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Ross



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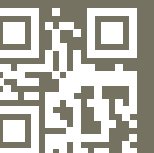


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PUBLISHER'S NOTE



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 *Upstate Real Producers*, we deeply appreciate the incredible real estate professionals and Preferred Partners who make this community so remarkable.

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 making an impact in our area:

Cover Feature: Christy Ross with Herlong Sotheby's International Realty, whose story and values offer wonderful inspiration beyond the transactions.

Top Producer Feature: Chris Hill with Real Broker LLC, demonstrating the drive, consistency, and dedication it takes to excel.

Making a Difference Feature: Brit Ream with Bluefield Realty, whose story



highlights the power of investing heart and service back into the community.

Partner Spotlight: The Barndo Co., whose continued support helps strengthen both our industry and local neighborhoods.

As you gather around the table this Thanksgiving, we hope you take a moment to celebrate the families, colleagues, mentors, and partners who have supported you throughout the year.

From our family to yours, thank you for reading, sharing your stories, and being part of this publication. We wish you a warm, meaningful Thanksgiving holiday!

Warmly,

Robert and Sierra Smith
Publishers, *Upstate Real Producers*





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Chris Hill

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AMY PORTER

Success in real estate is often measured by production—transactions closed, sales volume achieved, and awards earned. By those standards, Chris Hill has built an exceptional career. Since earning his real estate license in 2021, he has surpassed \$62 million in career sales, closed 48 transactions in 2025 alone, and become a trusted resource for buyers and sellers throughout the

Upstate as a member of PREMIERE Group at Real Broker, LLC.

But ask Chris what success really means, and his answer is refreshingly simple.

“Doing your best with a cheerful heart.”

That philosophy has become the foundation of both his business and his life. While the numbers are certainly rewarding, they have never been his

motivation. His purpose has always been much bigger than production. It’s about serving people well, honoring God, and building relationships that last long after the closing table.

Having called the Upstate home for more than 45 years, Chris isn’t simply selling homes in the community—he’s serving the place that helped shape him. Those deep roots have allowed him to build genuine relationships throughout Greenville, Spartanburg, and the surrounding communities, giving clients the confidence that they’re working with someone who truly understands both the market and the people who call it home.

Ironically, real estate wasn’t part of Chris’s original career plan.

After years in corporate America serving as a Regional Sales Manager, the uncertainty of the COVID-19 pandemic brought an unexpected turning point. In the fall of 2020, he found himself displaced after corporate downsizing. While many would have viewed the moment as a setback, Chris now sees it as one of God’s greatest blessings.

A longtime friend, Cindy Barrett, a seasoned Realtor with nearly two decades of experience—encouraged him to explore real estate. She believed his ability to connect with people and genuinely care for others made him a natural fit for the profession.

Rather than making a quick decision, Chris spent time praying, researching, and carefully considering the opportunity.

“The right doors just kept opening,” he says. “Looking back now, I can clearly see God’s hand guiding every step.”

Chris began his career with Keller Williams Realty, where he quickly immersed himself in learning every aspect of the business. His servant’s heart extended beyond helping clients. He was invited to serve on the Agent Leadership Council, representing fellow agents while acting as a liaison between the local office, regional leadership, and the national organization. His commitment to collaboration and putting others first

eventually earned him the company’s Culture Award, an honor that reflected the way he approached both business and relationships.

In early 2024, Chris made the decision to become an independent agent, seeking greater autonomy and the opportunity to build his business in a way that aligned with his personal values. Not long afterward, conversations with members of PREMIERE Group at Real Broker revealed a culture that felt like the perfect fit.

Today, he says with a smile, “I’m home.”

Since joining PREMIERE Group, Chris has continued to grow while remaining true to who he is. His commitment to serving others earned him the team’s Humanitarian Award in 2025, followed by the prestigious P.A.G.E. Award in 2026, recognizing not only his professional excellence but also the character and integrity behind it.

Although many agents specialize in one segment of the industry, Chris jokingly describes himself as the “Swiss Army knife” of real estate.

“I’ve been blessed to work with just about every type of client you can imagine,” he says. “First-time buyers, retirees, military families, investors, growing families—you name it.”

