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Cover photo courtesy of Philip Andrews.



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► publisher's note

HAPPY INDEPENDENCE DAY!

Dear Richmond Real Producers,

Given the recent tragic events in Ukraine, the freedoms I enjoy waking up to each day in America have been top of mind lately and make me feel more grateful than ever for the sacrifices others have made to protect our sacred liberties. Living on the doorstep of our nation's capital, I often reflect on our country's incredible grit as we went from being the underdogs to becoming the powerhouse we are today.

As you go about your Fourth of July BBQs, picnics, and fireworks, my hope is that you will pause to remember all of the courageous men and women that came before us, many paying the ultimate price to ensure the privilege of celebrating true independence

this holiday. Nothing great is easily won, and I believe our Real Producers can relate to that hard truth.

Speaking of celebrations, be sure to check out our Richmond Launch Party photos on page 14, and thank you to all who attended our first big rockin' Richmond event at The Rec Room. It was wonderful to gather our *Real Producers* community together and finally meet many of you in person!

In addition to feeling grateful for being an American, I feel especially blessed to be on this wonderful journey with our *Real Producers* community. Thank you to our talented, diverse group of top agents and preferred partners for

contributing to making our Richmond sandbox a friendlier one in which to work and play.

Have a happy and safe Fourth with your loved ones, and see you soon!



Kristin Brindley
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FOOD FOR THOUGHT
What are some of your all-time favorite songs about America?

Who are your favorite industry teachers?

Which classes have you found most valuable?



HEATHER VALENTINE
Valentine Properties

One of my favorite instructors is my good friend, Barbara Betts. She is a broker from California who has a passion for training and teaches all about relationships using social media. Super relatable and knowledgeable.



MAHMUD CHOWDHURY
Freedom 1 Realty

The class in Richmond to become a real estate broker.



JAMES NAY
River City Elite Properties

My broker, Suzan Steins, has been a huge source of knowledge for me. Brian Buffini, a global industry leader on CRMs, client relationships, etc., has been as well.



ERIK COLLEY
ERA Woody Hogg & Assoc.

I get super inspired going to classes and learning new information, mostly on the investment and marketing side. Jenni Comer has taught some great classes.



DAVID PATSEL
Napier REALTORS®, ERA

Mark Joyner is the leader of Napier, and he is one of the most dynamic instructors. He is a Buffini instructor as well.



KACIE JENKINS
Hometown Realty

Getting a coach! I'm coached through the Tom Ferry organization, and it has been the most impactful to my business by helping me grow faster than I thought I would and giving me a plan to track and measure everything that counts.



JENNY MARAGHY
Compass

I always get massive value from breakout sessions with other team leaders at Tom Ferry events. I also enjoy hosting events with Frank Cava, one of my largest clients and a dear friend. The synergy and idea-sharing with this group of high-level investors after the panel of speakers is always an inspiration. I leave with such renewed energy and exciting ideas every single time!



MEGAN NAPIER
Napier REALTORS®, ERA

Tom Ferry is one of the best instructors; he really focuses on the importance of prospecting and making calls, even when you're busy.



PAGE YONCE
C&F Mortgage Corporation

The Todd Duncan Group LLC — "Borrowers for Life" and "The Power of Partnerships." Todd has been teaching for over 30 years and is a mortgage lending guru on customer care and building industry partnerships.



KRISTIN BERAN KRUPP
Shaheen Ruth Martin & Fonville

Donna Procise was a big inspiration for being a statewide instructor, Peggy Lynch on the staff at Richmond Association of REALTORS®, and I am a huge follower of Brian Buffini. I also love Tom Ferry podcasts.



STEPHANIE BROWN
SBRG Real Estate

I love this real estate business coach out of Texas, Wayne Salmans, with Hero Nation Coaching. Wayne runs "Broker Boardrooms" and gets brokers together to discuss their business and also helps give them ideas for more passive real estate income streams. I also love a podcast called *Empire Building*. It's all women, and they're all real estate leaders. They discuss culture, systems, and all offer really unique perspectives. It's available on Apple Podcasts.



TODD BOYD
Boyd Realty

I love Donna Austin; she's local. Also, working with Jeff Turner at Second City Ventures. He is brilliant and has been advising me and my local branding/designer guy, Jim Junkala, as we prepare to relaunch Boyd Realty Group.



