

GREATER AUGUSTA

OCTOBER 2026

REAL PRODUCERS[®]

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If you are interested in nominating people for certain stories, please email us at:freda.baker@N2co.com



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Our Vision for Greater Augusta Real Producers

To foster a stronger real estate community where agents and preferred partners build meaningful relationships, communicate effectively, and treat one another with respect. Better collaboration leads to smoother transactions, happier clients, and greater opportunities for repeat business for everyone involved.



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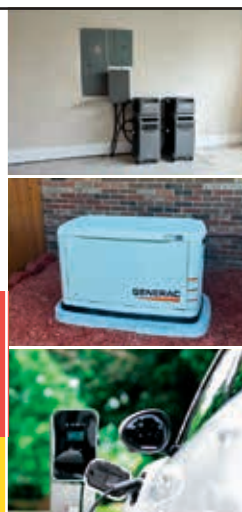
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FAQ



ALL ABOUT GREATER AUGUSTA REAL PRODUCERS

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in Greater Augusta based on volume for the previous year and our Preferred Partners receive a tangible copy of the magazine. There are thousands of agents in the region, and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication, and proficiency.

Q: DO REAL ESTATE AGENTS HAVE TO PAY FOR MAGAZINES OR EVENTS?

A: NO! The magazine and events are FREE to agents and funded by the preferred partners who advertise.

Q: WHAT KIND OF CONTENT WILL BE FEATURED?

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention-- we don't know everyone's story so we need your help to learn about them!

Q: WHO ARE OUR PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community



and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates as well, so we can grow stronger together.

Q: DOES Real Producers HAVE EVENTS?

A: Yes! Along with the magazine, we will host quarterly events exclusive to this community, where you--the best of the best--get together at local venues to socialize, mastermind, deepen

connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info on our launch party this Fall!

Q: HOW CAN I RECOMMEND A BUSINESS OR FEATURE STORY?

A: If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch Preferred Partners who you believe should be a part of our community, or would simply like to network, feel free to email me. I look forward to hearing from you!

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2025

BY THE NUMBERS

HERE'S WHAT THE TOP AGENTS IN GREATER AUGUSTA SOLD IN 2025...



\$3,058,632,536

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AVERAGE TRANSACTIONS PER AGENT



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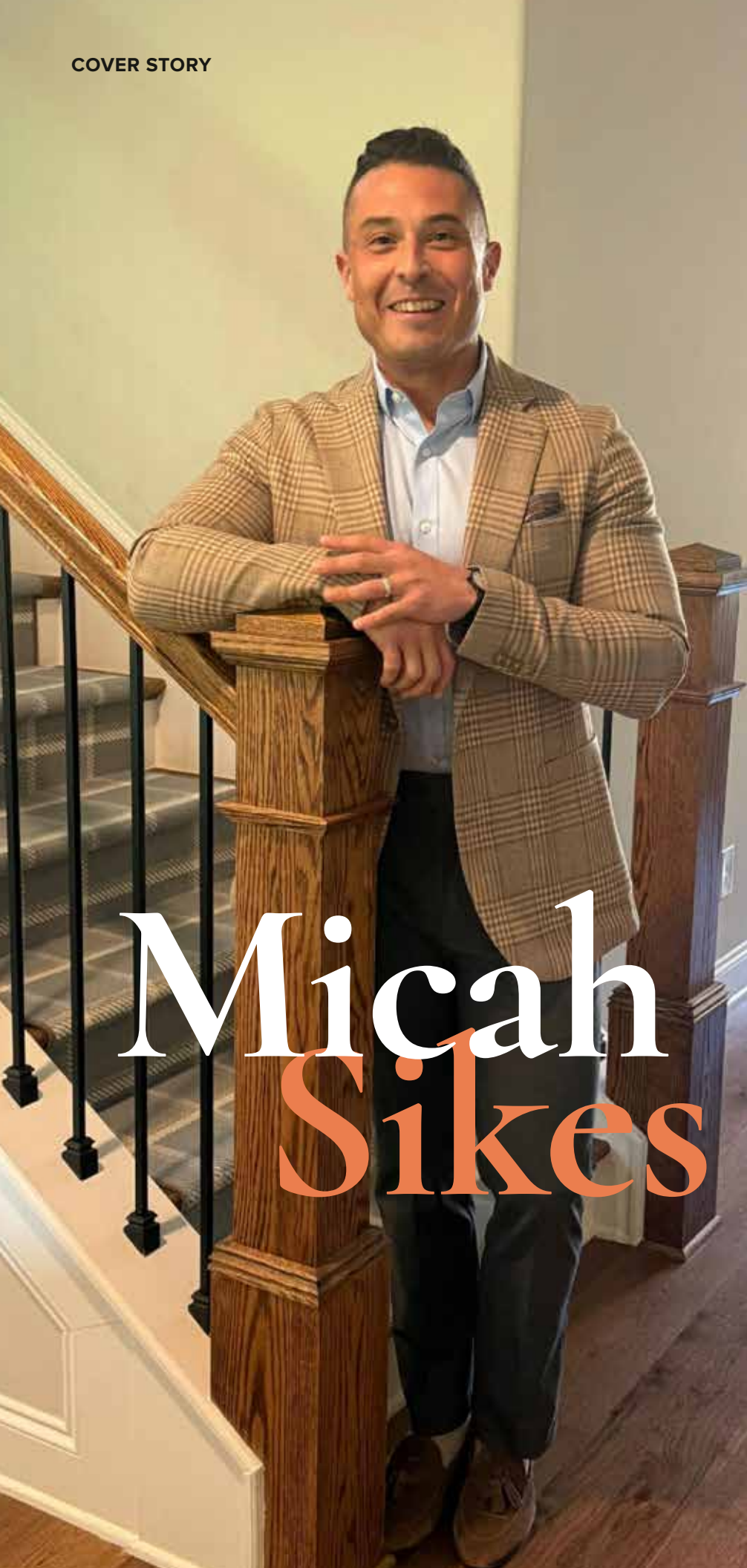
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Micah Sikes