That versatility allows him to understand the unique challenges that accompany every stage of life. Instead of applying the same formula to every transaction, he believes each client’s journey deserves its own approach.

“It all starts with listening,” he explains. “Some people know exactly what they want. Others just know how they want life to feel in their next home. My job is to understand what’s driving them so I can help them make the best decision for their family.”

One story continues to remind Chris why relationships will always matter more than transactions.

Shortly after the pandemic, he was helping a retired couple relocate to



South Carolina during one of the most competitive housing markets in recent memory. After weeks of searching and multiple unsuccessful offers, they finally found what seemed to be the perfect home.

Late that evening, Chris and his clients worked together preparing what they believed was a winning offer.

The following morning, another buyer had beaten them to it.

Chris still remembers the disappointment in his client’s voice as she fought back tears after hearing the news.

Then something unexpected happened.

Around that same time, Chris learned of another home coming to market that perfectly matched everything the couple had been searching for. As he shared the details, his client quietly responded, “Maybe this is the one we’re supposed to have.”

It was.

Her tears of disappointment became tears of joy, and one sentence she shared has stayed with Chris ever since.

“God is always on time and knew exactly what He was doing.”

“I’ve carried that lesson with me,” Chris says. “Sometimes what feels like a setback is simply God redirecting us toward something better.”

It’s a lesson he now shares with clients whenever circumstances don’t unfold according to plan. Sometimes what feels like defeat is simply preparing the way for something even better.

Faith has always been the cornerstone of Chris’s life. It influences not only how he approaches business but also how he measures success. While he’s certainly competitive and enjoys tracking goals and production, he refuses to let numbers define his identity.

Instead, he hopes to honor God, serve his family well, and create an

experience where every client feels valued, respected, and cared for.

He also believes professionalism extends beyond serving clients. Chris strives to be the kind of cooperative agent other Realtors genuinely enjoy working with—someone known for honesty, responsiveness, integrity, and kindness.

His personal slogan, **#HillCanHelp**, perfectly captures that mindset.

Far more than a marketing slogan, it's the standard he tries to live by every day. Whether it's answering the phone after hours, connecting clients with trusted professionals, solving unexpected problems, or simply being available when someone needs advice, Chris believes helping shouldn't end when the paperwork is signed.

As his business continues to grow, he's intentionally investing in better systems and support—not to become less personal, but to remain highly personal as he serves more families.

"The better our systems become behind the scenes," he says, "the more attention my clients receive where it matters most."

Outside of real estate, Chris's greatest joy is his family. This year he and his wife, Krystal, celebrate 25 years of marriage, a milestone that reflects the same commitment and faithfulness he brings to every area of his life. Their daughter, Peyton, is pursuing a career in occupational therapy, while their son, AJ, works in medical equipment logistics.

Whether they're relaxing by the pool, hosting cookouts for family and



friends, discovering another favorite Thai restaurant around the Upstate, or worshipping together at Church at the Mill, Chris treasures time spent with those he loves most.

His passion for serving extends well beyond real estate. Chris serves on the board of Rebuilding Together Spartanburg, is an active member of the Downtown Sertoma Club, and competes with HillTop BBQ in charitable cooking competitions that support organizations such as Mobile Meals of Spartanburg and Project Host. To Chris, service doesn't stop at the closing table. It simply takes on different forms throughout the community he loves.

When he's not showing homes or volunteering, you'll often find him cheering on Clemson athletics, scuba diving in Lakes Keowee or Jocassee, reading, listening to podcasts, or enjoying the outdoors whenever time allows.

He's also quick to admit there's another side of his personality that clients discover almost immediately.

"I love making people laugh," he says. "Real estate can be stressful enough. If I can help someone smile along the way, then we've probably both had a better day."

He believes humor has a unique way of easing stressful situations and reminding people not to take life quite so seriously. Buying or selling a home can be emotional, and if a well-timed joke helps someone breathe a little easier, he's happy to provide it.

For those entering the profession, his advice reflects the same authenticity that has guided his own career.

"Be real. Don't chase someone else's version of success. Find who you are, surround yourself with people who will tell you the truth, work hard, and treat people well. There are a lot of ways to build a successful business, but there's only one you."

