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Photos from
our February
**PRE-LAUNCH
PARTY**
Inside!

DAWSON BOYER

The Winding Road

APRIL 2022



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Cover photo courtesy of **Katie Wilson**.



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Kristin@kristinbrindley.com.

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FAQ

By Kristin Brindley

ABOUT THIS MAGAZINE



We realize that *Real Producers* is a new concept here in Richmond, and some of you may be wondering what it's all about. That is why we have created a "FAQ About this Magazine" page. Here, we will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100-percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Richmond area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, to Dec. 2021 in the Greater Richmond area. We cut the list off at #500, and the distribution was born. For this year's list, the minimum production level for our group is \$8.14 million in 2021. The list will reset at the end of 2022 for next year and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate realtors. We will consider anyone brought to our attention because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: you email us at wendy@kristinbrindley.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be

featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. 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: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top realtors, please let us know! Send an email to jennifer@kristinbrindley.com.

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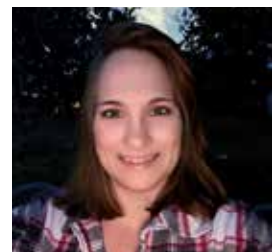
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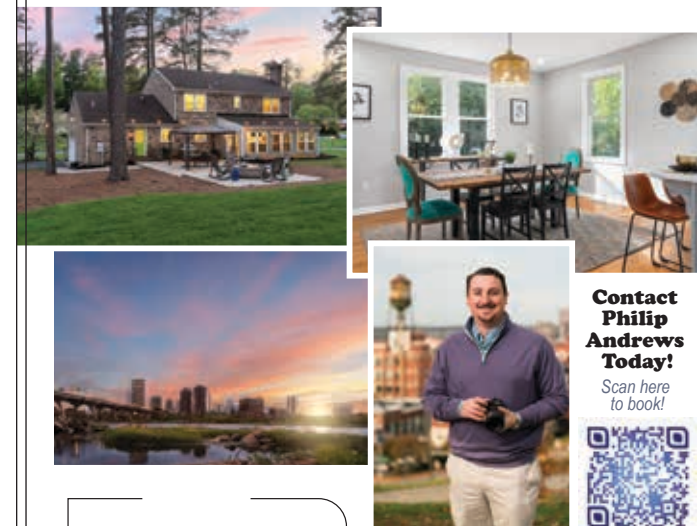


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2021

BY THE NUMBERS

HERE'S WHAT RICHMOND'S TOP 500 AGENTS SOLD...

21,483



TOTAL TRANSACTIONS



8.4 BILLION
SALES VOLUME

13,053

LISTING SIDE
TRANSACTIONS



8,430

BUYING SIDE
TRANSACTIONS



\$16.8
MILLION

AVERAGE
SALES VOLUME
PER AGENT



43
AVERAGE
TRANSACTIONS
PER AGENT

Information is based on residential sales in 2021 in Greater Richmond, Virginia, by the top 500-producing agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties.

A NOTE FROM THE PUBLISHER



Hello Richmond Real Producers,

Spring is here! Check out the event photos from our February Mini-Launch Celebration party. We gathered the recent features and upcoming features to celebrate them and their stories.

We give voice to our Real Producers' stories, and your stories of success leave clues for our entire community. Our in-person quarterly events offer our Real Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them, and be in multiple-offer situations. Relationships are key.

We are gathering the whole community together on May 11th for our Launch Party!!! This is the first time we will be inviting the whole

Richmond Real Producers community together. Don't miss it!!

Be on the lookout for upcoming event invites! These are amazing opportunities for you to network with your friends and colleagues, as well as meet with preferred partners within the local industry. Our Casino Royale event is coming up on the evening of July 14th. This event is going to be a very good time!! November 10th will also be our Real Producers Mastermind.

This publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2022 goals?

Finally, without our Preferred Partners, none of this would be possible! We are

thankful for their participation and all they do for our community.

I look forward to meeting each of you at our upcoming events!

With gratitude,



Kristin Brindley
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www.richmondrealproducers.com



For more information about our publication, partners, and future events, check out www.KristinBrindley.com, our private Facebook group, or email us at info@RichmondRealProducers.com.