▶ special events Photos by Phillip Andrews

RICHMOND REAL PRODUCERS' launch party

MAY 10, 2022

What an incredibly special night out our *Richmond Real Producers'* Launch Party turned out to be! We had a fantastic time at The Rec Room, with delectable cuisine prepared by Chef Shaun Longley and terrific fun all around. Thank you, from the bottom of our hearts, to Richmond's Real Producers and our preferred partners who joined us for this entertaining event. It was wonderful to finally meet so many of you in person and connect as a community!

A much-deserved thank-you to The Rec Room and to our wonderful event sponsors: Tammy Wilkerson, of Designed 2 Sell, and Joe Dunn, of George Mason Mortgage, as well as HD Bros and Phillip Andrews, of Virginia Architectural Imagery, for capturing the night on film. You are all absolutely amazing and appreciated. We couldn't have done this without you!

Our amazing photographer, Phillip Andrews, snapped the fun photos on the next few pages. You can find these and more

on our Facebook page: www.facebook.com/kristinbrindleyrealproducers. If you are one of our Richmond Top 500 Real Producers, be sure to join our new private group and tag yourself and your friends in the photos!

Finally, a big thank-you to all of our valued partners. This publication and our fabulous events are only possible with your tremendous support. Thank you, again, for being part of our *Richmond Real Producers* community.

We appreciate you all and can't wait to see everyone again at our Casino Royale event on July 14!

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







▶▶ special events

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PRESENTS

Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



ERIK COLLEY
ERA WOODY
HOGG & ASSOC.

"When I was in the fire department, as much as I thought, 'This is what I was born to do: save lives and help people,'... it's amazing, in hindsight, to know

see that's where I was supposed to be at that moment to help me get to where I am in the next moment... right here, now."

Favorite quote: *"Don't criticize what you don't understand, son. You never walked in that man's shoes."*
—Elvis Presley.



LYNDSAY JONES
KELLER
WILLIAMS REALTY

"Being home to cook my children dinner each night is super important to me — work comes next."

"If I can help provide even one person with some options and choices to a better life for them, then I feel like I'm making a true difference."



DAKIA KNIGHT
ICON REALTY

"Practice makes perfect. If you really focus on practicing your skill and perfecting your craft, everything else will come naturally."

"I have learned not to beat myself up when I can't knock everything off my to-do list."

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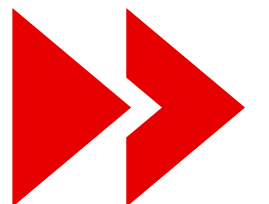


PAGE YONCE
C&F MORTGAGE CORPORATION

"In my many years of lending, I know one important thing: Our industry is based on relationships ... If you care about cultivating customers for life, create a 'WOW' experience for

your clients, and I am confident it will come back to you multiple times over. It certainly has for me."

Favorite quote: *"It is never wrong to do the right thing."* —Mark Twain.



PAGE YONCE

C&F MORTGAGE CORPORATION



▶▶ partner spotlight

By Jess Wellar
Photos by Philip Andrews

CULTIVATING CUSTOMERS FOR LIFE

...



As Page Yonce points out, “It is never wrong to do the right thing.” (Mark Twain). “With that said, I always put my customers’ needs first.”

Page says that has been his motto to live by, and it has been ingrained into his production team. “We understand that every client’s financing situation is unique to them and that meeting our customers’ needs creates the opportunity for a lifetime relationship.”

“My 36 years of experience and my position as vice president and producing branch manager have prepared me with the knowledge and experience to handle every situation. My referral partners think, ‘First Page,’ as they know my pre-approval process is extremely thorough, so there are no surprises. My thoroughness allows me to provide the strongest of pre-approval letters. As a result, my clients have confidence in knowing they have been paired with the right financing, and their possibility of contract acceptance is strengthened.”

C&F Mortgage Corporation is one of Richmond’s premier mortgage lenders, with six office locations and growing. C&F is primarily a Virginia-based residential mortgage company headquartered out of Midlothian, Virginia, but they also have offices located in Maryland, North Carolina, South Carolina, and West Virginia.

