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COVER STORY:

Donnie R. Chambliss III

ON THE RISE:

Juan Torres

DYNAMIC DUO:

Kelly & Mike Jankovsky

PARTNER SPOTLIGHT:

Jeremiah McGuire with
Harkavy Shainberg Kaplan PLC



JULY 2024

meet DONNIE R. CHAMBLISS III

GIFTS. PASSIONS. STORIES.

Donnie Chambliss of the DC Team, Crye-Leike Realtors in Southaven, MS is one of the most optimistic and hard-working champions for Mid-South Real Estate that Real Producers has profiled in our journey to bring our professional community closer together.

Born in Memphis and raised in Southaven, MS, Donnie gives it his all - whatever opportunity he encounters. Donnie attended The University of Mississippi, received a B.A. from Mississippi College (1994), and a Th.M. in Educational Leadership from Dallas Theological Seminary (1998). From 1998 - 2004, Donnie taught high school Bible and coached football, baseball and softball at Trinity Christian Academy in Addison, TX. From there, Donnie moved back to Southaven where he began his career in Advertising and Customer Care at Chambliss Builders until 2010.

Donnie first received his real estate license as an 18-year-old freshman at Ole Miss. With an active license for over 23 years, Donnie comes from a distinguished family background in

real estate. Donnie's father was a builder and recently retired from Chambliss Builders after 40 years. His mother, Margie Mays, was an appraiser for 40 years and currently works as an agent for the DC Team.

Donnie's grandmother, Shirley Rutland, lives on Swinnea Road in Southaven on land that has been in her family for 200 years. Donnie's grandfather, Don Chambliss, Sr., was the second person to get his real estate license in DeSoto County in 1962 and was the first president of the NWMAR.

Don Chambliss, Sr. served as a MS State Representative for 24 years before a young John Grisham defeated him in 1984. Donnie's grandfather helped Southaven incorporate as a city (1980), and he led the effort for Goodman Road to become MS State Highway 302. The expansion of Goodman Road was a key spark to the incredible growth in DeSoto County, MS, that began in earnest in the 1990s and continues today.

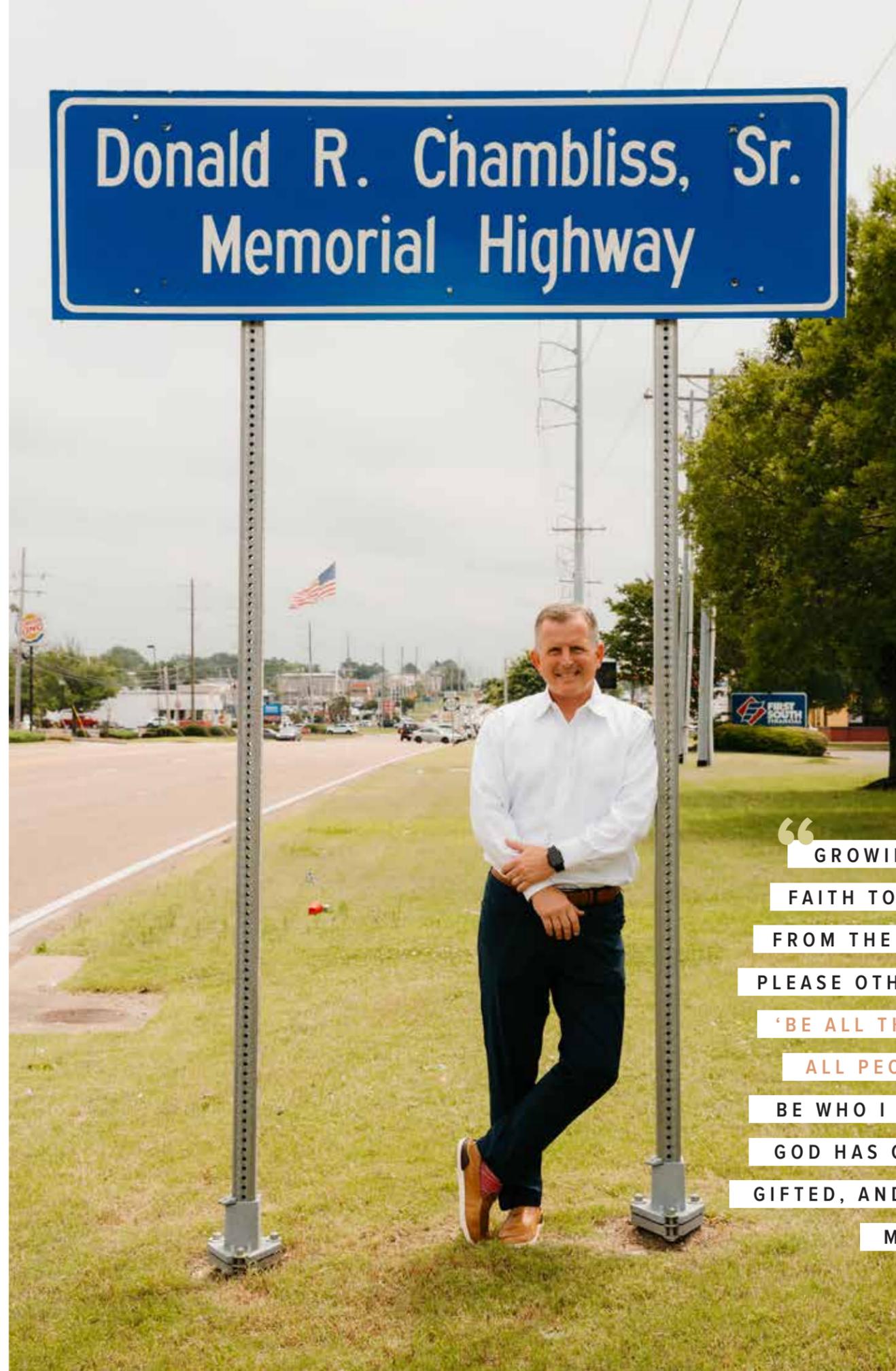
After six years working in the family home building business,

