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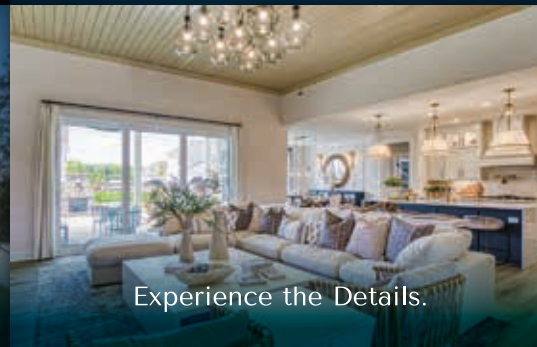
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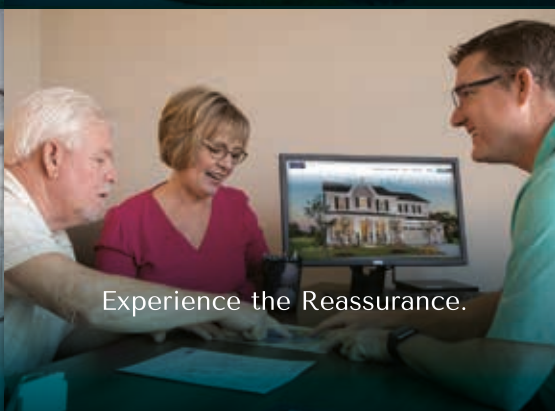
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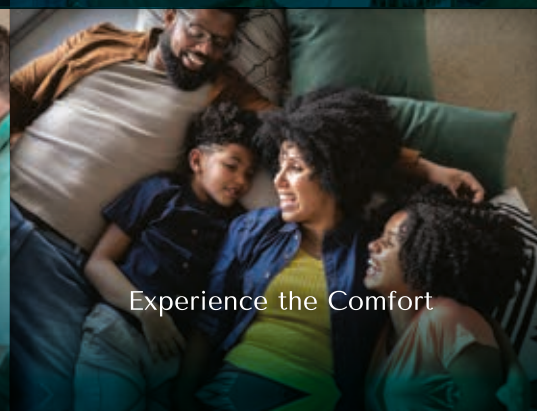
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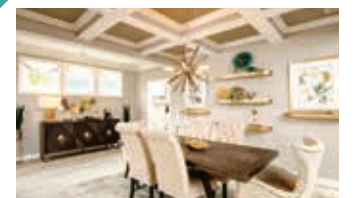


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TRENT SPENCER

► Built to Keep Going

AT 22 years old, Trent Spencer could easily be introduced by the numbers.

He earned his South Carolina real estate license in October 2025, beginning with Realty ONE Group Dockside before recently moving to Rowles Realty. In less than a year, he has already helped more than forty-five clients and families through over \$16 million in real estate.

Those numbers would be impressive for any new agent. At 22, they're extraordinary.

But talk with Trent and something else becomes clear: The numbers may get your attention, but the work ethic behind them is the real story. "I've always had an entrepreneurial mindset," Trent says. That may be an understatement. Long before real estate, there were cucumbers.

As a child, Trent sold cucumbers from his family's garden. Pet sitting, custom shirts and tumblers, restaurant jobs and other ventures followed.

Then, as a teenager during COVID, Trent found himself bored. So, he started a business.

At 16, he opened Spencer's Snowballs & Ice Cream from an 8-by-12 building in North



Trent's 1st Entrepreneurial Venture

Myrtle Beach. Still a minor, he needed his parents' help with the paperwork. When WMBF News featured the young entrepreneur, business took off.

Trent eventually sold the business and later had the opportunity to buy it back. Along the way, he learned customer service, risk, responsibility and how to believe in an idea before anyone else can see what it might become.

WHEN HOME BECAME PERSONAL

Trent had been fascinated by houses from an early age. But at about eight, real estate took on an entirely different meaning when his family lost their home to foreclosure. Growing up in a paycheck-to-paycheck household, he saw the stress financial hardship placed on a family. He also watched his parents keep working and rebuild—and remembers the REALTOR® who stood beside them.

"During that difficult chapter, my parents had an amazing Realtor who stood beside our family," Trent says. "I never forgot the difference that person made during a time filled with uncertainty."



