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Liliana Carr **22** COVER STORY

Contents

PROFILES



16 Parker Smith



34 Alivia Cavanaugh

IN THIS ISSUE

- 8** Preferred Partners
- 12** Meet The Team
- 14** Publisher's Note: November 2026
- 16** Top Producer: Parker Smith
- 22** Cover Story: Liliana Carr
- 30** Partner Spotlight: Pro Help Moving and Storage
- 34** Rising Star: Alivia Cavanaugh
- 38** Event Recap: Hops & Handshakes

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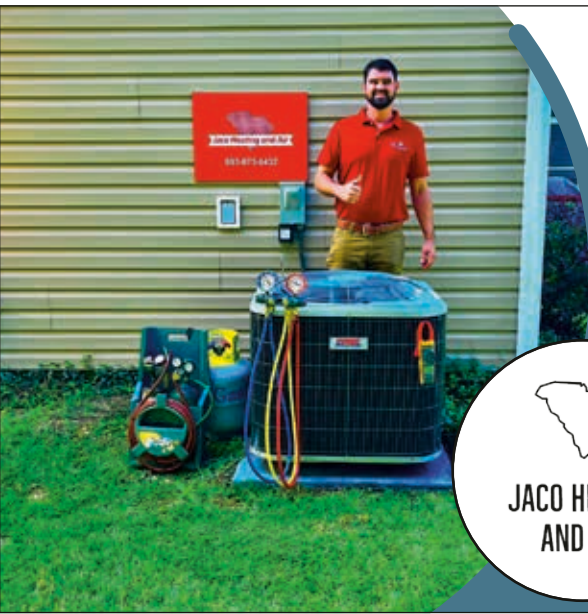
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November 2026

Happy Thanksgiving!

As we welcome November and the Thanksgiving season, we are reminded of just how much there is to be grateful for. At *Columbia Real Producers*, we deeply appreciate the incredible real estate professionals and Preferred Partners who make this publication and our industry so special.

On a personal note, this season brings immense gratitude into our own lives. We are deeply thankful for our family, the growth of our business, and the joy of celebrating our son, Caden, who turned one on September 6th. Milestone moments like these remind us how important it is to cherish the people and achievements that ground us.

This month, we are excited to spotlight several outstanding individuals in our community:

- Cover Feature: Liliana Carr with Chuck Town Homes, whose inspiring journey reflects true dedication to client service.



- Top Producer Feature: Parker Smith with RE/MAX Home Team, demonstrating remarkable perseverance and excellence in the industry.
- Rising Star: Alivia Cavanaugh with Real Broker, representing the ambition and energy of real estate's next generation.
- Partner Spotlight: Pro Help Moving and Storage, whose vital moving and storage services seamlessly support our agents and their clients.

Amid the busy schedules of showings and closings, we hope you take time to appreciate the clients, mentors, colleagues, and family members who make your success possible.

From our family to yours, we wish you a very Happy Thanksgiving filled with gratitude, warmth, and meaningful time with loved ones. Thank you for allowing us to celebrate your success month after month.

Warmly,

Robert and Sierra Smith
Publishers, *Columbia Real Producers*



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How Parker Smith Is Defining Success One Client at a Time
Some people find real estate. For Parker Smith, real estate found him long before he ever earned his license.

Growing up in a family immersed in the business, Parker witnessed firsthand what it meant to serve clients with integrity. His parents, Patti Smith and John Smith, built their

careers on relationships, honesty, and putting people first—values that would ultimately become the foundation of Parker's own business. While many assumed real estate would always be part of his future, Parker first chose a different path, dedicating himself to education as a teacher and football coach before transitioning into real estate full time in 2021.

That background, however, proved to be one of his greatest assets.

“Teaching and coaching taught me patience, communication, and how to lead people through challenges,” Parker says. “Those skills translate directly into helping clients navigate one of the biggest decisions of their lives.”

Licensed since 2016, Parker spent several years building his business part time while balancing his responsibilities in education. Making the leap into real estate full time required faith, determination, and a willingness to embrace uncertainty. Today, that leap has paid off. With more than \$30.6 million in career sales volume, including \$8.6 million in sales last year alone, Parker has established himself as one of the Midlands' most respected REALTORS®, serving alongside his mother as co-leader of the Smith Real Estate Team at RE/MAX Home Team.

Although the numbers are impressive, Parker is quick to point out that statistics never tell the full story.

