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OCTOBER 2026

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October 2026

As we welcome October and the beautiful change of season that comes with it, we want to take a moment to say **thank you**. We are incredibly grateful to have you, our readers, as a continued part of the *Columbia Real Producers* community. Whether you have been with us from the beginning or recently discovered our publication, your support and enthusiasm for celebrating the Columbia real estate industry means more than you know.

At the heart of every issue are the people who make this industry so remarkable. Real estate is about far more than transactions and numbers. It is about relationships, trust, perseverance, and the lives that are impacted along the way. This month's featured professionals each have a unique story, but they share a common commitment to their clients, their businesses, and the communities they serve.

Our **October Cover Feature, Terri Horton with RE/MAX Summit**, gives us the opportunity to celebrate not only her professional accomplishments, but also the experiences, values, and

determination that have shaped her journey. We are excited for you to get to know the person behind the success.

We are also proud to recognize **Andrea Kelly with EXIT Realty Consultants** as our **Top Producer Feature**. Her accomplishments reflect dedication, consistency, and the trust she has built with her clients throughout her career. We are honored to share her story and celebrate the hard work behind her success.

Our **Realtor on the Rise, Delia Campbell with Keller Williams Preferred**, represents the exciting future of our industry. Her journey is a reminder that success is built through persistence, learning, and a willingness to continue growing. We look forward to watching her career continue to unfold.

This month's **Partner Spotlight, New Level Construction**, highlights the important role trusted business partners play in the real estate community. Strong partnerships help Realtors provide exceptional experiences for their clients, and we are grateful to

feature a company that understands the importance of quality and relationships.

As you turn the pages of this issue, we hope you will celebrate these professionals and find inspiration in their stories. Every accomplishment represents countless hours of hard work, challenges overcome, and people who believed in the journey.

Most importantly, **thank you for continuing to read, support, and be a part of Columbia Real Producers**. We are honored to tell your stories and celebrate the incredible professionals who make this industry—and this community—so special.

Here's to a wonderful fall season and an exciting final quarter of 2026!



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Delia CAMPBELL

Turning Life's Unexpected
Detours Into a Purposeful
Real Estate Journey

WRITTEN BY:
AMY PORTER
PHOTOS BY: KACIE
WOODS (KWOODS
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For some people, success is measured by numbers—the sales volume, the awards, the milestones, or the transactions closed. For Realtor **Delia Campbell with Keller Williams Preferred**, success is measured differently. It is found in the tears of a first-time homeowner receiving keys, in the freedom to be present when family needs her most, and in the ability to turn unexpected life challenges into opportunities to serve others.

Delia's journey into real estate was not a carefully planned path. In many ways, it was a road created by resilience, faith, and a willingness to embrace change when life took an unexpected turn.

Before becoming a Realtor, Delia built a successful career helping others as a Home Health Physical Therapist Assistant. Her passion for caring for people was evident long before she entered the real estate industry. However, a

traumatic work accident changed the direction of her life and forced her to reevaluate what came next.

"Transitioning to real estate gave me a sense of control while allowing me to serve the community," Delia shares.

That transition became the beginning of a new chapter—one where she could continue helping people while creating a career that aligned with her goals, values, and vision for the future.

Delia was not new to the world of real estate when she made the transition. Her professional journey actually began years earlier in 2005 when she worked as a Loan Originator. After several years in lending, she followed a different passion into healthcare, becoming a Physical Therapist Assistant in 2010. When life presented another unexpected opportunity for change, she returned to the industry she already knew and stepped into her role as a Realtor in 2022.

“
EVERY
TRANSACTION
HAS A STORY.”

She began her real estate career at a boutique firm as an individual agent before joining **Keller Williams Preferred in 2023**, where she continues to build her business today.

Her decision to join Keller Williams Preferred came after attending the company's Women's Empowerment Breakfast. Something about the message that morning resonated deeply with her.