Trent credits his parents and grandmother with teaching him resilience.

"Their example shaped my work ethic and taught me that where someone starts does not have to determine where they finish," he says.

The experience also shaped the REALTOR® he would become.

"I do not share it for sympathy," Trent says. "It is why I never judge a client's circumstances and why I fight so hard for every opportunity entrusted to me."

BUILT TO WORK
Trent didn't take a traditional college path. His education came through entrepreneurship, serving the public, owning property, and learning from people willing to challenge him.

After selling his snowball business, he began investing in real estate. Owning property showed him the opportunities real estate could create, while years working in Grand Strand restaurants taught him to communicate with all kinds of people.

Eventually, the pieces fit together: the kid who loved houses, the entrepreneur, the investor, and the memory of the REALTOR® who helped his family. Real estate made

sense. Even getting licensed required persistence. Trent took the licensing exam more than once before passing.

"A setback is only final if you stop," he says.

Once licensed, he brought that determination into his business. Open houses became his bread and butter. Some days, Trent held as many as three—putting out signs, learning properties, meeting people, and following up. It wasn't glamorous. That's precisely the point.

"Be willing to do the unglamorous work consistently," he says. "Answer the phone, follow up, learn the contract, preview the property, and tell the truth even when it may cost you a sale."

Today, Trent works with local buyers and sellers, relocating clients, investors, and first-time homebuyers. He wants clients to see the





“I don’t want to be viewed as just a REALTOR®. I want my clients to know they also have a friend in their corner.”

He is quick to credit those helping him, including Rowles Realty broker Desiree Rowles, an important influence in this next chapter.

“Desiree Rowles has not only been an incredible broker, but also a true friend, role model, and someone I deeply admire,” Trent says. “I am incredibly grateful for her guidance, support, and belief in me.”

At 22, Trent knows he is still learning and growing. And he remains deeply grateful for every opportunity. “When clients, family, friends, repeat clients, and referrals choose to support me, they are truly changing my life and helping me build my dream,” he says. “I will always be thankful for that.”

Trent hopes to be remembered as someone who created opportunities for others, stayed loyal to those who believed

in him and remained the same down-to-earth person no matter how much his business grew. His real estate career may be less than a year old, but his story began long before his first closing.

With a kid selling cucumbers.

An eight-year-old watching his family lose a home and rebuild.

A sixteen-year-old willing to start a business.

An aspiring REALTOR® who didn’t pass the exam the first time—and tried again.

And a new agent willing to put out the signs, hold the open houses, answer the phone, and follow up.

The \$16 million is impressive. Everything Trent Spencer did before the \$16 million tells you why it happened. He’s built to keep going. 🍷



full picture—not simply the property, but the neighborhood, lifestyle, costs, rental potential, and long-term value.

For out-of-town clients, that can mean video tours, FaceTime walkthroughs, and extra research. His philosophy: Treat the decision as though it involved his own money, home, and future.

“I don’t want to be viewed as just a REALTOR®,” he says. “I want my clients to know they also have a friend in their corner.”

MORE THAN THE NUMBERS

For all the attention his production might generate, Trent talks far more about people than numbers. “The most rewarding part is seeing the relief and excitement when a client realizes something they thought was out of reach is possible,” he says.

Success, to Trent, means being trusted, keeping his word, taking care of his family, creating opportunities for others and being proud of how he treats people when no one is watching.

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TREY WHITE

A NAME
WORTH CARRYING
FORWARD

When asked what he wants to be remembered for, Trey White doesn't mention the brokerage bearing his family's name or the transactions he hopes to close. "Being the best father I can be." For the North Myrtle Beach native and broker-in-charge of White Realty, that answer fits naturally with everything else. Family shaped his understanding of work, his approach to serving others and, eventually, his decision to bring a familiar local real estate name back into business. But getting there meant taking time to discover what he wanted to build for himself.

Finding His Own Direction

White Realty's roots in North Myrtle Beach reach back to 1964, when Trey's great-grandfather started the business in property management and sales. Growing up, Trey watched his parents and grandparents work hard and take care of people. He also worked in the family business, getting acquainted with the less glamorous tasks that kept it running. His parents encouraged him to pursue work he loved. For a while, he thought that would mean a classroom and a basketball court.