When Chris looks toward the future, he hopes to continue serving clients for many years before eventually investing more time coaching and mentoring the next generation of agents. But regardless of where the road leads, his definition of success will remain unchanged.

When people remember Chris Hill, he doesn't hope they remember the sales volume, the awards, or the rankings.

He simply hopes they remember a man who loved God, loved people, worked hard, and left every life he touched just a little better than he found it.

In a profession built on relationships, that may be the greatest success story of all. 🏡

Favorite Quote

"Trust in the Lord with all your heart and lean not on your own understanding. In all your ways trust in Him, and he will make your paths straight."

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ALWAYS LEARNING, ALWAYS GROWING

How Christy Ross Found the Courage to Trust the Journey

Some careers are carefully planned. Others unfold one unexpected opportunity at a time, guided by faith, determination, and the willingness to embrace change. For Christy Ross of Herlong Sotheby's International Realty, the road to real estate has been anything but ordinary. From becoming one of the Upstate's most recognizable weather personalities to building a thriving luxury real estate business, every chapter of her life has reinforced one truth: growth only happens when you're willing to step outside your comfort zone.

Ask Christy to describe herself and she'll laugh before offering a few simple words: friendly, loves a challenge, smart, an outdoor enthusiast, and someone who never turns down the chance to explore the world. Whether she's hiking mountain trails, snorkeling in Hawaii, or discovering new cultures in Italy, France, or Japan, curiosity has always been woven into who she is. That same curiosity has shaped every major decision she's made throughout her career.

Long before she was helping clients navigate one of the biggest financial decisions of their lives, Christy was helping thousands of viewers prepare for another kind of uncertainty—the weather. As a trusted meteorologist, she became a familiar face across the Upstate, earning the confidence of viewers through clear communication and steady leadership. Yet even during those successful years in television, another dream quietly began taking shape.

Every morning on her way to the television station, she drove past Wyatt School of Real Estate. When her schedule eventually shifted to mornings only, she suddenly

had something she hadn't expected—time. Rather than letting the opportunity pass, she enrolled in classes and earned her real estate license in 2019. What started as curiosity quickly became a calling.

One of the first lessons she learned wasn't about contracts or negotiations. It was choosing the right brokerage. After interviewing several companies, Christy found herself drawn to Herlong Sotheby's International Realty, although she questioned whether she truly belonged in such a respected luxury brand. It was her brother, a broker himself in the Dallas-Fort Worth area, who gave her the encouragement she needed. He believed the elevated reputation of the brokerage matched the professional image she had already built within the community.

He was right.

Joining Herlong Sotheby's proved to be one of the best decisions of her career. Under the leadership of Joan and Jack Herlong, Christy found exactly what she had hoped for—a collaborative culture built on integrity, education, accountability, and support. She credits Joan's

remarkable negotiation skills and unwavering commitment to doing things the right way as instrumental in her own development, while Jack's strategic mindset and gift for encouragement have helped shape the confident professional she is today. Combined with the guidance of her brother, who continues to offer perspective and practical advice when challenging situations arise, Christy has surrounded herself with mentors who continually inspire her to become better.

That commitment to learning has fueled remarkable success. Although she has dedicated herself to real estate full-time for only about a year and a half, she has already accumulated nearly \$40 million in career sales volume, including an impressive \$19 million in

production last year alone. She specializes in luxury properties throughout the Upstate, serving clients from Greenville and Greer to Easley, Simpsonville, and Spartanburg County. Living near Greer allows her to respond quickly wherever her clients need her, something she believes makes a meaningful difference throughout every transaction.

Christy's commitment to professional growth doesn't stop with production. In July 2026, she added another milestone to her career by successfully passing her South Carolina Broker Exam. While earning the broker's license was certainly a professional achievement, for Christy it represented something even more meaningful—a continued investment in expanding her knowledge, sharpening



her skills, and ensuring she can serve her clients at the highest level possible. True to her personal philosophy of “always learning, always growing,” she views education not as a destination, but as a lifelong pursuit.