Page is one of C&F’s top loan originators and notes that 50 percent of his business is past-customer based. Page is also quick to give high praise to his seasoned team members for their incredible performances that help create repeat business.

“Much of my success in mortgage lending has come from surrounding myself with the right people,” Page explains. “My team consists of two 30-plus-year loan processing veterans, a 24-year mortgage industry veteran that acts as my production assistant, and two



Page Yonce with teammates, from left to right, Betty Davis, Sonya St. Jacques, and Betty Vickhouse.

other loan officers that have been in lending for over 30 years.”

Page says he’s always been a numbers guy and went right into the mortgage industry out of school.

“Numbers have always been my forte. I excelled in math in high school. I have a BS degree in finance from Virginia Tech. And while at Tech, I was the comptroller of my fraternity, Sigma Phi Epsilon. A fraternity brother that graduated a year ahead of me advised me that he had just started a job as a mortgage lender and thought it would be a great fit for me ... Turns out, he was right.”

Prior to joining C&F, Page started with Investors Home Mortgage, which later became American Home Funding (AHF). He says he was content there until one day, when “this guy at the gym,” who was spotting him on the bench press, offered him a job as a branch manager.

That guy was none other than now-CEO of C&F Mortgage, Bryan McKernon.

“He talked me into leaving AHF to manage a Beach Fed Mortgage office located in the west end of Richmond. A year later, we

were acquired by C&F Bank and renamed C&F Mortgage Corporation. And here I am, almost 27 years later.”

So what keeps Page motivated after three and a half decades in mortgage banking?

“First, my love of our business comes from interacting with customers, solving their financial puzzles, and having them appreciate their overall experience,” Page explains. “I get to help clients navigate their path to buying a home. Later, those same appreciative customers refer us to their parents, siblings, and hopefully, their kids one day.”

“Secondly, my competitive nature pushes me to win for my clients, referral partners, and my team,” he continues. “I will not stop until my clients are happy and buying with confidence.”

When Page isn’t working, he says he loves playing golf, card games, and having fun on the water with his family — whether it be at a beach, lake, or pool. He credits his love of gaming and water from childhood to keeping himself entertained.

Both Page and his wife Lisa come from large families. The destined couple met

at a beach resort in 1981 while camping in Myrtle Beach, South Carolina, one summer and then ran into each other the first day of class at Virginia Tech later that same year. They navigated four years of college together and landed in her hometown of Richmond after graduating.

Page and Lisa have been married for over 36 years and are currently living in Manakin Sabot, Virginia, with their teddy bear puppy, Duncan. They are “blessed with two amazing children,” Berkeley and Kirby, and a beautiful 4-year-old granddaughter as well.

As Page turns his attention toward the future, he forecasts housing demand to remain high and offers some sage advice.

“In my many years of lending, I know one important thing: Our industry is based on relationships. I am blessed to have many relationships, and I am always looking to build and create new ones. If you care about cultivating customers for life, create a ‘WOW’ experience for your clients, and I am confident it will come back to you multiple times over. It certainly has for me.”

“ I WILL NOT STOP UNTIL MY CLIENTS ARE HAPPY AND BUYING WITH CONFIDENCE.”



Page and his wife Lisa with their teddy bear puppy, Duncan.

To learn more about C&F Mortgage Corporation and get your client pre-approved, visit www.cfmortgagecorp.com/yonce-team. #FirstPage



PAGE YONCE
Vice President & Producing Branch Manager
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▶▶ agent spotlight

By Chris Menezes
Photos by Ryan Corvello



LYNDSAY JONES

breaking the mold

Lyndsay Jones has had quite a life. While she has experienced many ups and downs, she has always done what it takes to not only survive but thrive, even when that meant just having fun. The feeling of needing to survive has been something that has both driven her and held her back. Overcoming the survival mentality and all its limitations has been a lesson in perspective for Lyndsay, one that continues to influence her decisions today.



Born and raised in the rainy Northwest of England, Lyndsay grew up in a small town outside of Manchester. It was a blue-collar town where opportunities were limited and mainly consisted of factory jobs and manual labor. Small businesses or career advancement weren't things Lyndsay was exposed to growing up. Her family lived in extreme poverty.

