isn't just getting deals closed; it's about helping agents retain their database, stand out in a crowded market, and deliver an unforgettable client experience.

Through personalized mortgage strategies, co-branded content, and creative client follow-up ideas, Mary Gervais helps realtors turn every buyer into a lifelong advocate. An easy & breezy loan process is great but a loyal client who calls you when they're ready to buy again? That's where the real growth happens.



Photo by Adrianna Eargle of
Adrianna Joy Photography

With access to over 900 loan programs [conventional and VA to renovation and non-QM, even their proprietary All-In-One loan (ask her about that one!!!)] Mary Gervais and her all-female team (Jaimie, Cat, and Sarah) bring expertise and compassion to every stage of the process.

More Than Mortgages

Outside the office, Mary Gervais lives out the same values she brings to her business — connection, care, and joy. She loves supporting local non-profits:

The Cola Rose Shower, an annual event supporting women's healthcare and period poverty initiatives across the Midlands and Final Victory Animal Rescue, a local animal rescue that saves cats and dogs after traumatic experiences such as shelter life, neglected home and living on the streets.

She's a proud Columbia native, a gardener, (amateur) bread baker, embroidery enthusiast, and dog mom to three (Bird, Marcel, and Hari).



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Why Her Clients Keep Coming Back

One of Mary Gervais's favorite stories involves a couple who thought homeownership was out of reach due to income limits; they'd had been told by 2 other local lenders that the husband's income was too difficult. With this blow, they also watched their dream home come on the market & go under contract. One afternoon after getting pre-approved with Mary Gervais, saw their home pop back on the market. Prepared and ready this time, they went under contract on THE home. Their realtor worked their magic and; it was smooth sailing to closing. In less than 30 days, they were holding the keys to their dream home.

It's about helping people realize they're capable and realtors knowing they have a partner who can make it possible.

For Realtors Ready to Level Up

Mary Gervais's ideal partners are kind, driven, relationship-focused agents who want to build a business rooted in trust and community.

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- protect your reputation with clean processes and early, proactive communication
- explain the home loan process simply, no mortgage word salad.
- manage a live, always-updated, interactive tracking system that's tailored to your business
- lead each conversation with client goals, strategy and joy

if you checked yes to any of the above, it may be time to seek help:

mary gervais brantley | mortgage advisor | nmls 1478228 | 803.832.2165

LENDER



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CONTACT MARY GERVAIS BRANTLEY
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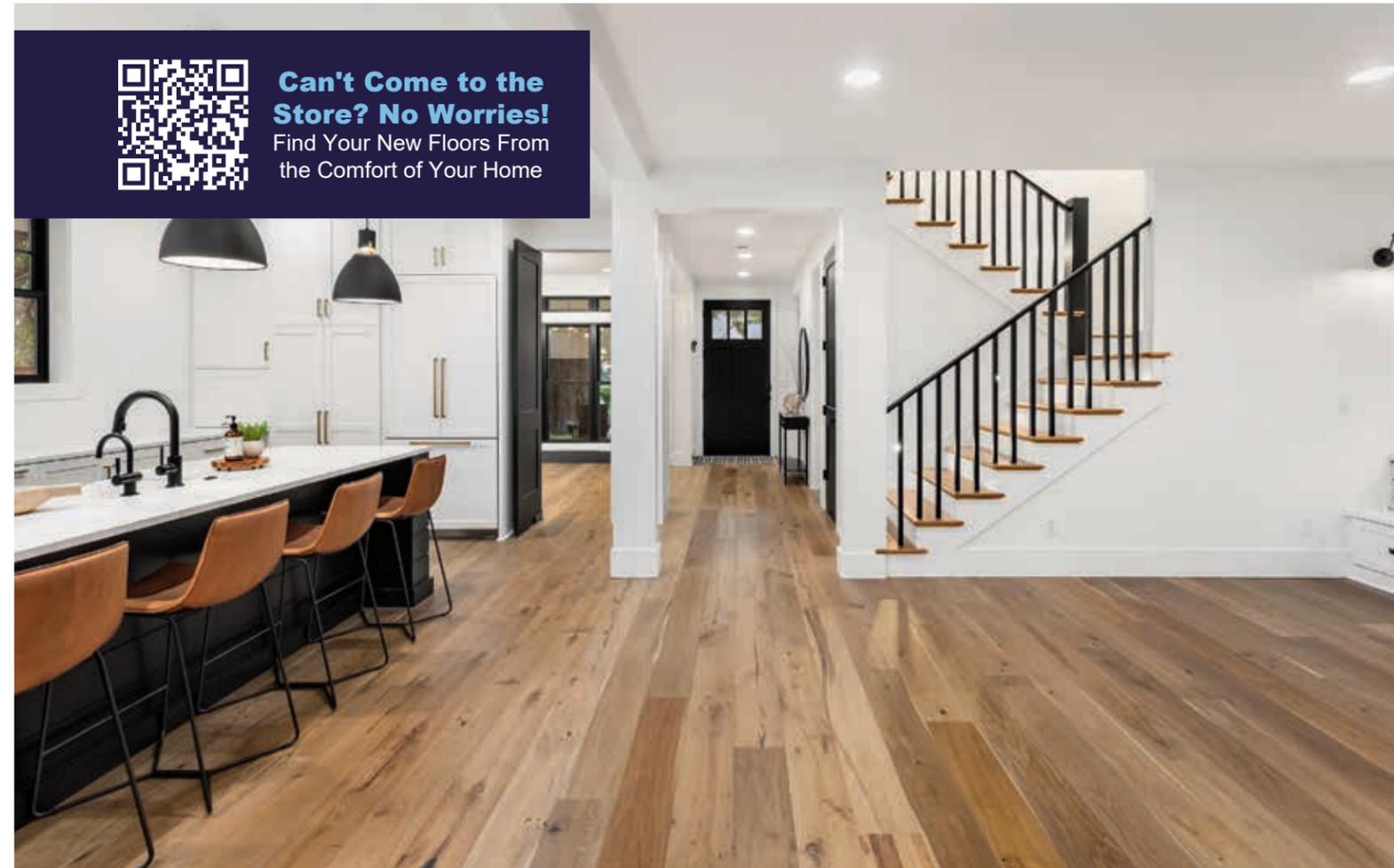
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JILLIAN DUPRE'S
BREAKTHROUGH

PHOTOS BY: KACIE WOODS
(KWOODS PHOTOGRAPHY)
WRITTEN BY: AMY PORTER

Live Oak Real Estate

For Jillian Dupre, real estate has never been just a career—it has been a calling shaped by creativity, resilience, and an unwavering commitment to people. A motivated and intentional leader known for her honesty and determination, Jillian approaches her work with a rare combination of market expertise and genuine heart. As an agent with Live Oak Real Estate, she has built a business rooted in trust, clarity, and relationships that extend far beyond the closing table. But her journey to success was not linear, nor was it easy—making her story a true embodiment of the Against the Odds spirit.

Jillian's passion for homes began long before she ever earned her real estate license at the end of 2018. Growing up alongside a mother who owned three interior design stores, Jillian spent her early years tagging along on design jobs, absorbing the creativity, vision, and intentionality behind turning a house into a home. Those early experiences planted the seeds of a lifelong love for real estate—one that matured into a deep appreciation for homes as places where goals are realized, families grow, and life unfolds. Two decades later, that passion still fuels everything she does.

Like many successful agents, Jillian's early career was defined by trial, perseverance, and self-discovery. She began her journey with Art of Real Estate, followed by time on the Charles Manley Team at Coldwell Banker, then as an independent agent, and later with Realty Haven. Each stop provided lessons, perspective, and growth—but it wasn't until she found her professional home at Live Oak Real Estate that everything truly clicked. After years of searching for the right fit,



Jillian found not just a brokerage, but a family—one that aligned with her values and allowed her to thrive. That sense of belonging transformed both her business and her confidence, setting the stage for exponential growth.