“I became a REALTOR® because I wanted to give back to the community and help people achieve their dreams of homeownership or move into the next stage of their lives,” he says. “That’s what it’s always been about.”

Ask Parker what separates him from other agents, and his answer comes without hesitation.

“Listening.”

It sounds simple, but in today's fast-moving market, truly listening has become an overlooked skill. Parker believes every client has a unique story, unique goals, and unique concerns. Rather than pushing homes that fit the market,

he works tirelessly to find homes that fit the people.

Sometimes that means remembering a former client's home that perfectly matches a buyer's wish list. Other times it means leveraging relationships within his brokerage to uncover listings before they officially hit the market. For Parker, success begins by slowing down enough to hear what clients are really saying.

His philosophy has created more than satisfied customers—it has created lasting relationships.

One recent experience perfectly illustrates why he loves what he does. After spending considerable time helping clients relocate from Alabama to South Carolina, they finally found the perfect home. Closing day, however, presented its share of unexpected challenges. Like many transactions, there were stressful moments and obstacles that tested everyone's patience.

But they made it to the finish line.

The next morning, Parker received a text message that reminded him exactly why he chose this career.

His clients shared that waking up in their new home filled their hearts in a way they had never experienced before and thanked Parker for helping make it possible.

Those moments, he says, outweigh every late-night phone call, every difficult negotiation, and every obstacle encountered along the way.

“It's incredibly rewarding to be part of someone's story,” Parker says. “You don't just help them buy a house—you become part of one of the biggest moments in their lives.”

While Parker's confidence today is evident, it wasn't always that way.

Like many high achievers, he once carried a deep fear of failure. Early in his career, he worried that making a mistake would define him. He feared disappointing clients and cared too much about what others thought if something went wrong.

Instead of allowing fear to limit his potential, Parker chose to confront it head-on.

“I learned that we never grow unless we step outside our comfort zone.”

That mindset continues to shape every aspect of his business. Whether it's trying new strategies, serving in leadership roles, or continually improving his systems, Parker believes growth only happens when we're willing to become uncomfortable.

It's advice he now shares with newer agents entering the industry.

“Be comfortable being uncomfortable,” he says. “Put yourself in rooms where you don't think you belong. Learn from those who've done it before you, ask questions, and never stop growing.”

No conversation about Parker's career would be complete without mentioning the people who shaped him most.

His greatest mentors have always been his parents.

Watching the way they treated clients—with kindness, respect,

and genuine care—left a lasting impression. They taught him that real estate isn't about chasing transactions; it's about serving people. That lesson has become the cornerstone of his business philosophy.

“When you treat people the right way,” Parker says, “the return is tenfold.”

That same heart for service extends well beyond real estate. Parker proudly supports Children's Miracle Network, donating a portion of every closing to help children facing serious illnesses and their families. Knowing that each transaction contributes to improving children's healthcare gives every closing an even greater purpose.

At home, Parker finds balance with his wife, Marie, and their two lovable Goldendoodles, Sully and Poppy, in Forest Acres. Whether they're taking neighborhood walks, exploring local events around Columbia, traveling together, or enjoying a quiet evening at one of their favorite local spots, family remains his greatest priority. They even attempted a 5K with Sully once—a decision Parker laughs about now after the exhausted pup refused to move for days afterward.





It's incredibly rewarding to be part of someone's story."



Perhaps no quote better captures Parker's outlook than the one sitting on his office desk every single day.

"Can't never could." - John Smith (his dad).

His father repeated those words throughout Parker's childhood, often to his son's frustration. Today, they're among the most meaningful reminders he owns.

Those three simple words represent perseverance, resilience, and refusing to let doubt dictate the future.

Looking ahead, Parker sees his future deeply rooted in the profession he loves. Beyond continuing to serve buyers and sellers throughout the Midlands, he hopes to make a lasting impact on the REALTOR® community by serving at the local, state, and national levels while helping shape the next generation of industry leaders.

Yet if you ask Parker how he defines success, his answer has nothing to do with rankings, awards, or production.

"Success to everyone is different," he says. "To me, success is making even a small positive difference in someone else's life. When people think about Parker, I want them to remember how I impacted their life and their family's life for the better."

That perspective explains why clients become lifelong friends, why referrals continue to fuel his business, and why his reputation continues to grow throughout the Columbia market.

At the end of the day, Parker Smith isn't chasing transactions.

He's building relationships.

He's earning trust.

He's serving with purpose.