Sports were a family interest. His mother played basketball at

Coastal Carolina University, and Trey grew up with a father whose enthusiasm for sports left an impression. At Coastal, Trey

studied early childhood education with plans to teach and coach. Then a summer job introduced another possibility. In 2016, Trey went to work at Shark Wake Park. What sounded like a fun way to spend the summer became a five-year chapter, including two years running the operation and time in West Palm Beach, Florida, helping with another location.

It also put him in the path of people who would help shape his next move. Through the Wake Park, Trey connected with Ty Bellamy, who encouraged him to consider real estate. Trey knew property



management wasn't the direction he wanted to pursue, but sales

interested him. In November 2019, he began his real estate career.

Learning Before Leading

Trey went to work with Bellamy and credits both him and Scott Ellis with helping him learn the business. Over roughly four and a half years, he gained experience, developed relationships and found his footing as an agent.

Those relationships made the eventual decision to leave difficult. He valued the people who had invested in him. Still, the idea of reopening White Realty stayed with him. After earning his broker's license, Trey continued working toward that goal. He formed the Trey White Team, brought a cousin into the effort and eventually took the step he had long envisioned: reopening the family brokerage. "To carry on my family's legacy," he says of the motivation behind his career.

Today, doing that is among the most rewarding parts of his work. His parents are pleased to see the name continue, and Trey has the opportunity to put his own experience behind the values he grew up admiring.



WRITTEN BY ANITA JONES
PHOTOGRAPHY BY WESTON MEDIA



“

He formed the Trey White Team, brought a cousin into the effort and eventually took the step he had long envisioned: reopening the family brokerage. **“To carry on my family’s legacy,”** he says of the motivation behind his career.

That appreciation for family runs through his story. He grew up looking up to parents and grandparents whose hard work and service shaped him. Now, as a husband, father and brokerage owner, he has his own opportunity to set that example.

Reopening White Realty carries a family name forward. The way Trey treats people, follows through for clients and shows up for his daughters will give the next generation its own reasons to be proud of it. ▀



working. When a client needs more help, he stays involved. He wants to be known as loyal, honest and willing to go the extra mile, including after a transaction is over.

Much of his business comes through word of mouth. He says he has never purchased leads, building instead through the relationships and referrals that develop as he serves his clients.

His measure of success is equally personal. “Success, in my opinion, is not measured by how much money you make or how much volume you sell,” he says. What matters is being able to sleep peacefully, knowing he

has done everything he can to help his clients achieve their goals. That gives him a clear standard to work toward, regardless of the size of a transaction.

His advice to newer agents follows the same thinking: work hard and don’t get discouraged.

Progress takes persistence, and he believes the effort matters.

The Next Generation

Outside the business, Trey and his wife, Stephanie, enjoy life with their two daughters, Oaklee and Lainey. They are enthusiastic Coastal Carolina fans and sports fans in general, but Trey says the activity matters less than being together.



Hard Work Works

Ask Trey how he handles the challenges of real estate, and his answer is straightforward.

“Hard work works.” It’s a favorite saying and a fair description of his approach. When business is difficult, he keeps





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Following Curiosity,
Finding Her Calling

WRITTEN BY ANITA JONES
PHOTOGRAPHY BY WESTON MEDIA
- TYLER GRAHAM

Lindsay Benton has always been curious about people, places, and what makes a business work.

The Conway native grew up on forty acres and graduated from the College of Charleston with a business degree. An active member of the investment club, she had an interest in finance long before she considered mortgage lending.

Today, as a residential mortgage loan officer with Legendary Mortgage, backed by Atlantic Coast Mortgage, Lindsay has brought together the things that have consistently motivated her:

Lindsay
BENTON



finance, sales, people, and problem-solving. Mortgage was the unexpected part. The interests that drew her to it were already there.

Five Weeks That Became a Year

When a friend invited Lindsay to Guatemala, she boarded a plane with ten boxes of medical supplies. She planned to stay five weeks. She stayed a year, working, volunteering, and immersing herself in a different way of life.

She loved the people, the culture, and the experience of seeing the world from a unique perspective.

Travel remains a big part of Lindsay's life. At work, her curiosity helps her understand complex situations and find solutions.

Bringing Her Strengths Together

Lindsay built her sales experience across different industries, earning Rookie of the Year honors at Wyndham. Ambitious and competitive, she enjoyed connecting with people and building business.