"I felt as if the speaker was speaking directly to me," Delia recalls. "I left feeling inspired and determined to go all in on growing my business."

That moment became a catalyst. It was the shift from simply working in real estate to truly building a business with purpose.

With the guidance of mentors and coaches, including Productivity Coaches **Pat Andrews and Desmond Meade**, Delia learned to approach her business with a new mindset.

"They played a pivotal role in shifting my mindset to run my business like a business," she says.

Under their guidance, Delia grew her closed volume from \$3 million to \$6 million, continuing to expand her knowledge, refine her systems, and strengthen the relationships that have become the foundation of her success. She has now reached an impressive **\$12 million in career volume**, a testament to her dedication and commitment to her clients.



Delia also credits her business coach, **Sandra Kandler**, for helping her develop strategies to attract clients who align with her values while strengthening referral partnerships and creating intentional growth.

At the heart of Delia's business is one simple philosophy: relationships matter.

She believes a Realtor's greatest responsibility is not just helping clients find a house—it is becoming their trusted resource throughout the entire process. Through relationships with custom builders, other agents, contractors, site agents, lenders, and her personal sphere, Delia works to provide opportunities her clients may not discover through traditional home searches.

"I strive to introduce my clients to homes they will NOT find on home search websites," she explains. "I want to be their ultimate resource."

For Delia, every transaction carries a story. One particular client experience remains especially meaningful.

One experience that remains especially close to her heart involved the mother of a former classmate, who had lost her childhood home—the home she inherited—in a devastating fire. Feeling uncertain about whether homeownership would ever again be possible, she turned to Delia for guidance. Through her knowledge and connections, Delia introduced her to a grant program that provided a \$15,000 forgivable grant toward purchasing a new home.

The moment her client realized homeownership was once again within reach became unforgettable.

“We cried as she said over and over, ‘I thought I would never be able to buy a home,’” Delia recalls.

Another experience reminded Delia that real estate is about so much more than buying and selling property—it’s about changing lives. A first-time home seller called her in tears after closing, overwhelmed with gratitude for what the sale had made possible. The proceeds not only allowed the family to purchase their next home, but also to pay off all of their credit card debt, take the family on a long-awaited dream vacation, and begin building a stock portfolio for their future.

For Delia, those moments are far more rewarding than any sales statistic.

“Every transaction has a story,” she says. “Being able to witness my clients’ tears of joy and knowing I’ve played a small part in changing the trajectory of their lives—that’s what truly pulls at my heartstrings.”

While Delia has experienced tremendous professional growth, her journey has also taught her important lessons about balance. One of her greatest transformations has been learning that success does not require sacrificing everything else that matters.

“I’ve had to overcome the idea that I should work, miss family events, and never take time off for self-care,” she shares.

Today, Delia proudly considers herself the “self-care queen.” She intentionally blocks time each month for experiences that allow her to recharge, because she understands that caring for herself allows her to better care for others.

That mindset has become even more meaningful through personal experiences. Since entering real estate, Delia’s mother has undergone two surgeries, and her son experienced an appendix rupture that required multiple hospital stays and surgery. Her career gave her something invaluable—the flexibility to step away and be present.

For Delia, that is the true definition of success.

“Success is watching your dreams become reality and having the freedom to be present with family when they need you the most,” she says.

That freedom recently allowed her to experience a personal milestone that may seem simple to some, but meant everything to her. When her father invited the family to meet him in Detroit for Father’s Day weekend, Delia was able to purchase a last-minute airline ticket, fly out on a Saturday, and return the next day.



For the first time, she had the freedom to say yes.

“That may sound small for some, but being able to take a weekend trip was a dream and a goal that I can now place in my ‘did that’ category,” she shares.

Looking ahead, Delia is passionate about continuing to grow her real estate investment portfolio while giving back to the community through various nonprofit organizations. Her faith remains an important part of who she is, and she continues to support **Greater St. Luke Baptist Church**, where she has been a member since first grade.