And in an industry where genuine relationships often make all the difference, that's exactly the kind of REALTOR® people remember long after the closing table. ▀

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When he's away from work, Parker is rarely sitting still. Running, golf, and fitness help fuel both his competitive nature and his disciplined approach to life. Though he describes himself as easygoing, those closest to him know there's another side.

He's fiercely competitive.

"I hate to lose," he admits with a smile.

That competitive drive isn't about outperforming others. Instead, it pushes him to become a better version of himself each day—for his clients, his family, and his community.

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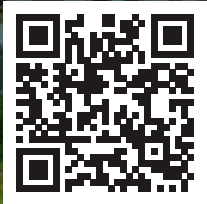
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LILIANA Carr

How Liliana Carr Is Creating a Legacy That Goes Far Beyond Real Estate

Success stories often begin with a leap of faith. For Liliana Carr, that leap wasn't fueled by certainty—it was fueled by hope. She couldn't have predicted that stepping away from a successful career in the fitness industry would one day lead to more than \$28 million in career sales, 127.5 families served, and a reputation as one of the Midlands' most trusted real estate professionals. What she did know was that she wanted something more: a career that would allow her to build a meaningful future while being fully present for the person who matters most—her daughter.

Today, as a Realtor with ChuckTown Homes powered by LPT Realty, Liliana has become known not only for her impressive production but for something far more enduring: her unwavering commitment to people. Every transaction, every conversation, and every relationship is guided by the same principle she has carried throughout her life—to treat others the way she would want to be treated.

That philosophy has become the foundation of a career built on trust.

Before real estate, Liliana spent several years in the

fitness industry as a gym manager and personal trainer. Helping others improve their lives came naturally to her, but after the birth of her daughter, Amelia, her priorities shifted. She wanted the flexibility to experience the milestones that matter—the school events, the afternoon conversations, the everyday moments that disappear far too quickly. She chose to stay home with Amelia until she began school, and during that season of motherhood, an opportunity quietly emerged.

Real estate had always been in the back of her mind, but taking the first step required courage. She didn't know exactly where the journey would lead, only that it aligned with both her passion for serving others and her desire to build a life centered around family.

Looking back, she describes it as one of the best decisions she has ever made.

Liliana earned her real estate license in 2022 and began her career with SC Key Group. Like every new agent, she entered the industry



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knowing there was an enormous amount to learn. Rather than pretending to have all the answers, she embraced the role of student. She listened carefully, asked countless questions, studied the market relentlessly, and surrounded herself with experienced professionals who were willing to teach.

That humility became one of her greatest strengths.

In 2023, she joined ChuckTown Homes, a move she credits as one of the defining moments of her

career. The collaborative environment, ongoing education, and supportive leadership allowed her to sharpen her skills while continuing to grow both professionally and personally. Her dedication did not go unnoticed. As her business flourished, she was promoted to Assistant Team Leader and entrusted with mentoring and training newer agents.

For Liliana, helping fellow Realtors succeed has become just as rewarding as serving her own clients.



She understands what it feels like to be new, uncertain, and eager to learn because she has lived it herself. That perspective allows her to encourage newer agents with both empathy and practical guidance, reminding them that consistency and integrity matter far more than shortcuts.

Although her accomplishments continue to grow, her approach to serving clients remains remarkably simple.

She listens.

Before discussing neighborhoods, floor plans, or price points, Liliana focuses on understanding the people sitting across from her. She wants to know how they live, what they value, where they see themselves in five years, and what “home” truly means to them.

She also recognizes that buying a home is rarely just a financial decision. It is emotional. Dreams evolve. Priorities change. Families grow. What clients believe they want at the beginning of the process often changes as they gain clarity, which is why communication remains at the center of every relationship she builds.

Rather than pushing clients toward a quick sale, she educates them, explains the advantages and challenges of each property, and empowers them to make confident decisions.

Her goal has never been simply to sell houses.

Her goal is to help people find home.

That commitment is perhaps best illustrated through one family she still thinks about today.

When they first met, homeownership felt almost impossible. Their credit needed work, and they simply weren’t ready financially. Many agents might have moved on, but Liliana saw something more important than an immediate transaction—she saw determination.

For nearly two years, she stayed connected with them. She answered questions, offered encouragement, celebrated small victories, and remained patient as they worked toward improving their financial situation. Then one day, the phone call finally came.

They had been pre-approved.

Together, they found the home where their children could grow, celebrate birthdays, and create memories for years to come. Standing with them on closing day, handing over the keys after watching their perseverance firsthand, became one of the defining moments of her career.