Her experience in timeshare also helped clarify what she wanted from her career. As she came to understand the product, she recognized that she wanted work that more closely aligned with her values.

"I've always cared a lot about doing right by people," she says. "I wanted a career where I felt like I was actually helping someone move toward something meaningful." She began considering



through real estate. For Lindsay, that's what makes the work meaningful. The right financing can help a client pursue plans that reach well beyond closing.

People First

For all the complexity involved in lending, Lindsay's philosophy about people is simple.

"Treat the janitor the same way you treat the CEO."

Lindsay's family has roots in Conway going back generations. Adopted at age four, she speaks with tremendous gratitude about her parents and the life they gave her. She is also close with her Aunt Robyn, whom she jokingly describes as sharing the "math brain" in the family.

Service was part of that upbringing as well. Her grandfather spent 30 years serving as chaplain at J. Reuben Long Detention Center.

Those influences faith and education help shape the way Lindsay approaches her clients and REALTOR® partners. Everyone deserves kindness and respect, she believes, regardless of title, income, or background.

Building a Life She Loves

Spend a little time talking with Lindsay and it becomes obvious that she doesn't measure her life solely in closings.

She loves traveling, live music, and almost anything outdoors. Her concert list includes Gregg Allman, Tom Petty, The Rolling Stones, John Fogerty and Buddy Guy. She hikes, camps, works out, and loves discovering great restaurants.

Her circle of friends stretches across the country and around the world, including a close-knit group she affectionately calls her Widespread Panic family. And her Boykin Spaniel, Thea, is very much part of the family too.



"If something gets difficult, I tend to jump in headfirst."

I want to understand exactly what the issue is, what options we have, and what the best path forward looks like."

Lindsay has visited almost every country in Central America and recently spent a combined six months in Colombia. She's now making her way through South America, with Europe next on the list.

The flexibility to work remotely has allowed her to build a career she takes seriously without giving up the experiences that make her life feel full.

She is proud of earning President's Club recognition, but her definition of success is personal, too.

Owning her first home, helping her family, and doing work she enjoys are all part of the life she has worked to build. "There was a time when I never imagined I would be able to build something of my own or provide for my family the way I can now," she says.

The curiosity that once took Lindsay to Guatemala is still part of who she is. In mortgage, it has found a professional purpose, helping people understand their options and work toward the lives they desire. ▀

real estate. When a friend suggested mortgage, she saw an opportunity to pair her sales experience with her longstanding interest in finance.

Her first mortgage position was with Motto Mortgage through RE/MAX Southern Shores. She enjoyed working with REALTORS®, learning the mechanics behind financing, and tackling scenarios that required problem-solving.

Her career eventually brought her to Legendary Mortgage.

Today, Lindsay works with buyers financing primary residences, second homes, investment properties, condos, condotels, and more complicated scenarios that sometimes require a little creativity.

"If something gets difficult, I tend to jump in headfirst," she says. "I want to understand exactly what the issue is, what options we have, and what the best path forward looks like."

Access to in-house underwriting for many loans, including condotels and portfolio products, helps when a borrower or property doesn't fit neatly into a traditional lending box.

One client seeking her first investment property had been told she might need 25 to 30 percent down on a condotel. Lindsay found a program that allowed her to purchase with 10 percent down, without the large broker fee quoted elsewhere.

That client now owns several investment properties and is working toward retirement



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Desiree Rowles

Bringing Others With Her

WRITTEN BY ANITA JONES
PHOTOGRAPHY BY TYLER GRAHAM
- WESTON MEDIA

When Real Producers last featured Desiree Rowles in January 2022, she was already one of the Grand Strand’s most productive individual agents, known for an extraordinary work ethic, a competitive drive, and a commitment to giving her clients everything she had.

Four years later, the production is still there. But the picture has gotten much bigger.

Today, Desiree is the broker and owner of Rowles Real Estate, is building a new commercial office in North Myrtle Beach, continues to pursue investment opportunities of her own and, most importantly to her, is helping other agents build lives and careers of which they are proud.

For Desiree, that evolution has changed the way she defines success. “Success is getting to choose my schedule every day,” she says. “It’s being so happy internally that you are able to be kind to others, give to others, have patience and lead by example.”

