

# TOP AGENT MAGAZINE

## LAUREN DION

With a love of helping others and a background in law, Lauren Dion has flourished as a real estate agent in South Carolina. She got her start after graduating from law school in 2013, earning her real estate license with the goal of working in real estate closings. After visiting various brokerages, she met with one who encouraged her to pursue sales instead. “I had never really thought about it before, so I just took the position and it all went from there,” she says. Wanting a change of pace, becoming an agent was the perfect career path for Lauren as it engaged her analytical side with her people-oriented nature. Today she serves the greater Charleston region, focusing on Kiawah Island, Seabrook Island, and Johns Island. The vast majority of her business consists of repeats and referrals, a testament to her superior customer service.

“I would say it’s my knowledge that sets me apart,” she says. “Kiawah is a unique town, with a private club and seven golf courses, it’s sort of a hidden gem. It’s really hard to sell here if you don’t know the ins and outs of the island.” Many of her clients are in the luxury market, buying a second or third home in the area for vacation. “Some of my clients have multiple homes in the Charleston area, and I just sold one home downtown while helping him list a home in Pawleys Island, so I venture into other regions as well.” For Lauren, it’s all about the relationships she builds with others, so she makes sure to stay in touch and communicate even after the transaction. “I send a lot of handwritten notes, check in through social media and send out emails to update everyone on what’s going on.”

For Lauren’s buyers, she listens intently to their needs and does not stop searching until their ideal property is found. Throughout the process, she guides them so they know what to expect, eliminating stress. Meanwhile, her sellers enjoy stellar marketing, with all listings being advertised through Akers Ellis Real Estate & Rentals website, direct mail, social media, and email blasts.



When Lauren isn’t working, she’s giving back to the community through the Leukemia Lymphoma Society, she’s involved in the Man and Woman of the Year event, a fundraiser to help cure blood cancers, in which she raised over \$56,000 in 2019 to be crowned Woman of the Year. During any free time, she loves hanging out with family, going to the beach or watching and playing sports.

Looking ahead, Lauren hopes to continue growing and plans on staying in Kiawah for the next 30+ years. “I want to build repeat business but also gain new clientele,” she says. No matter how much she grows, she will undoubtedly continue prioritizing her clients’ experiences. “I love the people, and it’s truly a blessing to live in Charleston, and be able to work at Akers Ellis and on Kiawah Island every single day.”



For more information about Lauren Dion,  
please call 864-360-0167 or  
email [lauren.dion@akersellis.com](mailto:lauren.dion@akersellis.com)