Unlike many agents who quickly build teams and delegate client relationships, Christy intentionally remains deeply involved from beginning to end. She believes clients hire her—not someone they’ll meet halfway through the process—and she takes pride in personally guiding every detail of their experience.

That philosophy stems from her years in television. Communication has always been her greatest strength. While technology has transformed both industries, Christy still believes one of the most powerful tools available is something

surprisingly simple: picking up the phone.

Whether she’s calling another agent to better understand a property’s history or answering what appears to be just another unknown number, she knows meaningful conversations often create unexpected opportunities. More than once, an ordinary phone call has turned into a successful transaction. For Christy, relationships begin with genuine conversation, not text messages or automated systems.

Storytelling has remained another constant throughout her career. Years spent standing before a green screen explaining what weather systems would do next prepared her well for marketing homes today. Every property has its own story waiting to be told, and Christy enjoys helping buyers envision their future while helping sellers



showcase what makes their home unique.

While her transition into real estate may appear seamless from the outside, it required one of the hardest decisions of her life.

She knew long before it happened that she wanted to eventually leave television and pursue real estate full-time. Still, walking away from the security of a dependable salary for a commission-based career was intimidating. The defining moment came after receiving recognition from Herlong Sotheby’s. When her growing success in real estate became an issue with her television employer, she was presented with a choice: give up real estate or lose her job.

She chose her future.

It was not an easy decision, and being fired was something she had never experienced before. Yet looking back, Christy sees that season differently. Rather than focusing on uncertainty, she chose faith.

She believes God often opens doors by gently pushing us toward where we’re meant to be. Trusting that He would provide for her family gave

her the courage to embrace the unknown, and today she credits that leap of faith as one of the defining moments of her career.

That perspective continues to shape how she serves clients.

With years of experience representing both buyers and sellers, Christy has become passionate about helping clients avoid costly emotional decisions. She understands the pride homeowners naturally feel toward their homes while also recognizing the importance of honest conversations about pricing, negotiations, and market realities. Her goal isn’t simply to close transactions—it’s to provide thoughtful guidance that helps clients make wise decisions with confidence.

Outside of real estate, family remains at the center of Christy’s life. She and her husband, Ryan, have shared nearly twenty-four years of marriage, raising two daughters, Kathryn and Sarah, who now proudly attend rival universities—one at the University of South Carolina and the other at Clemson. Together they’ve made travel a family priority, believing experiences create memories that last far longer than possessions. Whether

exploring New York City, San Francisco, Niagara Falls, West Palm Beach, Hawaii, or international destinations like Italy, France, and Japan, those adventures have strengthened their family’s bond and created stories they’ll cherish forever.

She also enjoys hiking the mountains of North Carolina, recently renewed her drone pilot certification to enhance her real estate marketing, and remains a licensed private pilot—a distinction made even more remarkable after surviving a plane crash during flight training years ago. Though the accident left her hanging upside down with little more than a black eye, it also gave her a profound appreciation for life. Two weeks later, she climbed back into an airplane and finished earning her pilot’s license, proving once again that courage often means moving forward despite fear.

Perhaps the most emotional chapter of Christy’s journey came five years ago when she lost her mother to breast cancer. Years earlier, her mother had encouraged her to remain at college rather than interrupt her education during her first battle with cancer. When the disease returned decades later, Christy made every effort to be present, traveling frequently to Texas despite her demanding television schedule. One phone call from her father changed everything. She immediately left an assignment in North Carolina, raced to Texas, and arrived just thirty minutes before her mother passed

away. It remains one of the moments she treasures most—a reminder that while careers matter, people matter more.

When asked how she defines success, Christy’s answer isn’t measured in production numbers or awards.

“Peace.”

She believes chasing money alone leaves people constantly searching for more, while true success comes from honest work, meaningful relationships, and trusting God with the outcome. Her favorite verse, Psalm 46:10, captures that mindset perfectly: “Be still and know that I am God.”

As her business continues to grow, Christy remains committed to the principle she hopes defines both her career and her life: always learning, always growing. She embraces new technology while remaining grounded in timeless values of integrity, empathy, consistency, and service. Her hope is that every client not only remembers a successful transaction but also remembers how they were treated—with kindness, honesty, and genuine care.