Growing Into Leadership

Desiree has always been wired to work. She started working at 14 and credits both of her parents with shaping the person she became. From her mother, she says she inherited a kind heart and a natural instinct to nurture, listen and give. From her late father came a relentless work ethic and competitive streak.

“He always worked,” she says. “Multiple jobs, all hours of the day and night.”

Growing up in Georgia, Desiree came from modest beginnings but remembers an incredible childhood.

She began college in Georgia and lived in Athens, where she developed a lifelong love of Bulldogs football.

At 21, after visiting South Carolina with her sister, she made the decision to move to the Myrtle Beach area. She later completed her marketing and business degree at Horry Technical College. Her path into real estate began while she was bartending in local restaurants. A small builder noticed how naturally she connected with people and suggested she get her license. At first, the plan was simply to help him with his listings. The career quickly became much more than that.

Desiree earned her real estate license in 2017 and built a business at remarkable speed. Her early years were marked by high production, and she became one of the area’s leading individual agents.

But today, one of the things that makes her proudest has little to do with her own numbers.

“The most rewarding part of my business is seeing my agents grow,” she says. “Watching them learn, succeed, buy new homes, buy new cars and provide for their families.”

That shift, from building her own career to helping build other careers, has become one of the defining chapters of her professional life.





A Bigger Vision

Desiree still loves the deal itself. She enjoys finding investment opportunities, completing flips, and helping buyers save money or sellers maximize the value of their properties. She is also developing a commercial office building that will become Rowles Real Estate in the new North Myrtle Beach location.

And even as her focus has expanded to building a brokerage and developing other agents, her own production continues to reach new heights. Year to date, Desiree has nearly \$75 million in closed and pending transactions, a number she says she never imagined reaching as a solo agent. There is an energy in creating something from the ground up that suits her.

She has also learned that business inevitably brings difficult moments, unexpected disappointments, and situations outside your control. Her answer is to keep moving forward.

“I don’t let anything or anyone take from my joy,” she says. “I give back to the community and pour myself into my agents and others.” That mindset is closely connected to one of the principles she hopes other agents will take from her career.

“Always do the right thing,” she says. “In every circumstance, every opportunity, do the right thing in the situation.” It is advice that sounds simple. But to Desiree, it is a standard.



She also believes agents should protect their clients from unnecessary drama and focus instead on the information that is relevant to the client’s best interests.

Home at the Center

For all the growth in her business, Desiree’s center remains home. That includes her brother, David Michael, and her sister, Jessica Michael, both of whom play important roles in her life. David is a musician, a lender with CrossCountry Mortgage, and, Desiree says, an incredible father and brother. Jessica has been Desiree’s assistant for more than two years, helping keep both her business and busy life on track.

Desiree describes Jessica as one of her best friends and an inspiration, the person who remembers the things she might otherwise forget and helps make

sure nothing falls through the cracks. She is quick to acknowledge that she could not do what she does without the support of both her brother and sister.

She and her husband, Kody, are raising their three children, Matthew, Madison, and Kayden.

Kody is a stay-at-home dad, and Desiree lights up when she talks about the life they have built together. As a family, they love being outside and enjoying the coastal lifestyle. Pool days, boating, jet skis, beach trips, and golf cart rides are all part of the mix. They also enjoy movies, local arcades, and plenty of games.

Games, in fact, are one of Desiree’s favorite ways to unwind. Video games, board games, and arcades all make the list, along with travel and trying new restaurants. Her faith is equally central to her life. Desiree and her family attend Palmetto Pointe Church in Myrtle Beach, and she points to tithing as one of the most meaningful practices in her life. “Tithing has changed my life,” she says.

For Desiree, giving and gratitude are connected. The more she can pour into others, the more fulfilled she feels.

What Matters Most

Desiree is proud of what she has built. But when she talks about legacy, she does not begin with transactions, rankings, offices, or sales volume. She talks about people.

“I want to be remembered for the way I make people feel,” she says. “I always compliment someone when I meet them or see them again. I always encourage others to be the best they can be.”

That may be the clearest picture of how Desiree has changed since her first Real Producers cover. The drive is still there. So is the work ethic. So is the competitive fire.

But today, success is not simply about how far she can go.

It is about how many people she can bring with her. 🏡



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