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- Frank Cava, Cava Companies



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SAVE THE DATE

05.11.2022

Launch
Party

6PM-9PM

**RICHMOND
REAL PRODUCERS**

LOCATION TBD

For information on all Richmond Real Producers events email info@richmondrealproducers.com

What is your morning routine?



DAKIA KNIGHT
ICON Realty Group

I wake up with the baby, make drip coffee from my favorite Richmond coffee company, meditate, and then start my day soon after.



SARA BENNETT
Joyner Fine Properties

Wake up and work out, come home, get ready, check emails, drink coffee, team call at 8:45, and then move into the day.



KATY RICHARDS
Cinch Home Services

My morning routine is to let my 6-month-old dog out, yoga, then start to work by 6 a.m. The yoga helps!



BETH BALDWIN
Virginia Capital Realty

My morning routine consists of rising early at 5:30 a.m. I get my hot tea and water and begin to focus on what my goals and tasks for the day are. I'll typically write a few note cards at that point. I have a morning exercise class that I attend several days a week from 7:30-8:30, which helps me to keep my mindset for the day.



KACIE JENKINS
Hometown Realty

Morning routine is so important! I'm up at 5:30/6 a.m. Go for a walk/run/or exercise, do affirmations, journal, plan the day, feed dogs and cats, get ready, and be in the office by 8 a.m.



JULIE SMART KOOB
Napier Realtors ERA

My morning routine ... in a perfect world, it's time for me! Reading with a cup of coffee and maybe a quick workout before I hit the shower!



JOHN SCHWARTZ
HD BROS

I wake up at 6 a.m and start off my day by checking and responding to emails for 15 minutes. I'm currently participating in 75 Hard, so I read 10 pages of non-fiction to follow that up. I then head to the gym from 6:45 to 7:45. I get my team's day started with a 15-minute huddle from 8 to 8:15, and then eat breakfast and shower. By 9, I get started with my day of sales calls and client meetings.



CLAYTON GITS
Mission Realty

I work from home mostly now. We really follow the *Miracle Morning* routine:
5:00 a.m. — Coffee and spiritual time
5:30 a.m. — Personal development
6:15 a.m. — Journal
6:30-7:30 a.m. — Work out (We have a home gym.)
7:30-8 a.m. — Breakfast
8:00-9:00 a.m. — Shower, get ready for my day



STONEY MARSHALL
Hometown Realty

I try to start 2 to 3 days a week with a 6 a.m. workout. Personal fitness has proven to help maintain my mental health and sustainability during the work week. My main priority, every day, is to get my children breakfast and off to school before I start working. Once everyone is off, I will start with a review of email and text messages left from the day prior. Then, it's off to taking action on the day, follow up, and follow through!



AMY LLOYD
Long & Foster Real Estate

My morning routine starts with coffee! I then go into "mom mode." I have 5 children, so morning time is a bit chaotic, hectic, and loud! They are 12, 10, 8, 3, and 2 years old. There is always someone who forgets something going out the door! After everyone is in school, I get on my computer and respond to emails, follow up on leads, make calls, and ensure all my transactions are in order and going smoothly.



MARY GARNER DEVOE
Old Republic Insurance Group

The one constant is, my husband brings me a cup of coffee in bed — what a start to my day!



TERRA DANTONA
Joyner Fine Properties

I have a baby so I have to survive... Our house is crazy in the morning getting people out the door. It's a whirlwind, and I'm more of a night owl.



ANDY TAYLOR
The Junkluggers of Central VA

Alarm rings at 5 a.m. I start the coffee pot. With our kids, Hunter and Sierra, both grown and on their own, it's just me and my wife of 30 years, Melody. I throw on some shoes and grab the leash to take my labradoodle, Macie-Grey, out for her morning walk. Coffee is ready by the time I get back. I feed the dog, watch the local news (Channel 12) over a light breakfast, enjoy my coffee, and chat with my wife for a few minutes. Then it's shower, dress, and the 1-mile commute to my office at the ReMix Market/Junkluggers HQ, where I'm usually at my desk by 6:30 to 7 a.m. We have a quick managers' meeting at 7:15 a.m. and then, once the teams have their assignments and are out the door, we have our own in-house workout area (for the Luggers to use), made up of gym equipment we collected on various jobs. I am committed to working out in 2022!



