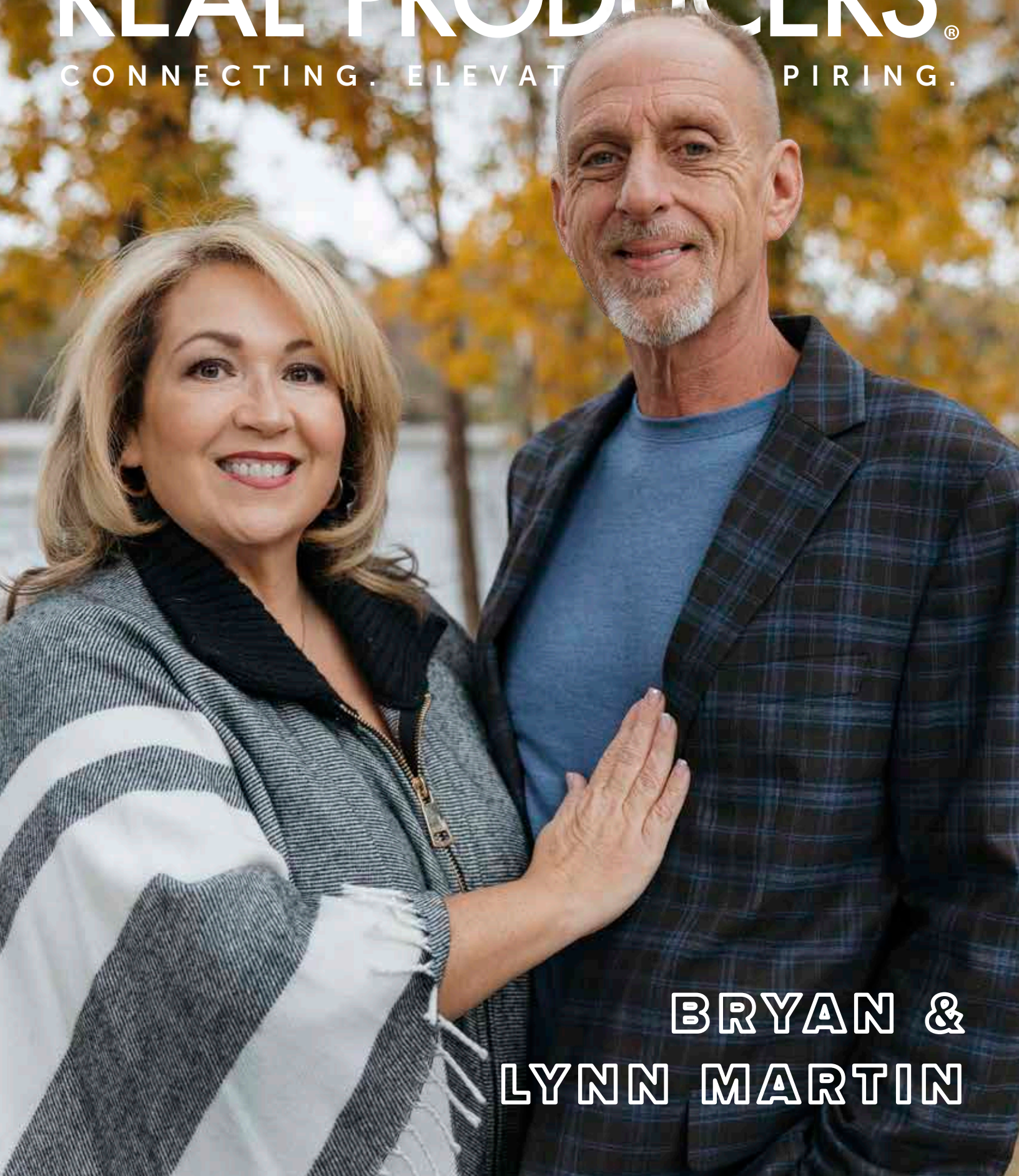


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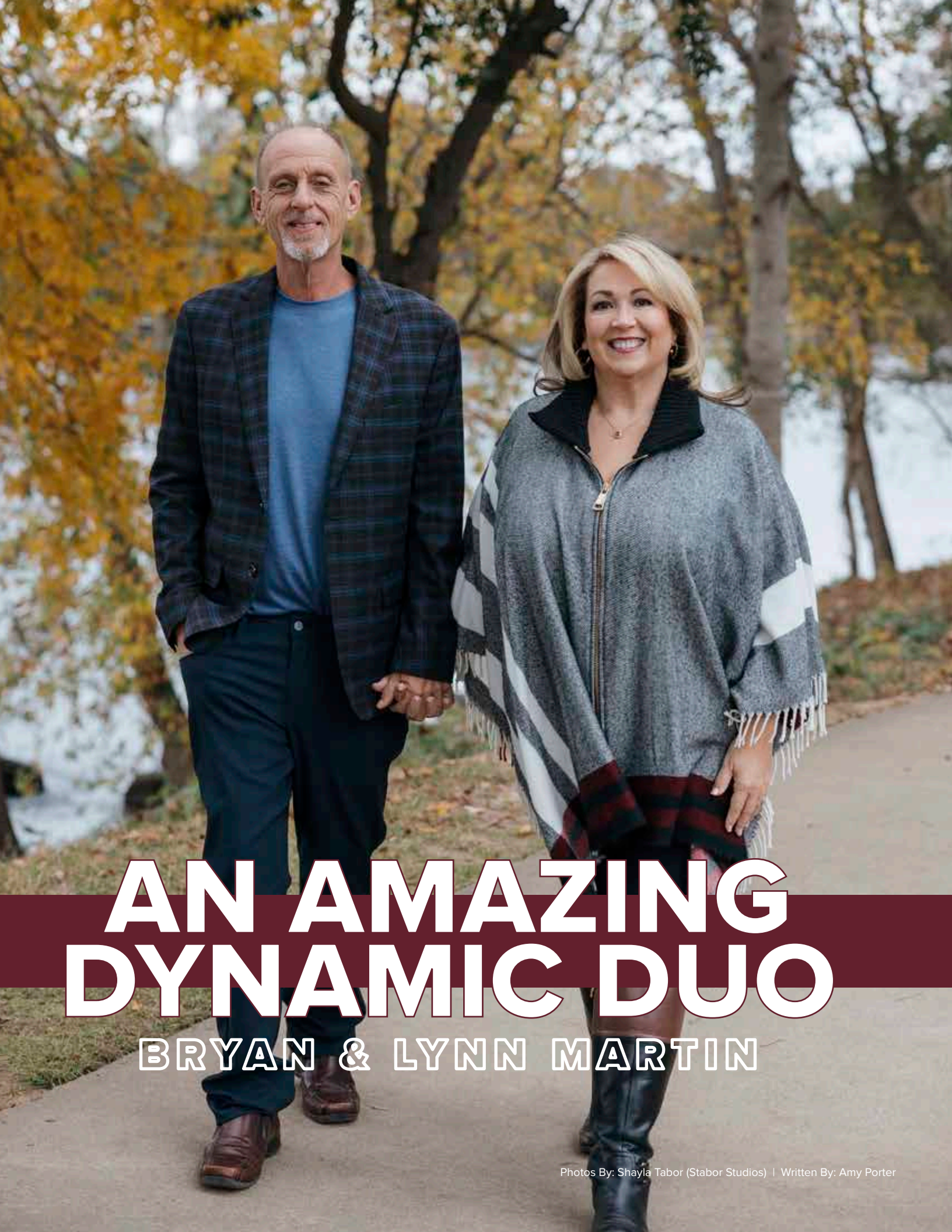
# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



BRYAN &  
LYNN MARTIN





# AN AMAZING DYNAMIC DUO

## BRYAN & LYNN MARTIN

Photos By: Shayla Tabor (Stabor Studios) | Written By: Amy Porter

### dynamic duo

In the world of real estate, few stories are as inspiring as that of Bryan and Lynn Martin, The Midlands Team of Keller Williams Realty. They are a remarkable couple with a shared passion for helping clients achieve their real estate dreams. With decades of combined experience and a track record of excellence, they have become a dynamic duo in the Columbia, SC real estate scene.

#### A Journey of Love and Real Estate

Bryan Martin, is a seasoned real estate professional who has been dedicated to his career since 2000. His journey into the world of real estate was not a planned one, but rather a twist of fate. It all began in 1997 when his own REALTOR® Marian Warner introduced him to Lynn, his future wife, while he was a single dad with custody of his 6-year-old daughter, as he was in the process of building a starter home.

#### A Storied Real Estate Career

In 1998 Lynn, was a single mom dating Bryan and a very close family friend planted a seed and invested in Lynn to give her the money to get her license and get started in real estate. That is when Lynn met their future broker, Kathie Stephens, who played a pivotal role in their career. Lynn became licensed early in 1999 as Bryan was working in the termite and pest control industry and she decided to hang her hat with Kathie at Russell & Jeffcoat REALTOR®. Bryan and Lynn got married in the summer of 1999 and within a few years, Lynn became very busy selling real estate. She asked Bryan to quit his job and join her as a husband and wife team, because he already had his real estate license and had been helping her on a part-time basis. Their love story and their own experience of home ownership deeply inspired them to help others achieve the same sense of excitement and accomplishment. They have worked for several smaller and larger brokerages throughout the years before finding their current brokerage of Keller Williams in 2018 who reflects the training, mentorship, and the sense of community they value.

In the past few years, Bryan’s focus has been on renovating homes for resale while assisting Lynn behind the scenes, occasionally helping a client here and there, as Lynn primarily focuses on the real estate business. Their collective success in recent years has been nothing short of impressive, with their total 2023 production exceeding \$11,000,000 and multiple millions of dollars over the past 25 years. Lynn is a Central Carolina Realtors Association Circle of Excellence Life Member.