Those are the victories that never appear in production reports.

They are the moments that remind her why she chose this profession.

While many Realtors measure success strictly through numbers, Liliana certainly has results worth celebrating. Since entering the industry, she has surpassed \$28 million in career sales volume, helping



“Commit to the Lord whatever you do, and He will *establish* your plans.”

—PROVERBS 16:3

127.5 families buy or sell a home. In the past year alone, she closed more than \$13.1 million in sales volume while serving 66 families across the Midlands.

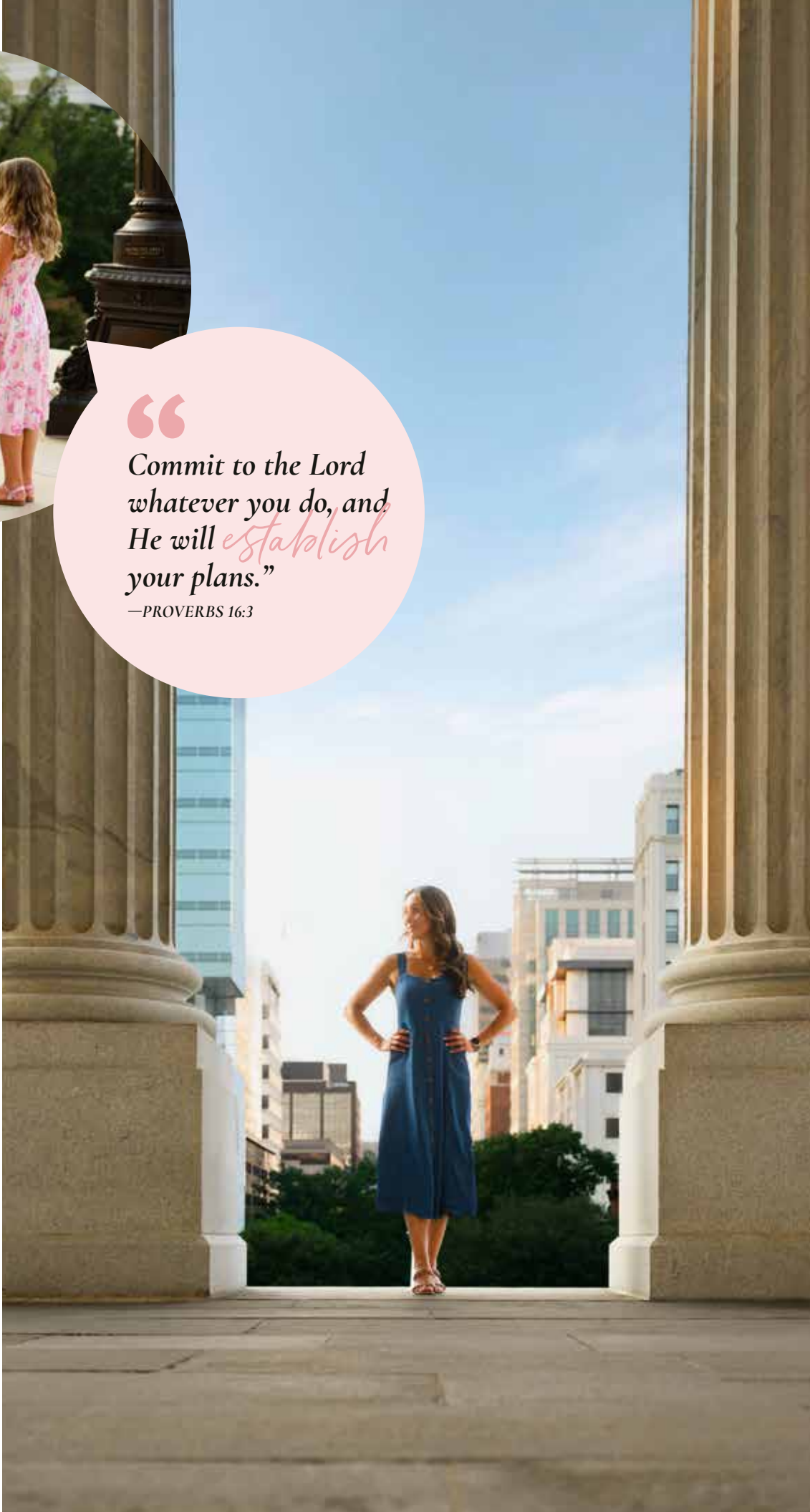
Yet she is quick to point out that numbers are simply the byproduct of doing the right things consistently.