Because long after the forecasts have faded and the closings have been celebrated, those are the qualities that leave the greatest legacy. And if Christy Ross is remembered for being kind, empathetic, and someone who loved to laugh along the way, she’ll consider her life’s work a success. 🌿



“
BE STILL AND
KNOW THAT
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— PSALM 46:10





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The Barndo Co.

BUILDING A DREAM HOME WITHOUT COMPROMISE

For many people, the idea of a truly custom home has always come with a catch: you can have the space you want, or the quality you want, but rarely both at once. The Barndo Co., based in Duncan, South Carolina, was built to challenge exactly that assumption.

Founded with a clear purpose, The Barndo Co. set out to bring elegance and luxury to homeowners without forcing them to sacrifice square footage, amenities, or craftsmanship. The company specializes in barndominium construction, a building style that has grown steadily in popularity across the Southeast, and it has distinguished itself through a turnkey, fully custom process that guides clients from initial concept through a finished home built on their own land. The Barndo Co. currently serves South Carolina, North Carolina, and Tennessee, giving a wide range of homeowners in the region access to this approach.

What draws many clients to The Barndo Co. is the combination of flexibility and structural intelligence baked into the barndominium design itself. Because the building method requires no interior load-

bearing walls, homeowners have genuine freedom in how their space is laid out, and that layout can be rearranged at any point down the road. Spray foam insulation adds roughly 40 percent more structural strength while also reducing the load on HVAC systems. Flooring choices run from stained concrete to LVP to carpet and beyond. The result is a home that is both resilient and deeply personal.

The team at The Barndo Co. takes its work seriously enough that it has earned recognition for it. In 2024 and again in 2025, the company received Best Overall honors in multiple custom home categories through award competitions that evaluated exterior design, kitchens, and bathrooms. That kind of consistent recognition reflects the company's own stated standard.



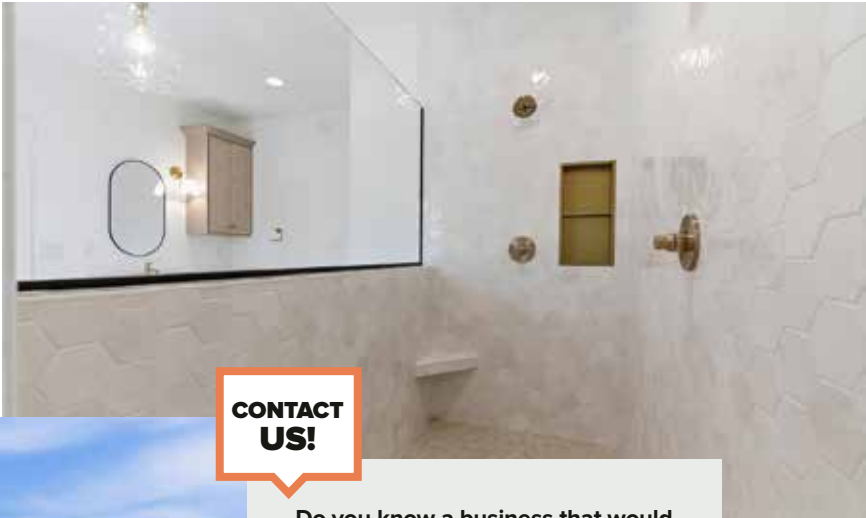
“We are the best builder, we have the best product, and WE HAVE THE BEST PEOPLE.”

“We are the best builder, we have the best product, and we have the best people,” the team shares in describing their core values, a set of principles that serve as a daily reminder of what they stand for.

Beyond the builds themselves, The Barndo Co. has made a point of creating community around the barndominium lifestyle. The company hosts “The Barndo Show,” a podcast that covers the full arc of the experience, from buying land and navigating the build process to settling into the finished home. Guests from across the industry share insights along the way, making it a genuine resource for anyone considering this path.