The Art of Service

From Hospitality to Homes, a Career Built on Relationships, Strategy and Trust

Micah Sikes never planned on a career in real estate. In fact, the path that led him there began almost by accident—with a prepaid real estate course, a change in his husband’s career plans, and a simple suggestion: Why don’t you take it instead? What happened next would prove that sometimes the unexpected path is exactly the right one.

Today, Micah is an Area Manager, New Home Sales Specialist and Listing Agent with Hughston Homes Marketing. Since entering real estate in 2021, he has built an impressive business while remaining grounded in a philosophy shaped long before he ever sold his first home: take care of people, pay attention to the details and create an experience they will remember.

In 2025, Micah closed 35 transactions totaling more than \$19 million in sales volume. He was also named Columbus’ People’s Choice Best Agent in 2022. Yet the numbers are only part of his story. For Micah, success is much more personal.

“Success is becoming everything I’m capable of becoming, while creating a life that takes care of the people I love, positively impacts the people I encounter, gives me the freedom to live on my own terms, and leaves something worthwhile behind.”

Hospitality at Heart

Before real estate, Micah spent most of his career in the food and beverage industry, particularly in elevated and

fine dining. His career took him from San Antonio, Texas, to communities throughout Washington State, including Tacoma, Steilacoom and Olympia.

He began as a server, became a bartender and eventually worked his way into management, including serving as general manager of a farm-to-table restaurant.

Those years gave Micah an education in people that no textbook could replicate.

Hospitality taught him how to create memorable experiences, anticipate needs, pay attention to seemingly insignificant details and solve problems—sometimes before a guest even realized there was a problem.

Most importantly, he learned a lesson that continues to influence his real estate career today: people may not remember every detail of an experience, but they will remember how you made them feel.

Before becoming a REALTOR®, Micah managed The Ranger Burger in Cusseta, Georgia, near Fort Benning. His husband, Ryan, had reimagined and reopened the restaurant, and together they



poured themselves into making the business successful. When COVID created circumstances that ultimately made it impossible for the restaurant to survive, they faced the difficult decision to close its doors.

Micah then transitioned into business solutions, working as a Business Support Liaison while completing his real estate licensing. Looking back, he sees those experiences not as unrelated chapters, but as preparation.