Behind every closing is a relationship built on honesty, communication, and trust.

Building that reputation hasn’t always been easy.

Launching a real estate career while raising a young daughter required sacrifices that many people never saw. There were days filled with uncertainty, moments of self-doubt, and the constant challenge of balancing motherhood with entrepreneurship. Starting without an established client base meant every opportunity had to be earned. Every referral represented trust that had to be protected.

Giving up, however, was never part of the plan.





Favorite Quote:

“Success is not final. Failure is not fatal, it is the courage to continue that counts.”

—WINSTON CHURCHILL

time outdoors, or enjoying weekends at the lake, every success in Liliana’s business is ultimately connected to the life she is building for her daughter. Amelia isn’t simply her motivation—she is her “why.”

Outside of real estate, Liliana still values the active lifestyle that first shaped her professional career. She enjoys working out, traveling, exploring new places, and spending time outdoors. While she naturally connects with people through her work, she admits something that often surprises those who know her professionally.

She’s actually an introvert.

After days filled with appointments, negotiations, and conversations, she recharges through quiet moments, exercise, and time in nature. It’s a balance that allows her to remain fully present for both her clients and her family.

entirely on relationships and referrals.

Today, Amelia remains the heart behind everything she does.

Whether they’re attending gymnastics, basketball games, traveling, spending

Looking toward the future, Liliana isn’t chasing recognition for the sake of accolades. She hopes to continue growing her business, expand into additional markets, and help even more families

achieve their dreams of homeownership. Yet no matter how much her business grows, she is determined that one thing will never change—the personal connection she builds with every client.

When asked how she defines success, her answer says everything about the person behind the production.

Success isn’t measured by awards, rankings, or the number of homes sold.

Success is earning trust.

Success is building lasting relationships.

Success is knowing she made someone’s life a little better than she found it.

More than anything, Liliana hopes her clients remember that she genuinely cared—that she worked hard, remained honest, and always placed their best interests first. If those qualities become the legacy attached to her name, she believes she will have built something far more valuable than a successful business.

She will have built something meaningful.

Guided by the words of Proverbs 16:3—“Commit to the Lord whatever you do, and He will establish your plans”—Liliana Carr continues to prove that when success is rooted in integrity, fueled by perseverance, and centered on serving others, the impact reaches far beyond the closing table. It becomes a legacy that will continue opening doors for generations to come. 🌴

Instead, Liliana focused on showing up every day, improving one step at a time, learning from mentors, and placing her clients’ needs above her own. Over time, those small daily decisions compounded into a thriving business built almost



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PRO HELP

A LOCAL SUCCESS STORY BUILT ON CUSTOMER SERVICE

Moving & Storage



When a business earns 90 percent of its work through referrals, something is clearly going right. Pro Help Moving & Storage, based in Columbia, South Carolina, has spent more than a decade building that kind of trust, one move at a time.

Founded in 2012, Pro Help is locally owned and has grown steadily by doing things the right way. The company's philosophy is straightforward: operate with integrity, stand behind every promise, and make sure customers feel genuinely cared for throughout what can be a stressful process. That commitment shows up not just in the positive reviews clients leave, but in the steady stream of neighbors, friends, and colleagues those clients send their way.

"Pro Help did a great job with a very complicated move," writes Lisa S. "The movers were friendly, hardworking and very good sports! They worked late, even after an exhausting day of travel, to make my deadline. They took wonderful care with my antique furniture. I would definitely recommend Pro Help Movers."

"We are a local small business and we love the community that we serve," the company shares on its website. "We operate with integrity and stand behind our promises. We take care of our customers, and our customer referrals and moving reviews will prove it."

For residential clients, that care translates into a full-service approach to packing and moving. The Pro Help team specializes in handling belongings safely and efficiently, with the kind of attention to detail that protects furniture, keepsakes, and everything in between. Whether a family is relocating across Columbia or moving across the country, Pro Help serves clients throughout South Carolina and nationwide, bringing the same local standards to every job.

The company's reach extends well beyond residential moves, though.



“

PRO HELP DID A GREAT JOB with a very complicated move. The movers were friendly, hardworking and very good sports! They worked late, even after an exhausting day of travel, to make my deadline. They took wonderful care with my antique furniture. I would definitely recommend Pro Help Movers."

—LISA S



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and stand behind our promises. We take care of our customers, and our customer referrals and moving reviews will prove it."