We are proud to feature a company that not only builds beautiful homes across the Upstate region but does so with the kind of intentionality and craftsmanship that its clients feel long after move-in day. Whether you are starting from a blank lot or a long-held vision of what home should look like, The Barndo Co. is worth the conversation. Learn more by visiting the website or calling directly. 🏡



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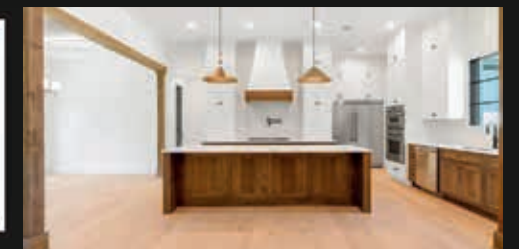
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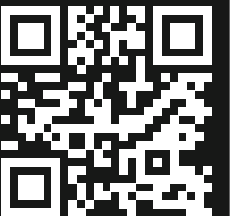
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Brit Ream

REMEMBER. HONOR. TEACH.

How Brit Ream Is Turning Every Closing Into an Opportunity to Give Back

For Wreaths Across America, the mission is beautifully simple: **Remember the fallen. Honor those who serve. Teach the next generation the value of freedom.**

For Brit Ream of Bluefield Realty Group, those words have become much more than a mission statement. They have become a personal tradition—and one that she has woven into her life and her real estate business in a deeply meaningful way.

What began as a desire to honor the men and women who sacrificed for our country has grown into one of Brit's favorite Christmas customs. Every year, she travels to volunteer with Wreaths Across America. "This will be our fifth year taking a trip to Arlington National Cemetery," Brit shares. "It has become a family tradition in our house."

National Wreaths Across America Day takes place each December at thousands of participating cemeteries, memorials and historic sites across the country. While Arlington National Cemetery is perhaps the most recognizable location, the effort is truly nationwide. In 2025, 5,598 locations participated, bringing communities together to remember and honor veterans.

For Brit, however, traveling to Arlington has become an experience she looks forward to all year. "We fly to D.C. to volunteer for this event," she says. "It has become one of our favorite weekends and one of our favorite cities."

And Brit doesn't want to keep that experience to herself. Each year, she tries to invite someone new to join them.

WRITTEN BY: AMY
PORTER AND BRIT REAM

"We also try to encourage someone new to meet us every year so they can participate and learn about Wreaths Across America. We've been able to introduce several families to this event over the years, and they all love it as much as my family."

A Saturday Morning With a Powerful Purpose

On National Wreaths Across America Day, thousands of volunteers at Arlington gather early in the morning.

Transfer trucks filled with wreaths are positioned throughout the cemetery grounds. Volunteers make their way to the section where they would like to work, collect wreaths and then walk the rows, placing a wreath at each grave marker.

But the process is about much more than simply placing a wreath. "Volunteers are encouraged to pause in front of the headstone and say the veteran's name out loud before placing the wreath," she explains. "It's a way to honor our veteran and remember their sacrifices. Saying 'May we never forget' gives this gesture a whole new meaning."

For Brit, that simple act is what makes the experience so powerful.

In just four hours, the scale of the effort is incredible. By noon, over 400,000 veterans at Arlington have been visited by volunteers and honored with a wreath.

And every single one represents a life, a family, and a sacrifice that deserves to be remembered.

But Arlington is only one part of the story.

Across the country, thousands upon thousands of veterans are laid to rest in national cemeteries, small community cemeteries, church graveyards, family plots, and other local resting places. Many of those cemeteries may never receive the same national attention as Arlington, but the veterans buried there are no less deserving of remembrance.

You do not have to travel to Washington, D.C., to take part.

For Brit, it is an important reminder that the veteran resting in a quiet cemetery just a few miles away from you has served the same country, left behind a family, and made sacrifices that deserve to be honored.

Whether the headstone stands among the seemingly endless rows of Arlington or beneath a tree in a small hometown cemetery, the message remains the same:

Remember. Honor. Teach.

A Tradition That Brings Communities Together

One of the most striking aspects of Wreaths Across America is how many people and organizations come together to make the day possible.

The wreaths are made in Maine and begin a remarkable journey toward Arlington in the days

leading up to the event. Transfer trucks carrying the wreaths travel along a police-escorted route toward Washington, D.C., while communities along the way gather along roadsides, waving American flags and showing their support.

MAKING A DIFFERENCE

Brit hopes that one day she can be part of that journey herself—even if it's simply standing along the route and watching the procession pass.