"I witnessed the women staying home and struggling to feed the children while the men of the house earned minimum wage," she recalls. "Daily choices were made between putting the food on the table or trying to do something that brought joy. The food on the table always won, so there were no conversations about growth or opportunity. We were too busy surviving."

The only source of inspiration and positive influence in Lyndsay's life at the time (and still today) was her grandmother, a social worker who helped kids living in the group homes where she worked.

"She was the one non-drinking, non-smoking vegetarian of the family who would have us all (I come from a large family) at her home every weekend so she could feed us a proper meal. We struggled for food and other basic necessities growing up, so this consistency was huge to me as a kid. Plus, she was the only one in the entire family that owned a car. She would squash 10 of us at a time into her little British car to take us home after dinner every weekend!"

Having fun became a priority for Lyndsay as she left for university in England. Without much direction as to what she wanted to do, she earned her degree in theatre and creative writing because it was the only thing she felt she could actually do for three years. "I honestly remember having nine



...

hours of classes per week, and the rest of the week was spent having a huge amount of fun!" she says.

After university, Lyndsay went to work for L'Oréal, the hair and cosmetics company, for two years. The job wasn't as glamorous as Lyndsay anticipated and she soon felt suffocated by the 9-to-5 lifestyle. She had a friend from school who moved to New York, however, which seemed way more fun to her. So at 23 years old, she quit her job and hopped a plane with a suitcase, a ton of student debt, and a one-way ticket to New York.

Arriving in New York, Lyndsay slept on the floor of her friend's place while she found a bartending job and got a place of her own. After a few years of having copious amounts of fun, she got married, had her first child, and moved to Richmond, Virginia.

"It was a total random 'pin in the map' move to get off Long Island," she says. "We had our first child and wanted a better quality of life — less traffic, lower taxes, etc."

Lyndsay continued bartending so she could be home with her kids during the day. For the first years in Richmond, Lyndsay's husband (now ex-husband) was buying rentals and flipping homes and encouraged Lyndsay to get her real estate license to "keep all the business in-house."

"I had no intention of becoming a REALTOR®, as I wanted to be home for my kids," Lyndsay explains.

"Over time, however, our lives and business model changed, and I realized that with a real estate license, I had the ability to help other people buy and sell homes too."

Although it took a lot of grinding to get her

If I can help provide even one person with some options and choices to a better life for them, then I feel like I'm making a true difference



Lyndsay Jones is team leader of The Jones Group at Keller Williams Realty.

LYNDSAY

business going, especially while balancing young children, Lyndsay found it very empowering to be able to build her business to any height and standard she wanted to. At the same time, she and her husband started building new construction, which she helped to design and sell.

Being with Keller Williams, Lyndsay was exposed to many tools and training on building teams and eventually tuned into that over time. She built out a small team and saw much success. However, after her divorce, she felt that being solely responsible for her household and the running of a team was a bit too much.

"It was a very vulnerable feeling at that time in my life," Lyndsay explains. "So when I was recruited to run an expansion team for a large team based in Northern Virginia, I took the opportunity."

Lyndsay did that for a few years but eventually felt too disconnected, with the NOVA market being so different from Richmond's. So she decided to go solo again, right before the pandemic hit. Since then, she has averaged over 50 homes a year, closing \$21 million in transactions in 2021, and has been spending a lot more time at home with her children, which she prefers.

"My children are now 12 (Olivia) and 16 (Joseph) and are doing well in school and in life. I am engaged to a lovely man (Adam) who is *not* in real estate and brings some wonderful attributes to my life. My children adore him, and he remains calm and steady when real estate creates the waves and busyness that it does!" she says.

Lyndsay is currently building a healthy rental portfolio of her own and wants to get back into building new construction one day, specifically tiny homes. She is also passionate about helping Chesterfield Domestic Violence Center and says her proudest award to date was having the highest contribution to KW Cares.



"If I can help provide even one person with some options and choices to a better life for them, then I feel like I'm making a true difference," she says. "Growing up in an environment where choices were limited, I believe one of my biggest personal struggles has been breaking down the beliefs and expectations I was raised with. When you are raised to survive, rather than live and enjoy life, you have a different mindset than those that have been raised in abundance and surrounded by choices."