She also co-hosts a free monthly networking event for women in business, creating opportunities for connection, encouragement, and growth.

Outside of real estate, Delia enjoys dancing, romantic-comedy movies, reading self-help books, attending water parks, watching high school basketball, and listening to sermons from Dr.



Dharius Daniels and Joel Osteen. She treasures time with her son, Gamar, who is pursuing Surgical Technology, as well as her parents, Reginald and Patricia, her siblings, and extended family gatherings in Savannah, Georgia.

One of the most inspiring parts of Delia’s story is something that cannot be found on a résumé or online profile. During her time as a volleyball athlete at Benedict College, Delia became a mother during her senior year. While some encouraged her to leave school and focus solely on raising her child, she chose perseverance.

She graduated **Cum laude**.

That determination has followed her throughout every chapter of her life.

Her advice to other Realtors is simple but powerful: cherish relationships, protect time with family, prioritize self-care, and build a business that allows you to choose the clients and opportunities that align with your purpose.



“When life doesn’t go as planned, surround yourself with love and positivity,” Delia says. “The sun will surely shine again.”

Ultimately, Delia hopes to be remembered for one thing: making people feel special.

“Because I believe everyone is,” she says.

And perhaps that is the greatest measure of her success—not just the homes she helps people buy, but the lives she touches along the way.

Her favorite quote captures the heart of who she is: “May the life I live and the service I give, speak for me.”

For Delia Campbell, every person matters. Every story matters. And every opportunity to serve is a chance to make someone feel seen, valued, and cared for. 🏡

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Terri represents something that resonates deeply throughout the real estate industry: lasting success isn’t built overnight. It is earned through years of hard work, adapting to change, weathering difficult markets, and never losing sight of why you started in the first place.

Today, as an independent REALTOR® with RE/MAX Summit Camden, Terri continues to do what she has loved since 2005—helping buyers find a place to call home and guiding sellers into the next chapter of their lives. More than twenty-one years later, that passion remains just as strong as it was on day one.

Her story is one of resilience, partnership, and a commitment to always putting people before the transaction.

Finding a New Path

Real estate wasn’t always part of Terri’s plan.

Before entering the industry, she and her husband, Robert, owned and operated an off-price clothing business. Like many entrepreneurs, they experienced firsthand how quickly business landscapes can change. As that chapter of their lives came to a close, they found themselves asking a familiar question that many successful people encounter at some point:

“What’s next?”

Robert made the leap into real estate while Terri pursued a career in health insurance. They agreed on a simple but memorable challenge—after one year, whichever career proved to be the better fit, the other would follow.

The booming housing market made the decision surprisingly easy.

Robert’s success in real estate opened the door for Terri to earn her license in 2005, launching what would become a lifelong career.

The couple initially worked for Russell & Jeffcoat, each beginning in different offices before eventually working together in Camden. In 2011, they made another important career decision by joining RE/MAX, a move Terri says simply made sense.



She appreciated the independence the brokerage offered along with the financial flexibility that allowed her to continue growing her business on her own terms.

Unlike many agents who have built careers through large teams, Terri has remained proudly independent from the very beginning. That independence has allowed her to develop her own business philosophy—one rooted in personal relationships, accountability, and individualized service.

Learning That Success Isn't Always Easy

When Terri entered real estate, the market was thriving.

Homes sold quickly, opportunities seemed endless, and optimism filled the industry.

Then came 2008.

Like thousands of REALTORS® across the country, Terri suddenly found herself navigating one of the most difficult housing markets in modern history.

The market crash tested more than business plans—it tested perseverance.

Rather than allowing adversity to define her career, Terri allowed it to refine it.

She learned that success could no longer depend on favorable market conditions. It had to come from working harder, thinking smarter, and continually improving her skills.

That season became one of the greatest teachers of her career.