CLAUDIA MCGLOTHLIN
Hometown Realty

We have three dogs — one is almost 15. I let them out and have my coffee. It's all about the coffee.



MATT RUTLEDGE
Hometown Realty

Get the kids up, fix breakfast, get them off to school. Be in the office by 7:45. Spend an hour in the office with emails and work. Out by 11, hoping to line up a lunch or two.

...



ALEC WHITE
One South Realty Group

I get up and go to the gym, and then get coffee and go through the MLS.



PETER PETRAS
One South Realty Group

We have a networking group where I meet with different leaders in the Richmond area. My morning routine is to set the alarm for 5:15. I struggle if I don't get up with the first alarm. Read a book or check email for 15 minutes. Then work out (Monday through Friday), come home, make my son breakfast, have breakfast with son and wife, and have coffee (lots of coffee).



JIMMETTE JONES
Joyner Fine Properties

I am a very task-oriented person. Normally, I wake up and make my bed. Get my son ready for school. After I see him off to school, I prepare breakfast for myself, morning hygiene, and meditation ... I like to start with a calm mind. I do a little reading — 15 minutes business/15 minutes personal (*Mindset* is what I am reading now, suggested by Kristin Brindley). Do that with morning coffee and then get my day started. (Some mornings I try to get some physical activity in.)



ELIZABETH HAGEN
Joyner Fine Properties

We have a morning team call every day at 8:45. Coffee before the call, and I like to do morning gratitude and get organized.



Garden Picks for Mental Health

If you're anything like me, you've been daydreaming about your garden since the endlessly dark, cold weeks of January. Now, it's April: Spring has arrived, our frost dates have mostly passed, and it's time in earnest to decide what we will grow this year. As children, we are taught to eat our vegetables to help us grow up big and strong – what if eating our veggies could make our brains healthier and happier, too? In addition to their notable nutritional rewards and utter deliciousness, these garden picks can boost your mood and mental health!

Spinach and kale (and other leafy greens)

Most Americans don't get enough magnesium in their diets, a mineral found in abundance in spinach and other dark leafy greens proven to reduce anxiety, promote brain health, and improve quality of sleep. Eating these delectable plants also bumps up iron and folate, which increase serotonin levels and help minimize feelings of depression, irritability, and fatigue.

healthy living

By Shauna Osborne



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Cauliflower and broccoli

For years now, researchers have been singing the praises of omega-3's, fatty acids found primarily in fish but also in some cruciferous veggies like cauliflower and broccoli. Benefits of consuming omega-3 fatty acids include more stable moods, lower rates of postpartum depression, reduced risk of cardiovascular disease, and improvement in brain aging and function. Broccoli, in particular, also contains high levels of iron and vitamin C, combatting anemia as well as supporting the immune system and overall mood.

Beets

This colorful, highly underrated crop is actually considered a mental-health superfood! Beets contain betaine, which supports mood-elevating serotonin production in the brain, as well as nitrates, which increase blood flow to the brain, thus improving mental sharpness and performance. Beets also have a powerful dose of folic acid, which facilitates the synthesis of serotonin, dopamine, and norepinephrine, helping to stabilize emotional and mental health.

Red bell peppers

Turns out, leaving bell peppers on the plant to continue to ripen from green to red not only ups their tastiness factor, but it also more than doubles the level of vitamin C and quadruples the level of vitamin A in them! As the most nutrient-dense of vegetables right behind leafy greens, consuming yummy red bell peppers boosts mood as well as the immune system due to these essential vitamin levels.



RICHMOND REAL PRODUCERS' PRE-LAUNCH PARTY

Our first *Richmond Real Producers* event — our “Pre-Launch Party” — was an absolute blast! It was an honor bowling it up at River City Roll with our featured agents and esteemed partners.

We had a wonderful time connecting with the best of the best over terrific food and cocktails!