"Living in extreme poverty is a feeling that never leaves you, so you can *never* feel secure enough," she continues. "I feel like I still have some of those ingrained habits, so being home to cook my children dinner each night is super important to me. Then, work comes next. After that, there is very little time for anything else. But we have all been very truly blessed in real estate the past few years, and a little goes a long way to those involved in these situations."

IMPACTING THE INDUSTRY

“For me, success is impacting as many agents as I can by helping create the next generation of agents and as many people as I possibly can by making homeownership equitable, affordable, and accessible to everyone.”

By **Robert Radin** | Photos by **Philip Andrews**

At just 31 years old, Dakia Knight is already making great strides in that direction. Not only is she the team leader of the KEY Team at ICON Realty Group, but she is also the firm’s managing broker. Most recently, Dakia was nominated to the Richmond Association of REALTORS® Board of Directors, where she will represent her brokerage and fellow REALTORS®.

Dakia has seen a rapid rise in the industry. She entered real estate right out of college, spent a couple of years in an administrative role at a real estate firm, was licensed, and began selling in 2015. Dakia joined ICON Realty Group in 2017, which, she says, was a pivotal move for her career.

“The biggest game-changer for me was coming here to ICON because, as an introvert, it brought me out of my shell and enabled me to hone my skills and really become impactful in my community, in my industry, and at this firm as well,” she explains.

Dakia credits owner/broker of ICON Realty, Catina Jones, as having had a huge impact on her success. “Having great mentorship under her has really enabled me to blossom into the person I am,” she says. The relationship Dakia has developed with her team has been powerfully propelling as well.

“We have four team members on the KEY Team,” she says. “I am the team lead, along with Shakeema Daniels, and we have two buyer’s agents, Marcus Lewis and Andre Bell.” Together, the KEY Team closed \$8.5 million in sales in 2021 with 32 transactions.

Dakia humbly notes that she doesn’t extricate her own performance numbers from her team’s, but the recognition she’s received thus far speaks volumes. Dakia has been a top producer at ICON Realty Group each year since she joined the firm, has received the ICONIC Award for commitment to service and culture at the firm, has been awarded the Circle of Excellence by the REALTORS® Association the last two years in a row, and is now serving on the Association’s board of directors. Dakia has aspirations for making a significant

...

DAKIA KNIGHT





The KEY Team (from left to right: Shakeema Daniels, Dakia Knight, Andre Bell, Marcus Lewis).

impact at her firm, at the Association, and on the real estate industry as a whole.

Coming Up in Richmond

Dakia was born and raised in Richmond and attended Freeman High School, where she was a part of the Center for Leadership, Government, and Global Economics. She went on to attend the University of Richmond, where she graduated with a BSBA in business.

While she was in college, Dakia spent six months studying abroad in Argentina. “I’ve been to five out of the seven continents, speak two languages, and am well-traveled,” she notes.

For over 10 years, from middle school through college, Dakia was a dance instructor, and she

carried the discipline into her professional career.

“Practice makes perfect,” she says with a smile. “If you really focus on practicing your skill and perfecting your craft, everything else will come naturally.”

Finding Balance

Dakia admits that finding the right work-life balance is a work in progress. Her days are long ... she can often be found at work until 7 or 8 p.m.

“I’m still trying to find the balance,” she says. “I try to be extremely structured to be able to accomplish all the things I set out to do. However, I have learned not to beat myself up when I can’t knock everything off my to-do