Pro Help works with more than 100 interior design firms, providing receiving, inspection, detailed inventory management, photography, and white glove delivery services. For designers sourcing furnishings and decor, having a reliable logistics partner who treats each piece with care is essential, and Pro Help has made that niche a cornerstone of its business. Their private, climate-controlled warehouse adds another layer of service, offering secure storage and receiving for clients who need more than just transportation.

Commercial moving is another area where the team brings its decade-plus years of experience to bear. Businesses planning an office relocation or buildout can count on Pro Help to coordinate the logistics so that downtime is minimized and the move goes smoothly from start to finish. It is a broad portfolio of services, but each one ties back to the same core idea: reducing stress and prioritizing the needs of the people being served.

What sets Pro Help apart in a crowded industry is not a flashy marketing campaign or a national brand behind it. It is the steady, relationship-driven reputation of a local company that shows up, does the work, and earns the next referral. For the Columbia real estate community, where client experience carries enormous weight, that is a partner worth knowing. 📌

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Alivia

CAVANAUGH

At just 25 years old, Alivia Cavanaugh has already accomplished what many real estate professionals spend decades striving to achieve. With more than \$30 million in career sales volume, 100 homes sold, a thriving business, and an unwavering passion for serving others, she has quickly become one of the rising names in the Midlands real estate market. Yet, ask her what she is most proud of, and she won't mention production numbers, awards, or impressive statistics. Instead, she'll talk about the people whose lives she has had the privilege of changing.

That perspective is exactly what makes Alivia this month's Rising Star.

Her story didn't begin with a real estate license. It began years before, immediately after graduating high school, when she accepted a position as a nanny for a family involved in residential remodeling and rental properties. What started as childcare soon evolved into something much bigger. Before long, she found herself managing renovation projects ranging from modest \$10,000 updates to complete six-figure home transformations while also overseeing a portfolio of 16 rental properties. Long before she ever represented buyers and sellers, Alivia was learning every aspect of homeownership—from construction and renovations to property management and investment real estate.

Those early experiences gave her a unique perspective on the industry, but more importantly, they revealed where her true passion lived.

"I realized it wasn't just the houses," she says. "It was helping people accomplish their goals."



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

Building Relationships, Changing Lives, and Leading with a Servant's Heart

Determined to become a trusted resource for families navigating one of life's biggest financial decisions, Alivia earned her real estate license in June 2022. For six months she balanced selling homes while continuing to work in renovations before making the leap to full-time real estate in January 2023.

Like many new agents, she entered the business with enthusiasm, ambition, and a willingness to learn. She joined The Brannan Team at Century 21 Vanguard, surrounding herself with experienced professionals who helped shape her

foundation. She absorbed every lesson she could, spent countless hours studying YouTube training videos, perfected her organizational systems, and developed disciplined follow-up habits that quickly became one of her greatest strengths.

The hard work paid off almost immediately.

During her first full year in business, she sold 23 homes—an accomplishment that would be impressive for any new Realtor. Since then, her business has continued to accelerate, culminating in a career sales



volume exceeding \$30.3 million and a personal best of more than \$10.4 million in production last year alone.

But behind the impressive numbers lies a philosophy that has never changed.

"I don't look at real estate like a transaction," Alivia explains. "This business is about people and relationships."

That belief shapes every interaction she has with her clients.

Rather than rushing buyers into homes, she begins with an in-depth consultation focused on understanding not only their finances and timeline but also their "why." She believes every family's story is different, and every successful transaction begins by understanding what truly matters to the people sitting across the table.

Buying or selling a home can be emotional, intimidating, and overwhelming. Alivia makes it her mission to replace uncertainty with confidence. Throughout every transaction, she checks in frequently—not simply to discuss contracts or deadlines, but to make sure her clients feel supported, informed, and genuinely cared for.

It's a level of service that has become her signature.



Perhaps no story illustrates her servant's heart better than her relationship with client Kenny.

The two first connected through an online lead during Alivia's first year in the business. Kenny, then in his 50s, dreamed of becoming a first-time homeowner after spending decades working multiple jobs to reach that goal. Together they viewed homes, but nothing felt quite right. As time passed, communication slowed, and for nearly three years the journey stalled.

Many agents might have moved on.

Alivia never did.

Every few months, she reached out simply to check in.

Eventually, Kenny responded. During the years they had been out of touch, he had worked with several other agents who lost interest because of his modest budget. Some simply stopped returning his calls.