A very special thank-you to our kind sponsors: Andy Taylor, with Junkluggers of Central VA; Joe Dunn, with George Mason Mortgage; and Katy Richards, with Cinch; who hosted this awesome event. Thank you, too, to our videographers, Bobby Cockerille, of HD Bros; and Philip Andrews, of Virginia Architectural Imagery; who shot awesome videos for us at the event.

Our amazing photographer, Ryan Corvello, snapped plenty of fun pictures, which you can also find on our new Facebook page: www.facebook.com/kristinbrindleyrealproducers. If you were one of the lucky attendees, **be sure to join our new private group today and tag yourself and friends in the pictures!**

We can never express enough gratitude for our partners ,, we simply could not do what we do without your tremendous support. Thank you, again, for being part of our special *Richmond Real Producers* community. We appreciate you all and can't wait to see everyone again at our big Launch Party on May 11th!

For more information on all *Richmond Real Producers* events, please email us at info@richmondrealproducers.com.





RICHMOND
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PRESENTS
Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



DAWSON BOYER
PROVIDENCE HILL REAL ESTATE

"I read that 80 percent of new agents don't make it out of their first year, and 90 percent or 95 percent don't make it through five years. So my advice: if you're going to get into real estate, you have to dive in and do it full-time. I don't think it's fair to yourself or your client to be a part-time agent. You have to be fully immersed in it."



SARA BENNETT
JOYNER FINE PROPERTIES

"If I could rewind, I'd tell my former self to do it sooner. Jump right in. Don't be afraid to ask questions and be a beginner."

A Word from Our Sponsor:



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HD BROS

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HD BROS

HELPING AGENTS **GROW**

“Our goal is to help our customers win more business. So what does that mean? Win more listings? Great. Get more agents on your team? Great. We can help you do any of those things through the use of professional content and video.”

Vice President Bobby Cockerille’s words explain one of HD Bros’ core values: to help their clients and partners win more business. Since the company was founded over a decade ago, HD Bros has made a name for being more than “just a photographer.” They are focused on helping their clients improve and providing services that go far beyond the norm.

“We grow with folks. We’re not a huge corporation, and we don’t have long-term contracts. So when people use us, they choose us every single time they hire us. We have to give a high-level service and a top-quality product every time,” Bobby says.



HD Bros Vice President Bobby Cockerille.



The HD Bros team provides expert real estate photo and video content creation.

...

“
WE DO WAY MORE THAN YOUR STANDARD PHOTOGRAPHER. YOU CAN GET ALL YOU NEED TO MARKET YOUR LISTING IN ONE PLACE.”

More than Photography

Since its inception, HD Bros has focused on real estate. That means they are not only well-prepared to handle listing photos and video, but they have a multitude of additional services they provide within the industry.

“We do way more than your standard photographer,” Bobby notes. “You can get all you need to market your listing in one place.”

HD Bros guarantees next-day deliverables and has a 95-percent success rate in returning edits within four hours. Their streamlined system frees up more time for agents and allows them to hone in on how they market their listings.

“We are promoting the idea of winning more business by using this content. When you go to the next listing appointment and show our work and all you’ve done to successfully market your other properties, you’re going to be in a better place to get that listing,” Bobby says.

Bobby is careful to note that HD Bros won’t be the cheapest option out there, and he’s okay with that. Because when there is bad weather, HD Bros will reschedule the shoot quicker. When the homeowner doesn’t move their junk out of the way, they’ll edit the photos faster. They are equipped to deliver in the often tight circumstances of a real estate transaction.

”



Riley the Golden Retriever (@hdbrosriley) is the HD Bros mascot.

“
WE WANT TO KNOW WHAT YOU’RE LOOKING FORWARD TO THIS YEAR AND HOW WE CAN HELP YOU ACHIEVE THAT GOAL.”



Above all else, the HD Bros team leads with integrity.

“If we didn’t quite get the job done, if we deliver a less than perfect experience, part of the HD Bros guarantee is that if at any point we are not achieving the goal, we’ll refund you, credit the next shoot, or whatever it takes. to make it right. When a team member asks, ‘Hey Bobby, what do we do here?’ I say, ‘Do the right thing.’”