#### Overcoming Life’s Challenges

Both Bryan and Lynn have faced personal challenges that have shaped their characters. In the mid-90s, Bryan endured a terrible divorce and the daughter he was raising had been diagnosed with a rare bone disease. These dark times in his life strengthened his



faith in God and served as the foundation for his resilience in the face of future challenges.

Lynn’s journey involved overcoming childhood trauma and becoming a single mom at 23 with a daughter to raise. The challenges of blending their families together and navigating the financial difficulties brought about by the 2008 market crash further tested their mettle. Despite these obstacles, their faith in God and love for each other carried them through, reinforcing their commitment to helping others in their real estate journey.

#### A Passion for Excellence

The Midlands Team is passionate about perfecting systems to streamline the buying and selling process, with the help of a transaction coordinator to ensure their clients’ needs are met and their interests protected. When listing a home, The Midlands Team helps sellers with the steps to take to prepare their home for the market, giving an action plan of things to do. They thoroughly research the comps, use a professional photographer and they’ve hired an assistant to create marketing campaigns to broadcast the home with print advertisements via custom mailers and they also use targeted social media campaigns to generate thousands of views online for their sellers to receive maximum exposure and get the highest offer possible. “Our sellers love that we are very detailed and honest with them about exactly what to expect once they list their home with us.”

The Midlands Team is just as helpful when assisting buyers, leaning on their in-depth knowledge of the local market to guide them to the right home for their buyers’ best interests and providing helpful home buying tools. They have earned a fantastic reputation among buyers and sellers alike with 5-star reviews across multiple platforms. They also have recently published home buyer and home seller books, so that their clients can have all the guidance at their fingertips.

They emphasize the importance of personal connections, believing that being a REALTOR® is about more than just selling homes; it’s about being a part of life-changing events in their clients’ lives and staying in touch with their clients after the sale. “You have to find the story behind each transaction,” Lynn says. “Every deal has its own challenges or obstacles and everyone’s reasons for buying or selling are different. Being part of that process is



such a phenomenal opportunity; we are beyond grateful to be part of our client's journeys." Their goal is to be their clients' REALTORS® for life, so that they will remember the great experience they had while working together, use them again in the future and refer them to their friends and family, which is truly the greatest honor.

### The Future of Real Estate

Looking ahead, Bryan and Lynn see a bright future in real estate. They plan to continue serving the Greater Columbia area while leveraging technology and expanding their team. They are also excited about different investing opportunities to include rental properties, multi-family syndication, and business acquisitions. Their desire to educate clients on wealth-building through real estate reflects their commitment to their clients' long-term success.



### A Heart for Giving

Bryan and Lynn are actively involved in charitable giving. A portion of each closing automatically goes to KW Cares and Lynn participates in KW Red Day every year. Outside of real estate, they give to the Tim Tebow Foundation, support Homes for Our Troops, One for Israel and contribute to Adult and Teen Challenge USA. Their dedication to giving back reflects their commitment to the causes they hold dear.

### A Loving Family and a Passion for Travel

Bryan and Lynn have four daughters: Hannah, Danielle, Gabryelle and Isabelle, a granddaughter, Scarlett, and three female dogs. Bryan is definitely outnumbered! They enjoy spending quality time together, whether it's watching Gamecock football, cooking, traveling, or simply relaxing on their screened porch. Their love for each other and their family shines through in all that they do.

Outside of their business, Bryan and Lynn's passion for travel takes them to various corners of the world. They also love boating on Lake Murray, relaxing on the beach, traveling to the mountains, cruising, and all-inclusive vacations.

### The Essence of Success

In their eyes, success is a culmination of persistent effort and the ability to overcome failures. They emphasize that the key to their achievements lies in their unwavering commitment and determination to continue pushing forward, no matter the challenges they face.

### A Legacy of Love and Service

For Bryan and Lynn, success is not just about numbers or accolades; it's about making a positive impact on the lives of their clients and their community. They want to be remembered for their dedication to God, family, and country, and for their genuine care and gratitude for their clients.

### In Closing

Bryan and Lynn Martin are not just successful real estate agents; they are compassionate individuals who have faced life's challenges head-on and emerged stronger. Their journey is a testament to the power of love, resilience, and unwavering faith in their chosen path.

As they continue to serve their clients and expand their horizons in the real estate industry, they hold true to their values and their commitment to excellence. Their story is a reminder that success is not just about what you achieve but how you touch the lives of others along the way.

In the spirit of Zig Ziglar's wisdom, they believe that by helping others achieve what they want, they, too, can have everything they desire in life. They strive to live by the Golden Rule, "Always treat others the way you want to be treated."

Bryan and Lynn are a true inspiration in the world of real estate, reminding us that success is not only about financial gains but also about the positive impact you leave on the lives of those you serve.

**They leave us with a powerful quote: "Fear or Faith... You Choose!"**



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