Alivia didn't see a commission.

She saw a person.

By that point, her career was thriving. She had already sold more than \$25 million in real estate, yet she remained just as committed to helping Kenny



purchase a \$150,000 home as she was serving luxury clients.

Late in 2025, after years of patience and perseverance, Kenny finally purchased his very first home. Alivia successfully negotiated a brand-new HVAC system as part of the transaction, ensuring he started this new chapter with peace of mind.

Financially, it became her smallest commission check of the year.

Emotionally, it became the most rewarding transaction of her career.

"It wasn't about the money," she reflects. "It was about making a difference in someone's life."

That mindset extends beyond her client relationships and into the way she has built her business.

One of the biggest lessons Alivia has learned is how to overcome rejection. Early in her career, she often rushed to show homes to online leads, investing countless hours only to discover they were already working with another agent or simply disappeared altogether.

Instead of becoming discouraged, she chose to become better.

She refined her systems, implemented stronger buyer consultations, invested

in a robust CRM, developed intentional follow-up plans, and created consistent communication strategies that keep her connected with clients long before they’re ready to buy or sell.

The transformation was remarkable.

By shifting from simply reacting to leads to positioning herself as a trusted real estate professional, she dramatically improved client retention while creating a business built on relationships instead of transactions.

Her willingness to embrace change also led her to one of the biggest professional decisions of her career.

In May 2026, Alivia left the comfort of her longtime brokerage to become an independent agent with Real Brokerage.

For many, making such a move would feel intimidating.

For Alivia, it represented growth.

She believes complacency is often more dangerous than change and credits her faith for giving her the confidence to take bold steps when opportunities arise.

As a member of a younger generation of real estate professionals, she also recognizes the incredible impact social media, digital marketing, and artificial intelligence are having on the industry. Her authentic online presence has become a significant source of organic business and agent referrals, making Real Brokerage a natural fit for her vision of the future.

She also credits one fellow Realtor for helping shape that vision.

Alivia has long admired Hannah Norman—not only for her remarkable success but for her relentless work ethic and unwavering commitment to putting clients first. Those qualities continue to inspire Alivia as she grows her own business and looks toward building a team of like-minded professionals who share her servant-minded approach.

Away from work, family remains the center of her world.



Originally born in New York before moving to South Carolina at six years old, Alivia grew up surrounded by an exceptionally close-knit family. When her parents relocated south, nearly the entire extended family came with them—including grandparents who built a home next door.

Today, that closeness remains unchanged.

Whether they’re gathered around the pool, competing fiercely in volleyball and cornhole tournaments, hiking, snowboarding, or even skydiving to celebrate her mother’s 50th birthday, family time is filled with laughter, adventure, and unforgettable memories.

Her adventurous spirit carries into nearly every area of life. She loves traveling with her boyfriend, discovering new restaurants, hiking scenic trails, cooking, working out, and trying just about anything once. Those who know her also know she possesses an unexpectedly competitive streak—and despite standing 5-foot-10, she’s surprisingly skilled at both arcade basketball and limbo contests.

Yet behind her confident, energetic personality is a deeply compassionate heart.

She freely admits she’s a “happy crier,” moved by weddings, heartfelt cards, childhood photos, inspiring moments,

and the successes of others. Those emotions aren’t a weakness—they’re a reflection of the empathy that defines both her life and her business.

For Alivia, success has never been measured by income or accolades.

“Success isn’t measured by a dollar amount,” she says. “It’s the feeling you leave someone with after they meet you.”

That belief influences everything she does, from supporting Toys for Tots each year to ensuring every client—regardless of price point—receives the same level of care, respect, and dedication.

Looking ahead, Alivia dreams of building a team centered around service, relationships, and integrity. But no matter how much her business grows, she remains committed to one simple promise: no client will ever feel like they are too small, too busy, or not worth her time.

If there is one thing Alivia hopes people remember about her, it isn’t how many homes she sold or how quickly she rose through the industry.

She hopes they remember that she was kind.

That she led with a servant’s heart.

That she made people feel valued.

Because for Alivia Cavanaugh, real estate has never been about selling homes.