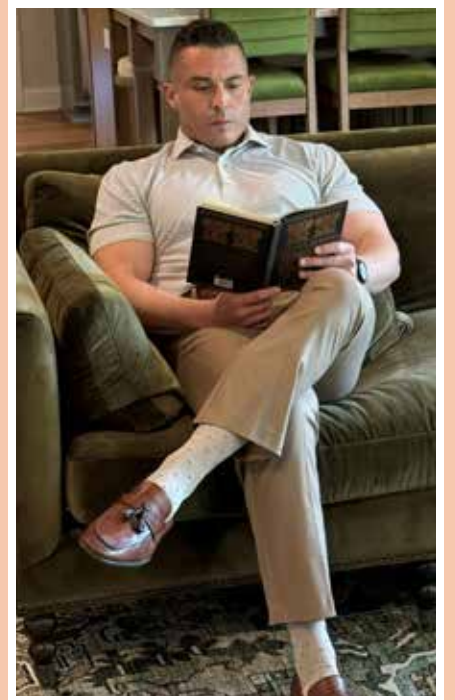
Hospitality taught him to serve. Management taught him to lead and solve problems. Small-business ownership taught him resilience and adaptability. “I may sell homes now, but at its core, I’m still in the hospitality business—creating an experience, anticipating needs, paying attention to the details, and taking care of people.”

An Unexpected Opportunity

Interestingly, Ryan was the one who initially planned to enter real estate. During COVID, he enrolled in an online real estate course, but delays with the class coincided with his accepting a position with a sheriff’s department that demanded more of his time than expected. With the course already paid for, Ryan suggested Micah take the course instead. So he did.

Micah credits instructor Courtney Holman with making the experience an exceptional one. Once he began studying and later working in the business, something clicked. The abilities he had spent years developing—connecting with people, listening carefully, communicating effectively, solving problems and earning trust—translated naturally into real estate.

But Micah didn’t begin with a large sphere of potential clients or a ready-made book of business.



He built his career one conversation at a time. He picked up the phone, called internet leads, followed up consistently and proved himself client by client. His determination paid off with 16 closed transactions in his first year.

Ryan, meanwhile, became one of his greatest advocates. When he heard someone mention buying or selling a home, he was quick to make the connection and recommend Micah. “He believed in me and what I was capable of before I had much of a track record to prove it,” Micah says.

There is something fitting about that full-circle story. Ryan was the reason Micah took the course in the first place—and then became one of the biggest supporters of the career that grew from it.

“What began almost by accident quickly became something I realized I was very good at and genuinely enjoyed,” Micah says. “Looking back, I think real estate found me before I ever thought to go looking for it.”

More Than a Transaction

Micah’s approach to real estate reflects both his hospitality background and his experience in new construction.

He doesn't see his job as simply facilitating the purchase or sale of a property. Instead, he views himself as an advisor helping people navigate one of their most important financial and personal decisions.

His clients benefit from experience spanning real estate sales, new construction, marketing and negotiation. He understands how homes are positioned and priced, how builders and sellers think, and how incentives and financing can be used strategically.

But knowledge, he believes, only matters when it is put to work for someone else. "I want my clients to feel informed, protected, and confident enough to make the decision that is right for them—even when that decision isn't necessarily the one that results in a sale for me."

That willingness to put a client's interests ahead of a commission speaks to what Micah values most: trust.

He wants every client to receive the same advice he would give someone he personally cares about—even if that advice means slowing down, walking away or choosing another path.

"If someone finishes working with me and feels confident saying, 'Micah truly



“
What began almost
by accident quickly
became something
I realized I was
very good at and
genuinely enjoyed.”

had my best interest at heart,' then I've done my job well."

Finding Strength in the Unplanned

Micah's life story has rarely followed a predictable roadmap. Born in Dallas and raised in Tyler, Texas, he also spent formative years in San Antonio. His education took an unconventional route as well. He did not complete high school when he was younger, but after marrying Ryan, Micah decided at age 28 to return and earn his GED. Today, he views that part of his story with pride rather than regret.

Much of his education, he says, came through experience—working, managing people, moving to new places, meeting people from different backgrounds, navigating successes and setbacks, and figuring things out when there wasn't a clear roadmap in front of him. "I've never believed that where someone starts has to determine where they finish," he says. That perspective has also helped him navigate one of his greatest challenges: becoming comfortable with uncertainty.