Growing with Richmond

While HD Bros has also made a name for themselves in the D.C. metro and Northern Virginia markets, their headquarters — and their heart — lies in Richmond.

“This is where our media team is. This is where our custom team

originated. Our core is here in Richmond. Our leadership team is here in Richmond,” Bobby explains. “This is where we have office space, roots. This is our home.”

Most of the leadership team at HD Bros are graduates of VCU, and Bobby and the HD Bros team couldn’t be more proud to watch the city they love thrive.

“This is where our brick and mortar is. We all went to school here at VCU. That’s where we met and the ideas manifested, and that’s why we ended up here in Richmond,” Bobby says. “It’s been amazing to see how Richmond has grown, and the landscape of Richmond has changed so much. Richmond is becoming a hidden gem of a city. It’s been fun to be here and be part of it.”

As Bobby looks ahead, he sees continued growth — for HD Bros, their Realtor® partners, and the city of Richmond.

“We want to grow together. Whether it’s a solo agent, their first day on the job, or an agent with a team doing a thousand listings in a year, we want to be there to mastermind and grow with you. We want to know what you’re looking forward to this year and how we can help you achieve that goal.”

For more information, please visit www.hdbros.com.



Sara BENNETT

*The Future
is Bright*

▶▶ rising star
By Zachary Cohen
Photos by Philip Andrews

In 2017, Sara Bennett landed work as a news producer with ABC News in Richmond. The job was the culmination of years of hard work that included a degree in broadcast journalism from The University of Maryland, College Park, and several internships in her field.

By 2020, however, Sara's outlook had shifted. Her enthusiastic hope to build a career as a news producer was replaced with questions ... and new dreams. By this time, Sara was newly married, and the COVID-19 pandemic had thrown a wrench into her life. These two significant events highlighted some unfulfilled desires.

"I realized that I didn't have the flexibility I wanted. I wasn't home for dinner. I'd miss out on big family events

and weddings due to work. I wanted to feel like the hard work I was putting in would be rewarded."

So Sara turned her attention toward real estate. As a kid, she remembers walking through Home Depot on Friday nights with her parents, who were dreaming up their next project. As an adult, she often found herself browsing online home listings in her spare time.

"When I was considering a career change, real estate felt like the most natural thing," Sara explains. "That's what I was already doing in my free time and enjoyed."

Hitting the Ground Running

"I guess I was part of the Great Resignation," Sara jokes.



“

I realized that I didn't have the flexibility I wanted. I wasn't home for dinner. I'd miss out on big family events and weddings due to work. I wanted to feel like the hard work I was putting in would be rewarded.



•••

Sara was also part of the Great Reshuffling. Rather than exiting the workforce, Sara has found a new, more fitting profession. She began her real estate career as a transaction coordinator in late 2020, and by the end of the year, she was licensed.

Despite her youth and relative inexperience, Sara has already achieved tremendous success. In 2021, her first year in business, she closed 26 deals for \$7.7 million as a member of The Jenny Maraghy Team at Joyner Fine Properties.

“The support of my team allowed me to succeed. They took me in when I didn’t know anything and was just eager to learn. I remember sitting down to write my first contract and being so overwhelmed, but I had other agents there to coach me through the process.”

A Bright Future Ahead

Sara was born in West Virginia and grew up in Cumberland, Maryland. Her work as a news producer brought her to Richmond at a time when she knew little about the city. Although she’s no longer working in the newsroom, Richmond has undoubtedly become home.

“I thought I’d be here for a year and a half and then I’d move on to a bigger city, but I fell in love with the city of Richmond,” Sara explains. “And that eventually springboarded me into real estate — another pivotal, transformative time in my life. This is where my business is. I’m married now. This is home.”

As Sara reflects on her first year in real estate, she taps into contentment. While many agents begin on a team with the goal of going out on their own, Sara doesn’t see herself leaving The Jenny Maraghy Team anytime soon. She feels supported and is excited about the team’s growth. In Richmond and in real estate, she is home.



If Sara could go back in time and give herself one piece of advice, it would be this: “Do it sooner!”