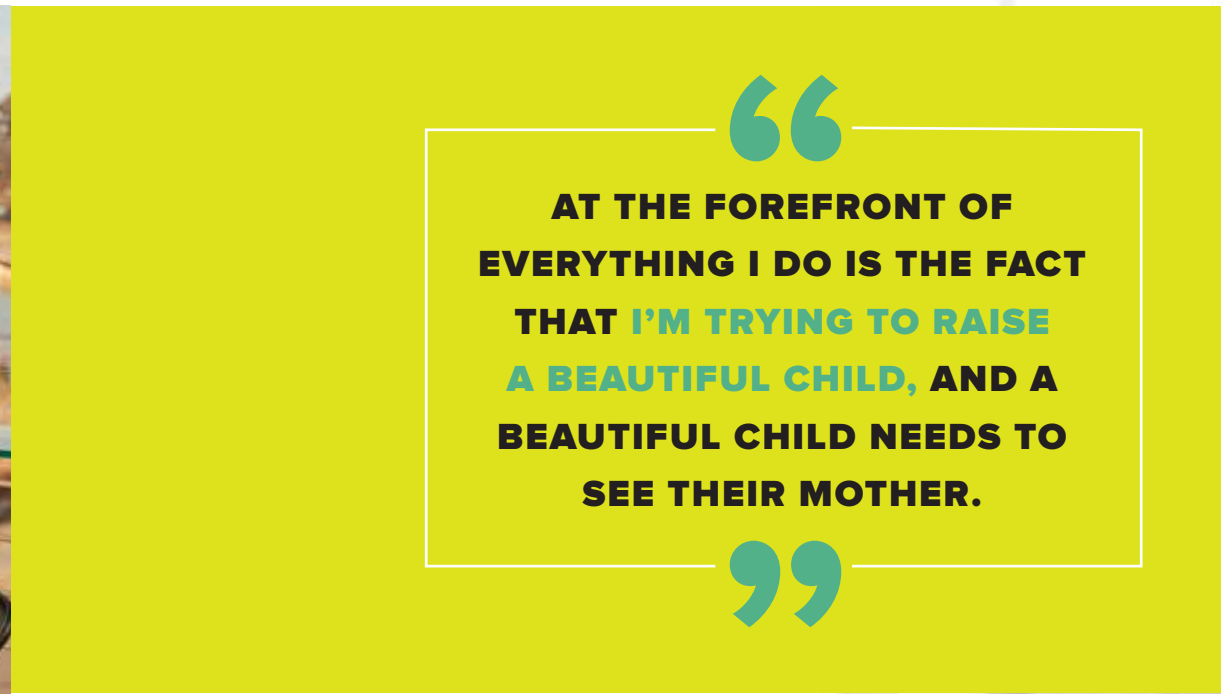
list. At the forefront of everything I do is the fact that I’m trying to raise a beautiful child, and a beautiful child needs to see their mother.”

Dakia has a 2-year-old daughter, Makena, who is the light of her life. “At the end of the day,” she says, “I have to always put her first, be a mom, and be home and there for my family.”

When she’s not at work or caring for Makena, Dakia enjoys reading, having dinner with friends, trying new restaurants and wineries, and traveling when she can. She would also like to do more volunteer work for organizations that build affordable housing for people in need.

For now, though, Dakia is focused on continuing to grow her team and serving on various committees at the local, state, and national levels in order to give back and be in service to other agents.

“When I look back on my tenure as a Realtor,” she says, “and agents come behind me who I’ve mentored and who have been under my tutelage, I want to be able to say that I made a difference ... and that I truly made an impact on our industry.”



Dakia Knight is team leader of the KEY Team at ICON Realty.