Micah has learned to concentrate less on what he cannot control and more on what he can—his effort, attitude, treatment of others and willingness to continue growing. Sometimes success means pushing harder, he says, while other times it requires enough patience and self-awareness to change direction. The uncertain seasons have often produced opportunities he never could have planned.



A Life of Curiosity

Away from work, Micah is intentional about taking care of himself and continuing to learn. He prioritizes rest, eating well, exercising regularly and growing both personally and as a leader.

He describes himself as naturally curious, with interests ranging from history, architecture and interior design to plants, construction, health and longevity.

Food and beverage remain especially close to his heart. He is fascinated not only by food, wines and spirits themselves, but by the stories behind them—the geography, traditions, culture and generations of craftsmanship that create them. Champagne and Mezcal are particular favorites because of the history, technique and sense of place behind each.

That appreciation for craftsmanship is a common thread throughout many of Micah's interests. He enjoys understanding not simply *what* makes something exceptional, but *why*. Micah and Ryan also love exploring new cities, discovering interesting neighborhoods, finding great restaurants, visiting men's shops and enjoying live comedy or music. Their family includes their Shiba Inu, LuLu—middle name Lemon—whose personality, Micah jokes, makes it quite clear that he and Ryan are simply members of *her* household.

Service, Leadership and Community

Giving back has also played an important role in Micah's life. In 2022 and 2023, he served on the Board of Directors for Habitat for Humanity, including serving as secretary. More recently, he has been involved with the Realtors of Greater Augusta. In 2025, he served as Chair of the IDEA Committee, helping establish the committee and its focus within the local REALTOR® association. He also served on the RPAC Committee and as a State Director. He has continued his involvement through the Legislative and IDEA Committees.

At the same time, Micah has learned that service has seasons. Sometimes

making a meaningful contribution means stepping forward and taking on leadership; other times it means recognizing when to create space for personal growth and balance.

Building What Comes Next

Real estate, Micah believes, will always remain a significant part of his life. He loves the people, strategy, homes, relationships and opportunity to make a lasting difference in someone's life. But for someone as curious and entrepreneurial as Micah, there are other dreams on the horizon.

One is to someday design, create and own a boutique hotel—a concept that would beautifully combine his appreciation for architecture, interiors, food and beverage, hospitality and thoughtful details.

Another is a modern men's shop centered on the idea of living and presenting oneself well. He envisions a carefully curated collection of casual and tailored clothing, leather goods, skincare, accessories and men's essentials, along with barber stations for full-service grooming. And tucked away somewhere behind it all? A hidden whiskey and cigar lounge.

Both dreams reveal something important about Micah: he isn't simply interested in owning businesses. He is interested in creating experiences. Whether designing a beautiful environment, serving a memorable meal or guiding someone through the purchase of a home, Micah is fascinated by how thoughtful details can make someone feel. That may be the clearest connection between the restaurant manager he once was, the REALTOR® he is today and the entrepreneur he may become tomorrow. The setting may change. The business may change. But the purpose remains remarkably consistent.

It's about people. It's about creating something meaningful. And it's about leaving every person, place and experience a little better than he found it. 🍷



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BUILT on VISION

JESSICA JOBE Celebrates 20 Years of Real Estate, Family and Turning Potential Into Possibility

Photography at the Home of Micah and Ryan Sikes

For **Jessica Jobe**, real estate has never simply been about buying and selling houses. It has been about seeing what could be—in a property, in a transaction and in the lives of the people she serves.

This summer marks a milestone that even Jessica finds a little hard to believe: 20 years as a licensed REALTOR®. “A lot of people don’t know this about me,” she says. “Time really flies!”

Today, Jessica is a solo agent with Southern Homes and Rentals in Evans, but her real estate story began in 2006, just after college and at the beginning of another important chapter—marriage.

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Jessica attended the University of Georgia before transferring to Georgia Southern after meeting her future husband, Jason. The two married shortly after college, and Jessica, who had always been drawn to real estate and design, decided to take night classes with longtime real estate instructor Frank Mears. There was just one catch: the newlyweds weren’t particularly excited about spending their evenings apart. “Because we had just gotten married, Jason didn’t want me to leave him at night, so he decided to take the classes with me!” Jessica recalls. Jason continued his career as a plant superintendent in the

concrete industry before starting his own company in 2015, while Jessica took her new license and hit the ground running.