Today, with more than six and a half years of experience, Jillian serves clients throughout Lake Murray and the surrounding Midlands, including Lexington, West Columbia, Gilbert, Leesville, Columbia, Elgin, Cayce, Newberry, and Prosperity. Her approach is both strategic and deeply personal. She prioritizes understanding her clients' needs, educating them on the market, and maintaining clear, consistent communication at every step. Proactive searches, intentional negotiation, and a strong professional network are all part of her process—but what truly sets Jillian apart is her belief that the relationship never ends at closing. To her, clients become family.

That philosophy was profoundly shaped by one unforgettable client experience that forever changed the way Jillian views her work—and life itself. After working remotely with a new-construction buyer for seven months, Jillian finally met her client in person on closing day. During their drive to the closing, a simple personal question opened the door to a

story of unimaginable loss. The client shared that she had escaped an abusive marriage, only to lose her three children and their father in a tragic incident overseas—followed shortly by a breast cancer diagnosis. And yet, despite her grief, she carried herself with extraordinary grace, strength, and joy. That moment left an indelible mark on Jillian, reinforcing the profound responsibility real estate professionals have—not just to guide transactions, but to honor the human stories behind them. Sharing that story later touched people across an entire company and remains one of the most impactful moments of Jillian's career.



Professionally, Jillian's growth speaks volumes. After selling fewer than ten homes in her first two years—and seriously considering walking away from the industry—she refused to give up. Drawing on the resilience instilled by her parents, Celeste and Gene, who have been married for over 45 years, Jillian stayed the course. Today, she has closed more than \$37 million in volume over the past five years, with nearly \$16.8 million in sales last year alone. Her transformation from struggling agent to top producer is nothing short of remarkable—a testament to consistency,



perseverance, and the power of the right support system.

Outside of work, Jillian's life is full of joy, adventure, and connection. Her goldendoodle, Jax, is her constant companion, accompanying her to showings and closings alike. When she's not working, she can be found on the water wakeboarding or wakesurfing during warmer months, and in the mountains skiing, hiking, or traveling internationally when temperatures drop. Family remains at the center of her life, whether gathering with her brothers, Alex and Luke, their spouses, and her beloved nieces and nephews, or simply making memories whenever schedules allow.

When asked to define success, Jillian measures it not by transactions, but by trust—by the relationships built, the impact made, and the confidence clients feel throughout their journey. She believes success is knowing clients would choose her again and refer her to the people they love. Her advice to aspiring top producers is simple yet powerful: master the basics, but lead with heart. Consistency creates momentum, she says, but authenticity builds a lasting career.

At her core, Jillian Dupre wants to be remembered as a positive force—someone who left people better than she found them. It's a value that guides how she runs her business, serves her clients, and shows up each day. Against the odds, Jillian didn't just build a successful real estate career—she built one rooted in purpose, compassion, and genuine connection.

FAVORITE QUOTE

“Leave people better than you found them.”



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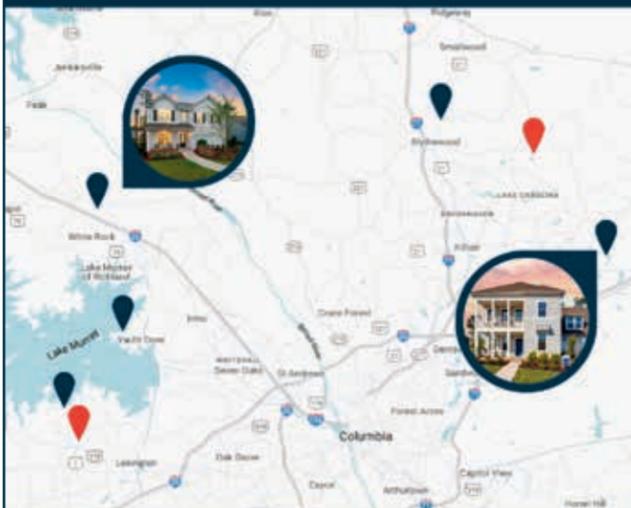
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