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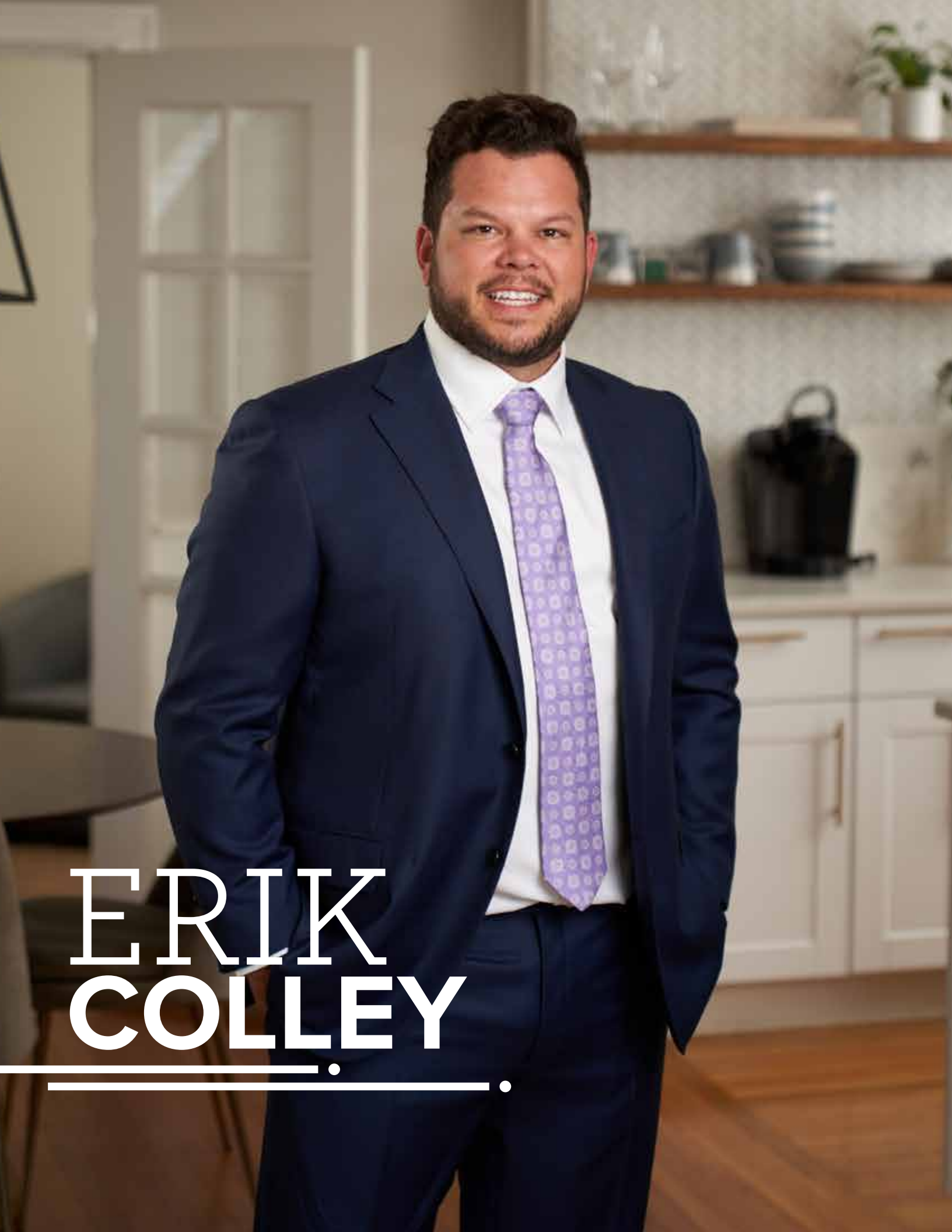
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ERIK COLLEY



▶ cover story

By Zachary Cohen
Photos by Philip Andrews

ANSWERING THE CALL

BY 2016, ERIK COLLEY HAD BEEN A FIREFIGHTER AND PARAMEDIC FOR SEVEN YEARS. IT WAS A CAREER HE WAS DEEPLY PASSIONATE ABOUT.

“I loved it,” Erik reflects. “I was great at it. It’s what I felt I was born to do.”

But then, Erik felt like he had hit a wall.

“It just hit me like a ton of bricks,” he continues. “Even though this is what I love to do, I felt there was so much I was missing sitting around in a firehouse. I got a calling to get my real estate license.”

Erik had taken real estate classes and passed his exams over a decade prior, at just 21 years old. But he never hung his license with a broker and never attempted to build a business. In 2016, it was time to revisit that part of his story.

REWIND: THE ROAD TO REAL ESTATE

Erik started his first business at 19 years old. His idea to build a delivery service to link Virginia ABC with restaurants and hotels was not only creative, but it was also a big success. His very first client was Tobacco Company Restaurant, and his business took off from there.

“Straight out of high school, with my long shaggy hair and ear piercings, I started telling these restaurants and hotels my story,” he quips.

Erik continued to own and operate that business exclusively for seven years. Yearly battles over whether Virginia would do away with the current ABC system became stressful and heated. At one point, Erik was convinced the law would change, and his business would become obsolete.

“I realized that if they changed the law, which at one point it looked like they might, I didn’t know what I’d do. I thought, ‘I need a trade.’ I always wanted to be in the fire department, so I headed in that direction.”