“The way that these contracts for TV stations work, you’re on a two- to three-year contract, and to leave early, you have restrictions, and I let that hold me back. If I could rewind, I’d tell my former self to do it sooner. Jump right in. Don’t be afraid to ask questions and be a beginner.”



Sara Bennett with her husband, Tyler, and their pups, Remy and Benny.

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Providence Hill Real Estate leadership (From left to right: Owner/Broker Elliott Gravitt, and Owners/Realtors Dawson Boyer and Caleb Boyer. (Photo by Katie Wilson)

DAWSON BOYER

The Winding Road

cover story

By Zachary Cohen

“I started selling real estate in 2010, and it was brutal. I almost didn’t make it,” Dawson Boyer begins humbly.

Twelve years ago, Dawson and his wife, Corey, were still newly married. Corey was attending grad school, and the couple had recently purchased a townhouse. They had a mortgage and two car payments, and the economy was still recovering from the recession that began two years prior.

Amid so much change, Dawson was tasked with getting his real estate career off the ground. He remembers long hours and scant opportunity. But still, he found a way.

“I was scraping by for the first 12 to 18 months. The job, it’s always a grind, but back then, it was brutal.”

LOOKING UP

Through the challenges, Dawson was able to build a

solid foundation for his business. So by 2012, when the market began to recover, he began to find more consistent success.

“Working with investors and the nature of the market, I learned a ton. I wrote so many contracts. People wanted to lowball even though prices were already low, and then we’d move on to the next one. So I got a ton of experience with contracts,” Dawson reflects. “And then the work ethic — I had to go to work every day and didn’t feel bad for myself. I tried to get at-bats and hit a couple of singles or doubles along the way.”

INTO THE PRESENT

Twelve years later, Dawson is enjoying tremendous professional success. His business has been on an upward trajectory since he hired his first assistant in 2013. By 2014, he had a full-time assistant, and in 2016, he brought on his first buyer’s agent. In 2017,



...
he merged with another team, and in 2020, his team closed a then record \$86 million.

Dawson's success has culminated with opening his own brokerage, Providence Hill Real Estate, alongside partners Caleb Boyer and Elliott Gravitt in 2021. As of January 2021, the firm has 16 agents and three employees.

"Starting the brokerage was an inspiration to take seasoned agents that know how to write a contract, know the ins and outs of the transaction side, but have hit a glass ceiling. We can help them build a roadmap that allows them to break through their glass ceilings and really build a business. That's what each of us has done." Dawson explains.

Dawson's goal is to grow the team to 20 to 25 agents by the end of 2022. He wants to not only guide agents towards professional success but guide them towards a work-life balance that meets their