Donnie committed full-time to his Real Estate career and moved his license to Bob Leigh & Associates (2010-2015) and later to Crye-Leike Realtors in Southaven (2015-2024).

Donnie currently has the #3 Crye-Leike Team in the Mid-South, the #1 Crye-Leike Team in MS, and the #1 Team in NWMAR Multi-Million Dollar Club in 2023. His team has served over 1,000 clients with a career team volume over \$370,000,000.

Donnie Chambliss and the DC Team are committed to DeSoto County, Oxford, and North Mississippi and also help clients in the Memphis area. Donnie actively serves the community and Habitat for Humanity, Mississippi Wildlife Rehabilitation and its Coldwater River Nature Conservancy, DeSoto Family Theater, North MS Endurance, St. Jude Children's Research Hospital as a St. Jude HERO, and the Southaven Chamber Foundation and its new Bridge Academy.

Before he was an award-winning REALTOR®, however, Donnie was a high school teacher and a



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DC Team: Kendal Cole, Karis Chambliss, Donnie Chambliss, Margie Mays & Brie Simpson

coach. Donnie says his mentor, Steve Collums, changed his life when he encouraged Donnie to “go in the direction of your gifts, passions, and unique redemptive story.”

Donnie says, “Steve helped me grow in my faith to be free from the need to please others and ‘be all things to all people,’ to be who I am, who God has created, gifted, and called me to be.”

Donnie is enthusiastic about exceeding the goals of his clients. He is committed to growing personally and professionally, by listening, learning and loving his clients... by working hard and trusting God to provide.

“As long as I am living,” says Donnie, “I plan to be active in real estate. We are growing our business in Oxford, MS. My daughter, Karis, is a Junior Biomedical Engineering major and KD at Ole Miss and is now a licensed REALTOR® and part of our team. I love the opportunity to help others navigate the real estate process and accomplish their goals.”

Donnie and his wife, Heather, and their daughters, Karis and Clare, love playing tennis, enjoying time at the lake and beach, traveling, and, of course, Ole Miss Football! Heather Chambliss, Ph.D. is a medical writer and health

communications researcher and works for St. Jude Children’s Hospital in the department of Strategic Communications, Education and Outreach.

Donnie’s advice for up-and-coming REALTORS®: “Go in the direction of your **G**ifts, **P**assions and your unique **S**tory. Follow your own, God-given **GPS** and you’ll find meaning, joy, and significance. A sovereign God will use every part of your life, the past and present, the good and bad, to accomplish His purposes. Look to Jesus. He is all you need.

“Delight yourself in the Lord, and he will give you the desires of your heart.” Psalm 37:4



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