A Determination to Succeed

Success came quickly. Early in her career, Jessica earned recognition including Executive Club, Presidents Club and Best of the Best. She also remembers being told she would need to reach a certain sales volume before earning her own office. Within a few months, she had it.

That determination has become one of the defining characteristics of Jessica’s career. “If I want something

bad enough, I go after it, and I won’t stop until I achieve what I set out to do,” she says. “I don’t like to take ‘no’ or ‘that won’t work’ for an answer.” That persistence becomes especially valuable when a transaction gets complicated. Where someone else might see a dead end, Jessica begins looking for another route. “There have been many transactions that were about to fall through where I’ve had to think outside the box to get them to closing,” she says.

Her willingness to fight for a solution is balanced by an equally important quality: compassion.

“If I want something bad enough, I go after it, and I won’t stop until I achieve what I set out to do.”

Jessica approaches her clients the way she would want someone to care for her own family.

Moving, she knows, is a major life event. Her goal is to make sure clients feel informed, protected and supported throughout the entire process. She has a particular affection for first-time homebuyers, who may arrive excited but understandably nervous about one of the largest purchases of their lives.

“I love being there to explain the entire process and put their minds at ease,” she says.

At the heart of her approach is a principle that is refreshingly simple: the Golden Rule.

“Treat others how you want to be treated,” Jessica says. “I try to live that out in not only my personal life but my professional life as well.”

When Real Estate Becomes a Lifestyle

Jessica’s professional experience extends far beyond representing clients. In many ways, she and Jason have spent the past two decades living real estate themselves. His construction management background and her eye for real estate, remodeling and design turned out to be a powerful





Jessica and her husband, Jason

combination. They just didn't realize it at first.

Over their 20 years of marriage, Jessica and Jason have moved 11 times. Their youngest child, now 10, has already lived in eight different houses. And these weren't rentals. Jessica would spot a property, see its potential and share her vision with Jason. He would get on board, and together they would renovate, upgrade and transform it. Typically, the family would stay about two years before Jessica's eye caught the possibilities in another property. Their shortest stay? Five months.

Her reputation for moving became so well known among colleagues that agents began calling Jessica when they listed a property they thought might catch her eye. Eventually, Jessica and Jason took their experience renovating personal residences and expanded into investment properties. They purchased and flipped

multiple rental homes, at one point becoming so active in a particular community that Jessica estimates their successful renovations helped increase property values there by nearly \$100,000.

More recently, they have expanded their interests into commercial property in Augusta. The result is an unusually broad perspective. Jessica's two decades in the business include experience

"I love being there to explain the entire process and put their minds at ease."



Jessica's family



when she and Jason began their family.

As her real estate business was gaining momentum, Jessica realized the profession offered something success and awards couldn't measure: flexibility. "Real estate allowed me to work as much or as little as I needed to be able to raise my kids," she says. "They are only little once, and I didn't want to miss a thing."

Jessica and Jason have three children: Jackson, Jaylen and Jameson. Jackson recently graduated from high school and begins college this fall, where he plans to major in biology. Jaylen is a junior in high school, and Jameson is beginning his final year of elementary school.

After growing up with real estate as a constant part of family life, Jackson may also be following in his mother's footsteps. He is currently taking classes to earn his own real estate license.

For Jessica, watching her oldest son begin exploring the profession she entered 20 years ago brings her story full circle.

And as her children grow older, another chapter is beginning. "Now that my kids are getting older, I have more time to devote to my career again," she says. "I'm back and hitting the ground running!"

Faith, Family and Home

For someone who has lived in so many houses, Jessica understands perhaps better than most that a house and a home are two very different things. Home, for Jessica, has never been defined by an



with new construction, short sales, residential sales, commercial sales, investment properties and rentals. Jason, meanwhile, has earned a special distinction of his own.

"He likes to joke that he is my best client," Jessica says.

A Career That Made Room for What Mattered Most
Jessica's career took on an even deeper purpose



address. "My family and my faith are the most important things in my life," she says.