“It taught me that things don’t always come as easily as they did in the beginning,” she reflects. “You have to work harder and work smarter.”

Looking back today, those difficult years helped build the foundation for the steady, dependable REALTOR® she has become.

Even before real estate, she and Robert experienced several career transitions that forced them to rethink their future. Those experiences taught them resilience long before the housing market demanded it.

Those lessons continue to shape the way Terri approaches every client relationship—with empathy,



patience, and the understanding that change often leads to new opportunities.

Every Closing Tells a Story

Ask Terri about her most memorable transaction, and she won’t point to the largest sale or the highest commission.

Instead, she smiles.

Because to her, every successful closing represents a family beginning a new chapter.

Whether she’s helping first-time homebuyers purchase their very first house or assisting longtime homeowners as they prepare for life’s next adventure, each transaction carries its own unique significance.

“I really can’t pinpoint one success story,” she says. “Every time I help a client buy the home they’ve been looking for or help a seller move on to their next adventure, I consider that a success.”

It’s a perspective that perfectly captures the heart behind her business.

For Terri, homes have never simply been properties.

They’re where memories are made, children are raised, holidays are celebrated, and futures begin.

Helping people reach those moments is what continues to motivate her after more than twenty years in the industry.

Evolving While Staying True to Her Values

Although Terri’s passion for serving clients has never changed, the tools she uses certainly have.

She embraces technology as an essential part of today’s real estate landscape, using MLS searches, market alerts, and modern marketing strategies to stay ahead of new opportunities for her buyers and sellers.

She also understands something technology can never replace—the value of relationships.

She routinely communicates with fellow REALTORS® to uncover off-market opportunities and believes collaboration within the industry benefits everyone involved.

Her advice to newer agents reflects that philosophy.

“Keep plugging away,” she says. “Use all the technology available to you, communicate well, and never stop learning from other REALTORS®. Even



though they’re your competition, they can also be some of your greatest resources.”

That mindset has helped Terri build a career based not on competition alone, but on professionalism, mutual respect, and continual growth.

Family Is the Greatest Reward

While real estate has provided Terri with a fulfilling career, her greatest joy waits at home.

She and Robert have raised three successful children who each followed their own unique paths.

Their oldest son, Michael, is an accountant living in Greer with his wife, Amber, and their beloved dogs. Their son Daniel followed a path connected to the housing industry as a loan officer with Stone Mortgage, living in Greenville with his wife, Ashley, and their young son, Callahan—the family’s first grandchild and newest source of endless smiles. Their daughter, Natalie, has been living in St. Louis for the last 2 years with her fiancé Nima. They are planning on returning to South Carolina to plant roots in their careers and be closer to family.

Family vacations, spending quality time together, and celebrating life’s milestones have become even more meaningful as the Horton family continues to grow.

Terri admits becoming a grandmother has shifted her perspective.

“**BELIEVE
IN YOURSELF
AND YOUR ABILITY
TO SUCCEED.”**

While she still loves real estate, she also looks forward to creating more space to enjoy future grandchildren and the precious moments that come with this new season of life.

It isn't about stepping away from the career she loves.

It's about finding balance.

Leading Through Service

Beyond serving clients, Terri has remained committed to serving her profession.

As the current Vice President of the Kershaw County Board of REALTORS®, she helps support numerous charitable organizations through community fundraising efforts.

Giving back has become another extension of the values that have always guided her business—serving others, strengthening relationships, and investing in the community she proudly calls home.

A Reputation Built on Integrity

Ask Terri what she most hopes people remember about her, and the answer comes without hesitation.

“I always want people to know that I did my best for my buyers and sellers and that I was always ethical in my business.”

Those words aren't simply a mission statement.

They're the foundation upon which an entire career has been built.

In an industry where technology evolves, markets fluctuate, and trends constantly change, integrity remains timeless.

It cannot be automated.