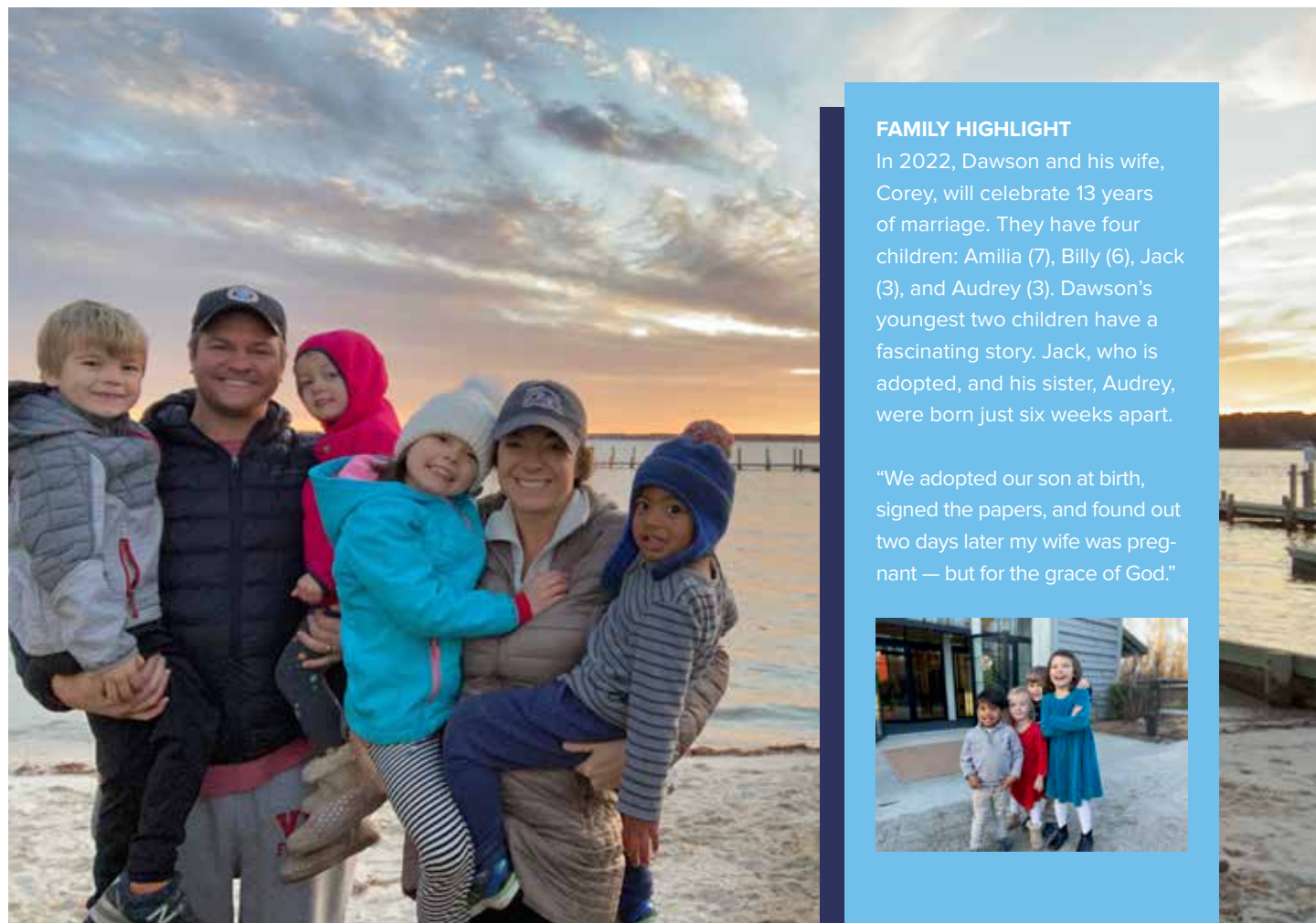
personal goals. He wants to help agents achieve the balance that they desire.

RESTING IN GRATITUDE

Dawson still remembers the struggles in the earlier part of his career well. The memory of that time brings him a sense of groundedness, humility, and gratitude.

Dawson recalls canceling cable TV service at his house due to financial challenges earlier in his real estate career. Although his financial standing is much stronger today, he never did reinstate his cable service. The lack of cable TV has served as a small but powerful reminder to rest in humility and gratitude.

"As I've grown in my career — and I'm going on 12 years in the business now — I have an appreciation for every deal. Even though there are a lot more of them now, I remember what it was like back then, and I never want to lose that sense of gratitude."



Dawson Boyer with wife, Corey, and their children, Billy, Audrey, Amilia, and Jack.

FAMILY HIGHLIGHT

In 2022, Dawson and his wife, Corey, will celebrate 13 years of marriage. They have four children: Amilia (7), Billy (6), Jack (3), and Audrey (3). Dawson's youngest two children have a fascinating story. Jack, who is adopted, and his sister, Audrey, were born just six weeks apart.

"We adopted our son at birth, signed the papers, and found out two days later my wife was pregnant — but for the grace of God."



Photo by Katie Wilson

““”

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Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Disclaimer: Information based on MLS closed data as of March 4, 2022, for residential sales from January 1, 2022, to February 28, 2022, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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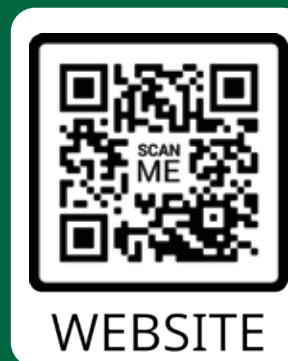
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