The Jobe family is deeply involved at Abilene Baptist Church, where Jessica and Jason serve on leadership teams and their children are involved as well. Their church community has become an important extension of their family and a source of friendships they treasure.

Outside of work, Jessica's favorite moments are often the simplest ones: Sunday night dinners, grilling out, spending time by the pool or lake, and being surrounded by friends and family.

"To me, just being together with the ones you love is what matters most in life."

Twenty years after earning her license, Jessica's career reflects that same philosophy. She has bought, sold, renovated, invested, moved, raised a family and helped countless clients navigate their own changes along the way. Through it all, one quality has remained constant: Jessica Jobe sees potential. She sees it in houses others might overlook. She sees solutions when transactions become difficult. And she sees the significance behind every set of keys handed to a client.

Because after 20 years in real estate—and 11 moves of her own—Jessica knows better than most that the real story isn't simply where you live. It's the life you build there. ▀



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A Promise Made is a Promise Kept

Jennifer Stewart, Veterans United Home Loans

Photography at the Home of Micah and Ryan Sikes



For nearly four decades, **Jennifer D. Stewart** has built her mortgage career on a simple philosophy: do what you say you’re going to do. It’s a lesson she learned long before she ever sat behind a loan officer’s desk, and one that continues to define every client interaction today.

Jennifer’s roots in the housing industry run deep. Her father was a local homebuilder, and her mother was a REALTOR®, giving her a front-row seat to the homebuying process from an early age. Summers weren’t spent lounging by the pool—they were spent cleaning newly constructed homes at every stage of completion. The sheetrock stage, she laughs, was the worst, especially before air conditioning had been installed. “By the summer before my senior year of high school,” Jennifer says with a smile, “I decided I wanted a desk job.” That decision led her to a career she still loves nearly 40 years later.

Today, Jennifer serves homebuyers throughout the Greater Augusta market with Veterans United Home Loans in Augusta, where she has not only established herself as a trusted mortgage loan originator but also successfully opened and leads a profit-and-loss branch. While helping families achieve homeownership is incredibly rewarding, she also takes great pride in leading a team she deeply values.

“I define success by being happy and content in what I do,” Jennifer says. “There are so many people working jobs they don’t enjoy, and it shows in the way they serve others. I genuinely love meeting new people and helping them become homeowners.”

As a branch leader, Jennifer understands that success isn’t achieved alone. She credits much of her team’s effectiveness to the talented people around her, especially her processor, Dana, whom she affectionately describes as the person who “keeps this crazy train on the tracks.” Together with her dedicated staff, they work tirelessly to ensure



every transaction moves smoothly from application to closing.

Jennifer believes great mortgage professionals need far more than financial expertise. Integrity, communication, and reliability are what truly set someone apart.

She recalls a childhood lesson from her own mother that has become a guiding principle throughout her career. After promising her young daughter a trip to McDonald’s once a chore was finished, Jennifer’s mother quietly reminded her, “Now do what you told her you were going to do.” That simple moment left a lasting impression.

“You can’t promise something and not deliver,” Jennifer says. “That has stuck with me my entire career.”

That commitment to honesty is especially important when navigating one of the biggest financial decisions most families will ever make. Jennifer

**“
You can’t promise
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believes transparency begins from the very first conversation, carefully explaining expectations, verifying information, and ensuring clients understand every step of the lending process. Whether buyers prefer completing their application through Veterans United’s mobile app, over the phone, or sitting down face-to-face in her office, Jennifer tailors the experience to fit each person’s comfort level. For first-time homebuyers especially, she has a unique approach.

“I tell them I’m going to explain everything like I’m talking to my own child,” she says. “Most first-time buyers really appreciate that.”

Her willingness to go above and beyond has created unforgettable moments throughout her career. One recent transaction involved a buyer whose wife was hospitalized with serious medical issues just days before closing. Rather than postpone their dream of homeownership, Jennifer personally met the couple in the hospital room to complete their electronic documents. The following day, the closing attorney came to the hospital to finalize the closing. “The loan closed, and everyone was happy,” Jennifer says. “Sometimes you simply have to meet people where they are.”