It cannot be marketed.

It must be lived every single day.

That commitment has earned Terri something far more valuable than sales statistics—it has earned trust.

Success Beyond the Numbers

When Terri defines success, she doesn't mention production goals or rankings.

Instead, her answer is refreshingly simple.

Success is enjoying what you do.

It's waking up each day excited to help someone.

It's building a business that aligns with your values.

It's balancing career with family.

It's embracing every season of life while remaining grateful for the opportunities each one brings.

As she looks toward the future, Terri plans to continue doing exactly what she has done for more than twenty years: serving her clients with professionalism, embracing innovation, supporting her community, and putting relationships first.

Because long after the contracts are signed and the keys are exchanged, what people remember most isn't the transaction.

They remember how they were treated.

For Terri Horton, that's the legacy she continues to build—one family, one home, and one relationship at a time.

Favorite Quote

“Believe in yourself and your ability to succeed” 🌴

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There is something grounding about a construction company that treats your home the way you do, as a place where life happens and every detail matters. That philosophy is at the heart of New Level Construction, a family-owned general contracting firm serving the Cayce, South Carolina area.

With a combined 35 years of experience in the home building industry, the team at New Level Construction has spent decades developing the kind of knowledge that only comes from showing up, day after day, on real projects for real families. Being fully licensed, bonded, and insured is part of their professional foundation, but the culture that drives the company goes deeper than credentials. They approach each project with the understanding that a home is where memories are made and should reflect the people living in it.

That kind of personalized attention shapes how New Level Construction works with clients from the first conversation. Rather than applying a one-size-fits-all approach, the team listens closely to understand a homeowner's goals, style preferences and budget before a single material is selected. High-quality materials and meticulous craftsmanship back up that personalized process, and a commitment to staying on schedule means clients aren't left wondering when their lives will return to normal.

For homeowners ready to reimagine their space, complete home renovations are one of the firm's core strengths. Whether the goal is a modern refresh or a more traditional transformation, the team brings both innovative techniques and careful attention to every room. Kitchen remodeling is a particular area of focus, with custom cabinetry options and a clear understanding that the kitchen sits at the center of how a household functions and gathers.

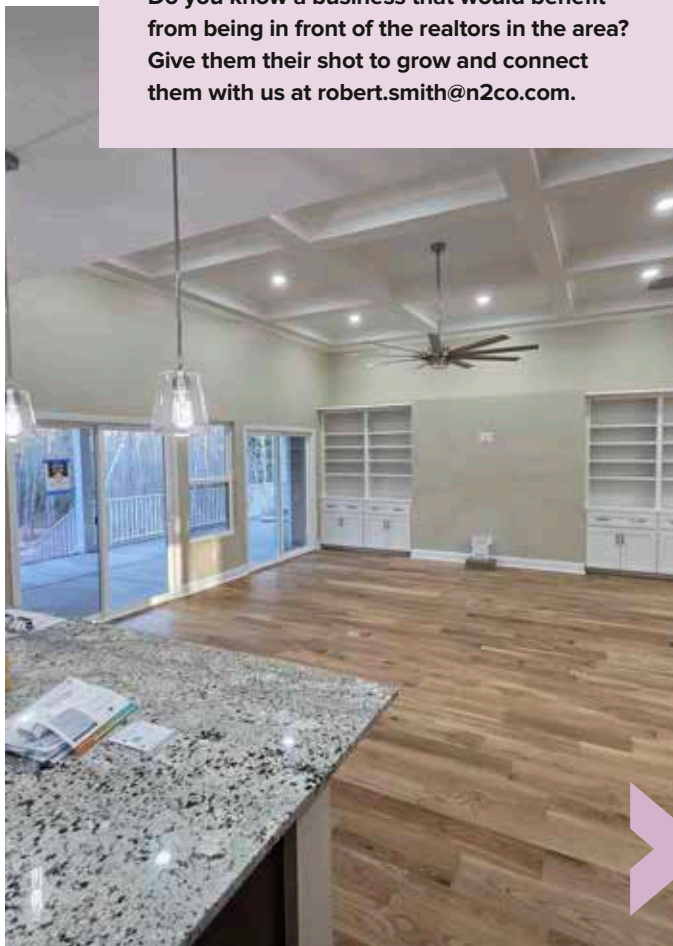
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Home additions represent another significant part of what New Level Construction offers, and it's work that resonates with families navigating life's natural changes. Extra bedrooms, sunrooms, home offices and expanded living areas are all possibilities the team designs and builds to integrate seamlessly with an existing structure. The goal is always added space and function without sacrificing the comfort or character of the home already there.