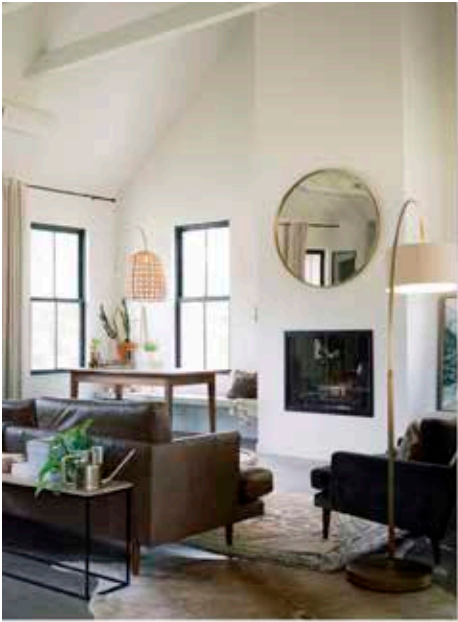
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Favorite Quote

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EVENT HIGHLIGHTS



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HOPS & HANDSHAKES

AN AFTERNOON OF CONNECTION, CONVERSATION & COMMUNITY AT STEEL HANDS BREWING

On August 12, Columbia's real estate community came together for an afternoon designed around one of the most important ingredients in the real estate business: relationships. From 3:00 to 5:00 p.m., *Columbia Real Producers* welcomed an exclusive group of Columbia's Top 350 Real Estate Agents, *Columbia Real Producers* Alumni, and Preferred Partners to Steel Hands Brewing's Vista location for Hops & Handshakes.

Set against the lively backdrop of one of Columbia's favorite breweries, the event offered the perfect setting to step away from the everyday pace of contracts, closings, showings, and deadlines and simply enjoy time with fellow professionals. With a cold brew in hand and plenty of conversation flowing, guests had the opportunity to reconnect with familiar faces, meet new people, and strengthen relationships throughout the Columbia real estate community.

Where Real Estate Meets Real Relationships

Networking can often feel like a business obligation, but Hops & Handshakes was anything but ordinary. The afternoon was intentionally designed to create an environment where meaningful connections could happen naturally.

Agents had the opportunity to mingle with some of Columbia's most successful real estate professionals while Preferred Partners connected with the agents they serve. Alumni of *Columbia Real Producers* also joined the gathering, adding another layer to an event built around celebrating the people who make the local real estate industry so dynamic.

Whether catching up with a longtime colleague, introducing themselves to someone new, or simply enjoying an easy conversation away from the office, guests were reminded that

some of the most valuable connections in real estate happen when people have the opportunity to slow down and spend time together.

Good Brews. Great Food. Even Better Company.

Of course, no gathering at Steel Hands Brewing would be complete without great brews and delicious food. Guests enjoyed provided beverages and hors d'oeuvres from Steel Hands Brewery, creating the perfect complement to an afternoon of networking and camaraderie.

The casual atmosphere made it easy for conversations to continue and connections to develop. Laughter filled the space as attendees exchanged stories, talked shop, celebrated successes, and enjoyed the chance to simply be together.

While the setting may have been relaxed, the value of the afternoon was anything but casual. In an industry where referrals, collaboration, trust, and relationships are so important, opportunities to build genuine connections are invaluable.

Celebrating the Columbia Real Estate Community

At its heart, Hops & Handshakes was about much more than an afternoon at a brewery. It was a celebration of the people behind Columbia's real estate industry—the agents, partners, and professionals who continue to make an impact in the communities they serve.

Columbia Real Producers is proud to bring together top-producing agents and the Preferred Partners who support them, creating opportunities for relationships to grow beyond the typical business transaction. Events like Hops &



Handshakes provide a space for professionals to connect not only as colleagues, but as members of the same community.

And that is what makes these gatherings so special. Real estate may be the business that brings everyone together, but relationships are what keep the community connected.

A Special Thank You

An event like Hops & Handshakes would not be possible without the generous support of the partners who help make these gatherings happen. *Columbia Real Producers* extends a sincere thank-you to our event sponsors, Swamp Rabbit Moving and The Palmetto Mortgage Group Powered by CrossCountry Mortgage, for their support and commitment to the Columbia real estate community.

We also want to recognize our Media Sponsors, True North Productions, for helping capture and share the spirit of the afternoon.

And, of course, a very special thank you to Steel Hands Brewing's Vista location for welcoming *Columbia Real Producers* and providing such a fantastic setting for the event. The atmosphere, hospitality, brews, and food helped make Hops & Handshakes an afternoon to remember.

From the first handshake to the last conversation of the afternoon, Hops & Handshakes was a memorable reminder that the best business relationships are built one genuine connection at a time.

Cheers to the Columbia real estate community—and to many more opportunities to gather, connect, and raise a glass together!





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