Of course, not every story is without its challenges. Jennifer laughs when recalling the FHA buyer who proudly showed off the engagement ring he’d



purchased just a week before closing—only to discover the new monthly payment pushed his debt ratio beyond loan qualifications. Thankfully, after an honest conversation, his mother agreed to co-sign, allowing the purchase to move forward. “It made for a very quiet closing,” Jennifer jokes.

Looking at today’s market, Jennifer believes affordability—not simply interest rates—is the greatest challenge facing buyers. “I see young buyers with \$1,600 car payments,” she explains. “Combined with other debt, many simply don’t qualify for the home they want. They’re having to wait longer, earn more income, and reduce debt before they’re ready.”

For those considering a career in mortgage lending, Jennifer’s advice is refreshingly straightforward. “Don’t overpromise and underdeliver,” she says. “Know your loan products, be prepared, and don’t be afraid to



tell people what you do. Some of my clients have come from casual conversations at restaurants.”

Outside the office, Jennifer’s greatest joy isn’t found in interest rates or loan programs—it’s found in family. She and her husband, Larry, will celebrate 39 years of marriage this October. Together they’ve built a beautiful family that now

includes two energetic grandchildren who arrived just 10 months and 17 days apart. Their daughter, Alison, and son-in-law, Brian, have given Jennifer and Larry what they affectionately call their greatest blessings. “They mean the world to their Jammie and GDaddy,” Jennifer says. “Watching them grow, learn new things, and keeping us laughing all the time has completely changed our lives. Our hearts are full.”

Looking ahead, Jennifer admits she once joked she’d “die at this desk.” After nearly 40 years in the mortgage business, her perspective has changed. “I’ll work as long as God allows me to,” she says. “But I also want to spend as much time as possible with family and friends at our second home in the North Georgia mountains.”

After decades of helping thousands of families realize the dream of homeownership, Jennifer has proven that success isn’t measured solely by loans closed or branches managed. It’s measured by trust earned, promises kept, and relationships built one family at a time. 🏡





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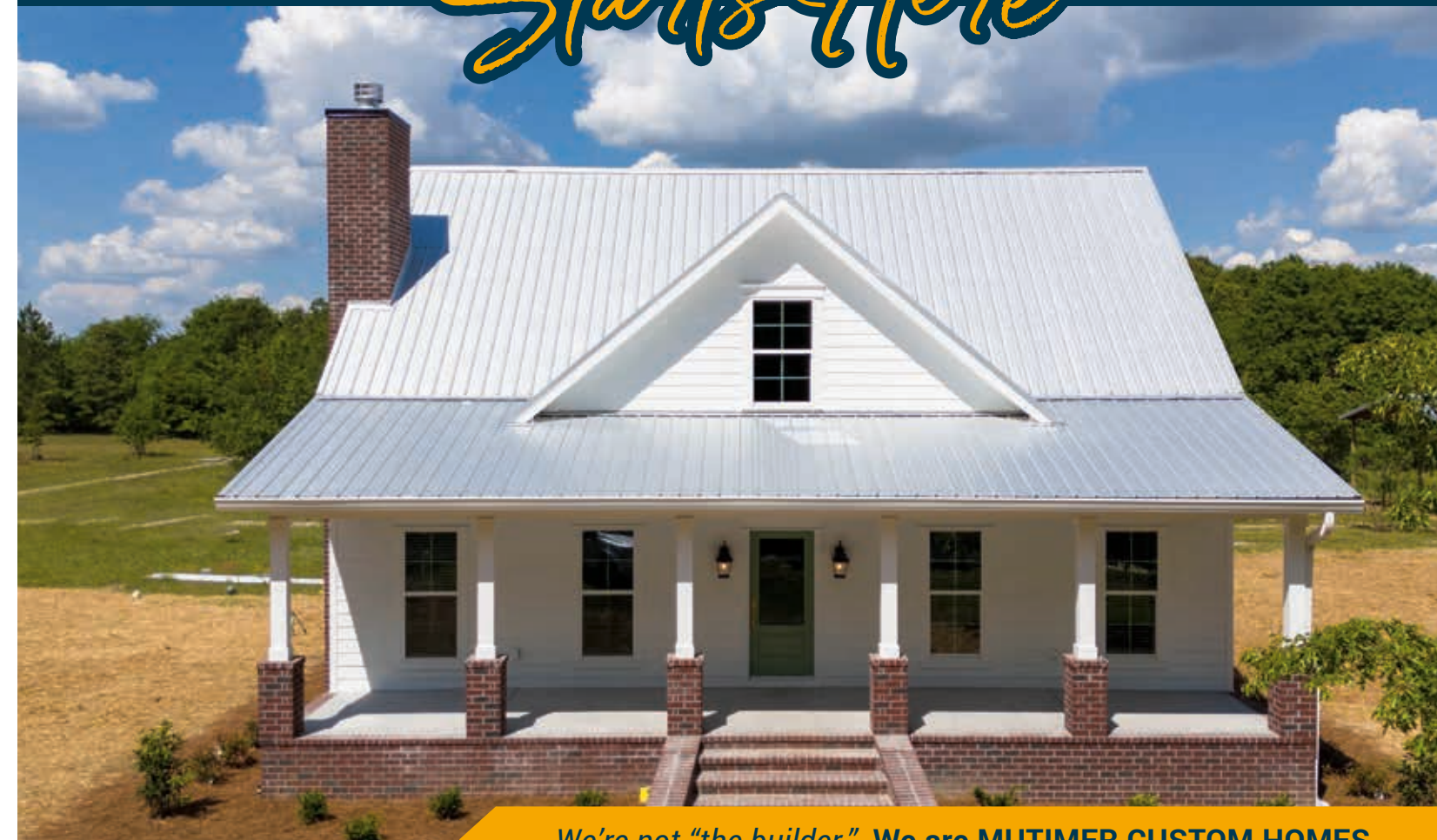


