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Real Producer

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JULY 2022

Patty Helton Davis

FAITH & PURPOSE



►► broker in charge

By **Dave Danielson**
Photos by **James Avera**, Avera Design

“For I know the plans I have for you,” declares the Lord, “plans to prosper you and not to harm you, plans to give you hope and a future.”

-Jeremiah 29:11

That passage holds a prominent place in Patty Helton Davis’ office and in her heart. It’s very telling and reflective of her remarkable impact on the community.

One of the most powerful forces in the world is enjoying what you do ... and, at the same time, knowing that what you’re doing is making a difference in the lives of others.

That’s the spirit at work each day with Patty.

As broker/owner of PHD Realty LLC, Patty is dedicated to helping those around her move forward in their own lives. And she does it with remarkable faith and purpose.

“I have shown up in real estate, and God has shown out. He has opened the doors. Every year He has increased my business ... not me,” she says with a smile.

“When I got into real estate, I asked God about tithing every commission



check I received. I also said that if this is where He wanted me to be, I would never be too busy to help people. In return, God has never wavered through difficult times in what He has done for me.”

◆ Rewarding Path

Patty earned her real estate license and began her journey in the business in December 1998. Before that, she found substantial success in another professional path.

Patty had worked in accounting for a local car dealership. One day, she faced a new need and opportunity at work.

“The owner who did the selling got sick, so I found myself out on the floor showing the cars. I remembered what he would tell people,” Patty recalls.

“I really enjoyed it, and so I got into sales. I loved the product, and I felt it sold itself. So for 17 years, I sold automobiles.”

In time, the owner of the dealership retired, and Patty was ready for a new direction.

As she says, “I knew I wanted to get into a profession that would be based on me ... that no matter where I went and what I did it, would be based on my character, ability and to be able to have the opportunity to do what I love ... which is helping people.”

◆ Opening a New Door

Patty earned her license and went to work for a local firm for 15 years and served as an associate broker. Again, in time, she was ready to take new steps ahead.

“I prayed about it and decided it was time to build my own opportunity with my own firm,” she remembers. “So I decided to open my own business in January 2013.”

The question was, what would she call her new brokerage?

“I talked with my husband about that. He said, ‘It’s easy. I see you initial things with PHD. He said that would be a great name. It’s short and easy to remember. Why don’t you just call it PHD Realty?’ That made a lot of sense to me,” she says with a smile.





Next up was finding a location for her new operation.

“I needed to find a building that suited what I did. I was raised in the country and live on 10 acres. We wanted something that played on what our business is about ... finding room for people to live,” she recalls. “We had a building that we personally owned that was vacant. We renovated it. It has a nice, big porch across the front. It’s very southern. It allows me the opportunity to serve my community and also the people who live in the country. It gives me the best of both worlds.”

Passion for People

When you talk with Patty, it’s easy to see the passion she has for actively finding a way forward for those around her.

“I love finding things for people that they want. I love the hunt. I know it’s out there, and I enjoy finding it, then calling them and telling them that I think I have just what they want. I like putting it together and seeing it fall into place,” Patty says. “There’s nothing like seeing the excitement people have whenever you find the property for them, writing the offer and congratulating them when they get it. It’s an adventure. I tell them we

are going to enjoy this, and on the day of closing, we are going to celebrate.”

Patty has deep gratitude for her team, including her sister, Peggy Rowley, her granddaughter, Taylor Lee, agent and community advocate Bub Gideons, agent Stacy Ward, along with her tremendous staff of professionals/assistants who put it all together.

“I have a very good staff. They make it happen. It’s not me. I can’t imagine doing this without any of them. They are all vital and important to our success,” Patty emphasizes. “I’m proud to be coming up on celebrating 10 years with them.”

Family Fulfillment

Family is at the heart of life for Patty. She treasures time with her husband of 22 years, Jerry Davis.

“Jerry is a farmer, but he is also the backbone of PHD Realty,” Patty says with a smile. “You don’t see him or hear him in the office, but he is always there. I am very grateful for him.”

Patty also cherishes moments spent with her son, and his wife, along with their children, grandchildren, and great-grandchildren.

In her free time, in addition to being with her family, Patty looks forward to relaxing at the beach—communing and soaking up the moments and opportunities to reflect. She is also very involved in her church.

She also has a heart for helping. She has been deeply involved with the Lions Club since 1999. As part of that, she enjoys being part of activities that have a direct impact on the lives of people in the area.

As she says, “I love having the opportunity that God has given me ... He has opened the doors, and I want to make a difference for people. God has used me to bless people. I am honored by that.”

The results of the teamwork at PHD Realty have been remarkable. In 2021, even in the midst of COVID, PHD Realty successfully closed 174 transactions and recorded \$45 million in sales volume.

“I love having the opportunity that God has given me ... He has opened the doors, and I want to make a difference for people.”

Congratulations to Patty Helton Davis for leading the way forward for her clients, team, and community ... with a deep sense of faith and purpose.

For questions or comments about this article, contact Patty at (251) 294-2057 or patty@phdrealty.com.