Erik began as a volunteer and eventually graduated from the fire academy. He went on to EMT school, where he found a love for medical care, and continued his studies by obtaining an associate’s degree to become a paramedic. The pieces fit like a puzzle.

Erik continued to operate his courier business part-time, but his passion was for his work at the fire department.

NEW BEGINNINGS

And then, 2016 arrived. Erik found himself sitting around the firehouse

••• Erik Colley (shown here with Lacey Cooke and sons Jaden and Carter) likes to involve his boys with his investment properties.



FAMILY SPOTLIGHT

In addition to being a high-flying business owner, Erik is a standout dad. His sons, Jaden and Carter, are now 17 and 13.



“

EVEN THOUGH THIS IS WHAT I LOVE TO DO, I FELT **THERE WAS SO MUCH I WAS MISSING** SITTING AROUND IN A FIREHOUSE. I GOT A CALLING TO GET MY REAL ESTATE LICENSE.

”

with his entrepreneurial spirit locked up. He realized that the time was ripe for another change.

“It felt like a calling. I had to get my real estate license ... It was a very scary leap of faith. I loved helping people at the fire department, but this burning calling to go into real estate was too much to ignore.”

Within three months of beginning his real estate career, Erik retired from the fire department. In his first nine months on the job, he closed a whopping 54 homes. He was named Rookie of the Year by the Richmond Association of REALTORS® and was one of three nominees for the national Rookie of the Year with ERA.

“I grew year after year. Fast forward, I started a small team to pour into other new agents and pass the torch, teaching them what I’ve been doing. And here I am. This past year, 2021, I was recognized for the second time nationally. I was number 19 in volume for ERA in the country and number 22 in total units sold. That’s out of over 60,000 agents. It’s been incredible.”

TRUSTING THE MOMENT

As a real estate agent, Erik has continued to leverage the skills he learned as a firefighter and

paramedic. In those roles, he learned how to creatively problem-solve in stressful situations.

“That has helped me so much in my real estate career,” Erik explains. “People don’t have medical emergencies, but I’m handling their largest assets, and it gets very stressful. Being able to be creative to win in this market is huge.”

Erik has also built a robust investment portfolio in his six years in real estate, acquiring 12 rental properties. He’s passionate about continuing to invest in real estate, growing his team, and mastering his craft.

“It’s been a great run so far,” he smiles. “When I was in the fire department, as much as I thought, ‘This is what I was born to do — save lives and help people,’ ... as much as I believed that at that moment, it’s amazing, in hindsight, to see that’s where I was supposed to be right at *that* moment to help me get to where I am in the next moment... right here, now.”





Stocking the Home Bar

A useful thing many of us have learned from a years-long global pandemic is how to *make do* — and even enjoy ourselves — with what we have at home. The familiar social act of grabbing a drink with friends was off-limits for months, leaving cocktail lovers ample time to hone their at-home mixology skills. Planning to show off your drink-mixing prowess this summer? Here are a few suggestions for stocking the home bar...

According to most mixology experts, a well-rounded home bar should include at least one bottle of each core liquor:

- **Vodka:** Most home bartenders will benefit from having two bottles of this indispensable spirit on hand — one budget-friendly bottle for mixing tall drinks, like bloody Marys, and a top-shelf bottle for smooth sippers like martinis.
- **Rum:** Two bottles of rum — one light and one dark — will make concocting summery daiquiris and mojitos a breeze.
- **Gin:** A high-quality bottle of dry gin is essential for beloved cocktails like the gin and tonic and dry martini.
- **Tequila:** Sweet summer sunshine and good tequila go hand in hand ... in a delightful margarita. A nice bottle of blanco (or silver) tequila is the best choice for your home bar.
- **Whiskey:** A premium bourbon and a blended whiskey are excellent options for both sipping and classic cocktails like an old fashioned.

EXTRAS:

- Various liqueurs (choose one or many): amaretto, coffee, orange, Irish cream, vermouth
- Fruit juices, such as lemon, lime, orange, cranberry, and pineapple
- Sodas, such as club soda, tonic water, ginger ale, and cola
- Bitters
- Simple syrup

Cheers to cold drinks and sunshine this summer!

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Disclaimer: Information based on MLS closed data as of June 6, 2022, for residential sales from January 1, 2022, to May 31, 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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