"Your home is more than just a building," the company notes. "It's where memories are made, and it should reflect your unique style and needs."

That belief keeps the work grounded in something beyond square footage and material specs. For the real estate professionals in the Columbia area who regularly work alongside contractors, partner with clients mid-renovation, or refer trusted vendors to buyers and sellers, knowing who stands behind a project matters. New Level Construction brings to every engagement the accountability and care that comes from being a family business with a genuine stake in the community it serves. We are glad to count them among our trusted partners here in South Carolina. ▀

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Andrea Kelly

**Work Hard.
Be Kind.
Love People.**

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

Andrea Kelly's Journey From Determination to Top Producer Success

For Andrea Kelly, success has never been about chasing a title, a number, or a certain level of recognition. It has always been about something much deeper—showing up, working hard, serving others well, and making a meaningful impact along the way.

Today, Andrea is a Top Producer with EXIT Realty Consultants, with more than \$61 million in career sales volume and a reputation built on trust, compassion, and a genuine love for helping people. But her journey into real estate did not begin with a vision of becoming a top-producing agent. It began with a desire for something many people can relate to—a better balance, a more intentional life, and the opportunity to build something of her own.

Before becoming a Realtor, Andrea worked in property management, overseeing more than 500 apartment homes. While she loved the industry and gained valuable experience, the demanding schedule came with a significant sacrifice. She was driving an hour each way to work, leaving home early in the morning and often returning after a long day away.

Then life changed.

When Andrea found out she was pregnant with her first child, she began looking at her future differently. She knew she wanted to be present for the moments that mattered. She wanted the

flexibility to raise her family while also building a career she could be proud of.

“I wanted something that allowed more time with my family,” Andrea shared. “I wanted something that I could grow myself and be proud of. I was excited to get away from the corporate world and try to find a way for myself as an entrepreneur.”

In 2017, Andrea earned her real estate license and began a new chapter—one that would challenge her, stretch her, and ultimately lead her to incredible success.

Nearly 10 years later, Andrea can look back and see just how far she has come. Her career has been filled with lessons, growth, and countless opportunities to serve others. While there are moments when it feels

like she just started, there are also moments when she realizes how much experience and wisdom she has gained along the way.

Her business today is a reflection of her versatility and dedication. With a nearly even split between buyers and sellers, Andrea specializes in first-time home buyers and full-service listings. No matter who she is helping, her approach remains the same—educate, guide, and provide a level of service that allows her clients to feel confident throughout the process.

Andrea believes buying or selling a home is much more than a transaction. It is a major life milestone, and she takes seriously the responsibility of helping people navigate one of the biggest decisions they will ever make.

For buyers, that begins with preparation. Every client receives a personalized home buyer consultation where Andrea walks them through the process, explains what to expect, and answers questions before they ever step foot into a home.

“I believe in a full-service approach,” she explained. “My goal is to help my clients feel confident in their next steps and trust that I can guide them through the journey.”

That commitment to education and connection has created countless memorable moments throughout Andrea's career, but one recent experience stands out as a reminder of why she does what she does.