"It would be a humble honor that I know would make me fight a knot in my throat," She said. "I know it's silly but I'd get emotional during that journey. I tear up over the National Anthem at times so I know I wouldn't stand a chance if I were giving the opportunity to travel with Wreaths Across America to deliver the wreaths to Arlington."

Giving Back Through Every Closing

Brit's commitment to Wreaths Across America doesn't end when she leaves Arlington.

In fact, she has found a way to make honoring veterans part of her everyday work as a Realtor.

After every closing, Brit makes a donation based on each household member. She explains, "A family of five receives five wreaths donated on their behalf." But Brit's definition of family extends to four-legged family members, too. "For every furbaby, I donate \$50 to Bianca Conway's animal rescue called Hearts of Valor. She's a fellow realtor who also served in the Army, so my focus can serve both my clients, their pets, and our veterans - past & present."





It's a unique giving tradition that allows Brit to celebrate the people and families she serves while simultaneously honoring those who served our country.

Remembering the Sacrifice

Brit's dedication is especially important because she understands that there is still a tremendous need.

Arlington National Cemetery hosts numerous funerals each week, and the need for volunteers and wreath donations remains significant. Not every veteran receives a wreath each year simply because there aren't enough donations to make it possible.

That reality is one of the reasons Brit encourages others to get involved.

"I think it's a very powerful and impactful way to spend a Saturday morning with your family, especially kids," she says.

She sees the experience as an opportunity for parents and grandparents to teach children about American history, the flag, and the men and women who made the ultimate sacrifice.

And children are very much a part of the effort. Across the country, young volunteers participate alongside parents, grandparents, schools, civic groups and community organizations. Brit believes that firsthand experience can teach lessons that can't always be found in a classroom.

"Just a few hours on a Saturday morning is such an easy and simple way to give back, and yet those few hours are such a meaningful statement to our country's heroes."

An Honor Beyond Words

This year, Brit's Wreaths Across America experience will carry an even deeper significance.

After spending the previous day alongside hundreds of thousands of volunteers honoring veterans throughout Arlington National

Cemetery, she will return the following morning for an entirely different—and deeply moving—ceremony.

On **December 20 at 11:15 a.m.**, Brit will have the extraordinary roll of being escorting down to lay a wreath at the Tomb of the Unknown Soldier during the Changing of the Guard.

For Brit, this is an opportunity she describes as a tremendous honor.

The Tomb of the Unknown Soldier represents service and sacrifice on behalf of countless Americans whose names may never be known. To be selected to participate in this solemn ceremony is a moment Brit knows she will never forget.

It is a fitting continuation of the mission that has become such an important part of her life:

Remember. Honor. Teach.

Brit's journey with Wreaths Across America began with a desire to give back and has grown into a family tradition, a personal commitment, and now an extraordinary opportunity to honor America's fallen and unknown heroes in one of the most sacred places in the country.

As she looks forward to December, she is understandably excited—not only for the ceremony itself, but for the privilege of representing all those who believe that our nation's heroes should never be forgotten.

A Difference That Lasts Beyond the Closing

Brit's commitment to giving back is a reminder that making a difference doesn't always require grand gestures. Sometimes, it begins with a simple decision to honor someone else.

For her specifically, that decision happens with every real estate closing, every wreath she sponsors, every December when she spends time volunteering, and every person she introduces to Wreaths Across America.

And those numbers add up.



With more than 300 wreaths donated over the years and 49 already committed for this year's effort, her impact continues to grow.

"It's a small effort that lacks in comparison to what our servicemen and women have sacrificed for my freedom," Brit says. "That is priceless."

And perhaps that is the greatest lesson of all.

Remember the fallen. Honor those who serve. Teach the next generation the value of freedom.

For Brit Ream, these aren't simply words. They are a way of life.

Everyone Can Make a Difference

Brit's message to fellow Realtors and members of the Upstate community is simple: **you don't have to do something huge to make a difference.**

You can volunteer for a morning at a nearby cemetery. You can purchase a wreath. You can introduce another family to the experience. You can help a local cemetery become a participating location.

And, like Brit, you can make giving back part of your everyday life.