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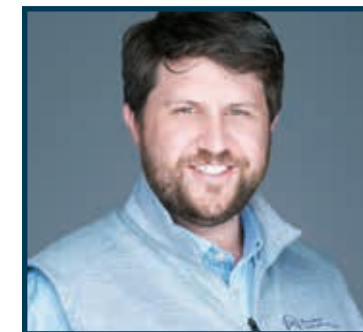
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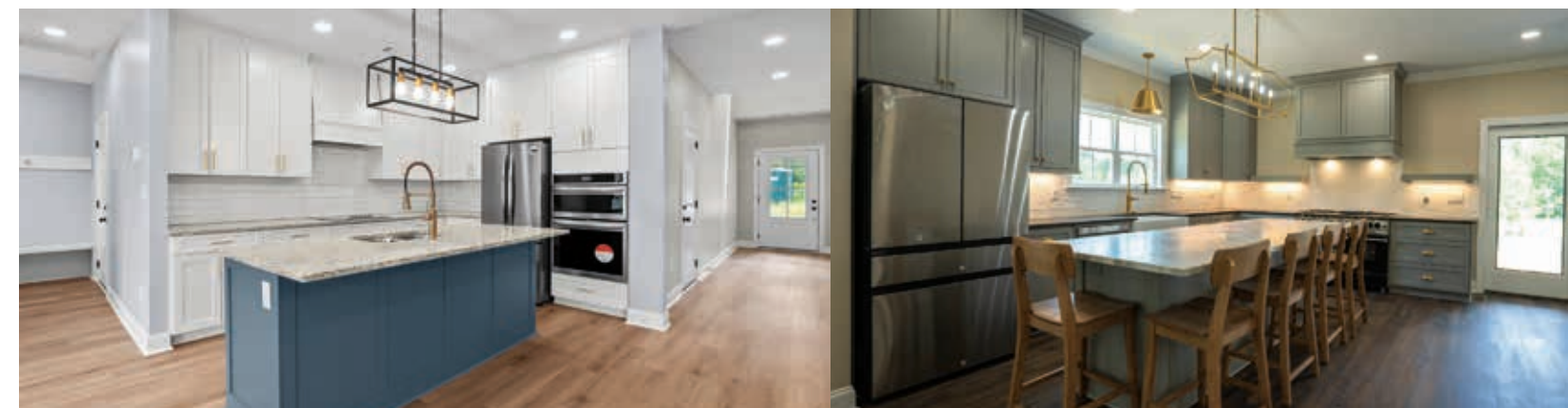


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