Andrea had the opportunity to help the daughter of a past client purchase her first

home. The young family had been living in a small shed behind her parents' home that they had tried to make livable. With two children under the age of two, the space was far from ideal, but they were doing everything they could to create a safe place for their family.

Andrea was able to find them an off-market home that met their needs and helped them transition into a place they could truly call home.

“Closing day was full of smiles,” Andrea recalled. “They were so thankful and kind.”

For Andrea, moments like that are the heart of real estate. It is not simply about contracts and closings—it is about changing lives, creating opportunities, and helping families reach dreams they may have only imagined.





“Don’t listen to all the background noise.”



Behind Andrea’s success is a work ethic that was developed long before she entered real estate. She learned early in life that nothing worthwhile comes without effort. At just 12 years old, she began working at her aunt’s hair salon, helping at the front desk. By 14, she was working at Cones Meats, a small-town meat market in Ridge Spring.

Those early experiences shaped the person she is today.

“I have never been given anything,” Andrea said. “It has been hard work, sweat, and tears to get where I am in my business.”

That determination has carried her through the challenges of entrepreneurship and the ever-changing real estate industry. She understands that success does not happen overnight. It comes from consistency, resilience, and the willingness to keep moving forward even when things are difficult.

Andrea has also been fortunate to have a mentor who has helped guide her throughout her career—her broker, Craig Summerall. She credits him as a tremendous influence, describing him as an honest, supportive, and compassionate leader who is always willing

to answer questions and do what is right.

“Even 10 years in, I still have a lot of questions,” Andrea laughed. “That is the thing with real estate—you are always learning something new.”

Beyond real estate, Andrea’s passion for connection extends into the community. She is a co-host of Ladies of Lexington, a group dedicated to bringing women together through quarterly events designed to create friendships and connections. From kickboxing classes and Bunco nights to axe throwing and other community gatherings, Andrea loves creating spaces where people can meet, connect, and build relationships.

Her desire to bring people together is also reflected in the way she approaches every transaction. She wants her clients, fellow agents, and everyone she encounters to feel valued and respected.

Hanging above Andrea’s desk is a simple reminder that has guided her since the beginning of her real estate journey: **“Work Hard and Be Kind to People.”**

It may have started as inexpensive Target artwork, but the message has become the foundation of her business and her life.

“Hard work goes a long way, but people will never forget how you made them feel,” Andrea said.

That philosophy extends into her family life as well. Andrea and her husband of 14 years,

Matthew, are raising their two children, Levi, 10, and Izzy, 8. Together, they enjoy traveling, exploring the Midlands, trying new restaurants, spending time outdoors, and making memories with their Goldendoodle, Minnie.

Andrea especially loves planning vacations—so much so that her husband jokes she already has the next trip planned before the current one is over. For Andrea, having something to look forward to is part of what makes life special.

When asked what success means to her, Andrea’s answer is simple but powerful.

“Success to me means being proud of where I am. Proud of my business, proud of my family, and proud of myself as a person.”

Looking ahead, Andrea’s goals remain centered on what has always mattered most—helping families achieve homeownership and being part of some of life’s most meaningful moments.

She is not focused on chasing a certain sales number or a specific milestone. Instead, she wants to continue doing what she loves for as long as her clients and the Lord allow her to.

Her advice to other agents hoping to reach the next level is the same advice she lives by every day: work hard, stay focused, and be kind.

“Don’t listen to all the background noise,” she encourages. “Find your



core business buckets and commit to them. You can drive yourself crazy chasing the next shiny object, but commitment is key. And kindness will take you a long way.”

Andrea Kelly’s story is proof that success is built one relationship at a time. It is built through long days, difficult seasons, and moments when perseverance matters more than recognition.

At the end of the day, Andrea hopes she is

remembered for the way she treated people—for being kind, compassionate, and hardworking.

Because for this Top Producer, the greatest measure of success has never been a sales number.

It has always been simple:

Work hard. Be kind. Love people. ➡

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