National Wreaths Across America Day is free to attend as a volunteer, while individual wreath sponsorships are \$17 each. Volunteers can find participating cemeteries and memorials in their area and learn more about sponsorship and volunteer opportunities through **Wreaths Across America**.

For Brit, however, the heart of the mission can be summed up in three words:

Remember. Honor. Teach.
Remember the names.

Honor the sacrifices.

And teach the next generation that freedom is never free.

That is how one Realtor is making a difference—one closing, one wreath, and one remembered hero at a time. ▀

Do you want to be featured in an upcoming issue of CRP? Email us at sierra.smith@n2co.com to join the list.

EVENT HIGHLIGHTS

ELEVATED SOCIAL

An Evening of Connection, Conversation & Greenville Views

On August 26, 2026, some of the Upstate’s most accomplished real estate professionals gathered in the heart of Downtown Greenville for an unforgettable afternoon of connection, conversation, and celebration at the Elevated Social, hosted by *Upstate Real Producers* at UP on the Roof.



Exclusively designed for the Top 550 agents in the Upstate, *Upstate Real Producers* Alumni, and Preferred Partners, the event brought together an exceptional group of industry leaders for an elevated networking experience. From the moment guests arrived, it was clear that this was more than just another social gathering—it was an opportunity to step away from the everyday pace of the real estate business and enjoy time with the people who make the Upstate real estate community so special.

Set high above the city at UP on the Roof, guests were treated to breathtaking skyline views of Downtown Greenville. The rooftop setting provided the perfect backdrop for an afternoon of relaxed conversation and meaningful connections, with the city serving as a beautiful reminder of the vibrant community these real estate professionals work in and serve every day.

With specialty cocktails and signature hors d'oeuvres provided throughout the afternoon, attendees had plenty of opportunities to mingle, reconnect with familiar faces, and meet fellow professionals. Whether catching up with longtime industry friends, introducing themselves to new colleagues, or simply enjoying a few moments away from the demands of the workday, the atmosphere was warm, energetic, and genuinely celebratory.

One of the greatest things about *Upstate Real Producers* events is the opportunity to bring together professionals who may otherwise only interact through transactions, phone calls, emails, and closings. Elevated Social created space for those relationships to grow beyond the business side of real estate. Conversations flowed easily, laughter filled the rooftop, and new connections were made—all while celebrating the accomplishments of the people who continue to raise the standard for real estate throughout the Upstate.

Events like this are made possible through the generous support of the partners who believe in the mission of *Upstate*

Real Producers and in the importance of bringing the real estate community together. A special thank-you goes to Swamp Rabbit Moving and Atlantic Bay Mortgage Group for sponsoring this Elevated Social and helping create such a memorable experience for our guests.

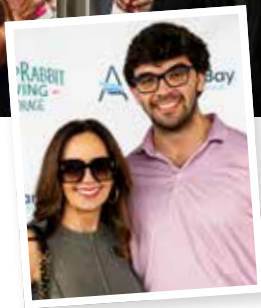
We would also like to extend our sincere appreciation to our media sponsors, True North Productions and GVL Rep, for helping capture and support the event. Their partnership plays an important role in showcasing the people, relationships, and experiences that make the Upstate real estate community so exceptional.

And, of course, a heartfelt thank-you goes to UP on the Roof for graciously hosting us and providing the incredible setting for the afternoon. The combination of the rooftop atmosphere, Greenville skyline, delicious food, and welcoming hospitality made it the perfect location for an Elevated Social.

At *Upstate Real Producers*, we believe that success is worth celebrating—and that the relationships built along the way are just as important as the transactions completed. The Elevated Social was a wonderful reminder of that philosophy. It was an afternoon dedicated to the people behind the businesses, the relationships behind the referrals, and the community behind the Upstate real estate industry.

As the afternoon came to a close and guests took in the final views of Downtown Greenville, one thing was certain: the Upstate real estate community is filled with talented, driven, and incredibly connected professionals, and *Upstate Real Producers* is proud to bring them together.

Thank you to everyone who joined us for Elevated Social! We look forward to creating many more opportunities to connect, celebrate, and elevate the Upstate real estate community together.





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