

RICHMOND

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

CATINA
JONES

A DREAM REALIZED

MAY 2022



WE'RE DIFFERENT AND WE'RE OKAY WITH THAT

What sets Robinson-Harris Title and Escrow apart is our customer focused approach that puts the needs of our clients above all else. We work side by side with you to answer questions, address any complications and provide an unmatched level of convenience not offered anywhere else. Our goal is to provide our clients with real estate services at a time and place that best suits their busy schedule in a timely, professional and courteous manner.



Laura Franck

DIRECTOR OF CLIENT SERVICES
804-215-3401
lfranck@robinson-harristitle.com
www.ROBINSON-HARRISTITLE.com

Give us a call today and let OUR SUCCESS be YOUR SUCCESS!



BEFORE



AFTER

WAVE GOODBYE TO CLUTTER!

Eco-Friendly Junk Removal for Homes & Businesses

BIG OR SMALL, WE'LL LUG IT ALL!

The Junkluggers can help lug away old furniture, appliances, electronics, heavy & dense materials, and more! We'll even take big and bulky items off your hands like hot tubs, pool tables and pianos.

Through a shared mission of keeping reusable items out of landfills, **ReMix Market RVA** allows us to upcycle items that cannot be donated or recycled. **Ask us about it today!**



DONATE



RECYCLE



ANDY TAYLOR, Owner
(804) 585-2210
andy.taylor@junkluggers.com

JunkluggersofCentralVA.com



Stephanie Gordon, ReMix Market RVA Manager
804.299.3814
625 N. Washington Hwy., Ashland, VA 23005
Tues-Fri: 10am-6pm,
Saturday: 9am-3pm

TABLE OF CONTENTS

	06 Index of Preferred Partners		11 Publisher's Note: Happy Mother's Day!		14 We Ask... What is your funniest real estate story?
	19 Stay Inspired: Words of Wisdom from This Month's Features		20 Partner Spotlight: Kathy Richards, Cinch Home Services		26 Agent Spotlight: Tiffany Stevens
	30 Rising Star: Abby Moncrief		34 Cover Story: Catina Jones		39 Top 100 Standings

Cover photo courtesy of Philip Andrews.



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Richmond Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



REALTORS... WHY CHOOSE US?

We love to work with local Realtors!

We do extensive move-out cleanings, using our online checklists, so **your listings will be ready to sell!** We can usually schedule move-out cleanings within 48 hours as we know how important it is to get that house on the market.

Looking for a **thank you gift** for your clients? A gift certificate for a home cleaning is the perfect way to thank them for their business.

We can **help with unpleasant odors!** The Ozonator releases ozone gas into the air to get rid of bad smells and odors. Call us today to rent the Ozonator for your listed properties.

BUT, don't just take our word for it. Check out our reviews!

"Always willing to help out at the last minute with my rental properties when I need a move-out deep house cleaning - trustworthy and reliable!" -Heidi G.



Loreley (Lore) L'Hommedieu, Owner

(804) 601-3043

BOOK ONLINE TODAY!

www.FiveStarMaids.com

FAMILY OWNED & OPERATED | OVER 20 YEARS OF EXPERIENCE
LICENSED & INSURED | BETTER BUSINESS BUREAU A+ RATING



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CARPET & FLOORING

Jimmy's Carpet Inc.
(804) 598-1264
JimmysCarpet.net

CARPET, WOOD, TILE & UPHOLSTERY CLEANING

Professional Carpet Cleaning Services Inc.
(804) 908-0901
PCCSRVA.com

CLEANING SERVICE

Five Star Maids
(804) 255-6514

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

HOME INSPECTION

Capitol Home Inspections
(804) 615-7730
RichmondInspector.com

HOME WARRANTY

ARW Home
Anne Lang
(703) 932-5754
ARWHome.com/RealEstate

Cinch Home Services
(410) 730-7423
CinchRealEstate.com

First American Home Warranty
Katie Williams
(804) 402-7269
HomeWarranty.FirstAm.com

HWA Home Warranty
Sharon Schwab
(224) 283-0714
HWAHomeWarranty.com

Old Republic Home Protection
Mary Garner DeVoe
(804) 453-8757
My.ORHP.com/MaryGarnerDevoe

INSURANCE

Goosehead Insurance Agency
Finnell Agency
(804) 489-2470

JUNK REMOVAL

The Junkluggers, LLC
(804) 585-2210
JunkluggersofCentralVA.com

MORTGAGE

C&F Mortgage Corporation
Page Yonce
(804) 356-7034
CFMortgageCorp.com/Page-Yonce

George Mason Mortgage LLC
Joe Dunn
(804) 543-2261
GMMLLC.com/JDunn

Guaranteed Rate
John Jones
(571) 242-0864
Rate.com/CraigMiller

First Home Mortgage
Perry Shelton
(804) 629-0631
FirstHome.com/Location/Richmond-ii/

MOVING / STORAGE

Dunmar Moving Systems
(804) 714-2520
Dunmar.com

Moxie Movers
(804) 874-8104
MoxieMovers.com

Smartbox Moving and Storage
(804) 714-2528
SmartboxMovingandStorage.com

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

PHOTOGRAPHY & VIDEOGRAPHY

Virginia Architectural Imagery
(804) 389-9884
VirginiaArchitecturalimagery.com

REPURPOSED FURNITURE & FINE HOME DECOR

The Junkluggers, LLC
(804) 585-2210
JunkluggersofCentralVA.com

STAGING

Designed 2 Sell
(804) 380-1022
DesignedToSellRVA.com

TERMITE & PEST CONTROL

Hickman's Termite and Pest Control
(804) 282-8957
HickmansTermite.com

TITLE COMPANY

Robinson Harris Title and Escrow
(804) 215-3401
RobinsonHarrisTitle.com

VIDEO SERVICES

HDBros
(833) 437-4686
HDBros.com

Serving Those
WHO HAVE SERVED

As a THANK YOU!
10% Military Discount*
*One-Year Warranty on Termite Treatment & Real Estate Letters.
Licensed and Insured*

GIVE HICKMAN'S A CALL TODAY TO ENSURE YOUR LISTINGS ARE PEST AND TERMITE FREE!



Hickman's
Termite & Pest Control
Family Owned & Operated
Since 1986

(804) 282-8957
www.hickmanstermite.com

Serving the Richmond area.

***Exclusions Apply. Must mention ad for discount.**

MEET THE
RICHMOND
REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Ellen Buchanan
Editor



Wendy Ross
Operations Manager



Jaime Lane
Executive Assistant &
Publishing Manager



Jess Weller
Staff Writer/Copy Editor



Zachary Cohen
Writer



Christopher Menezes
Writer



Ryan Corvello
Photographer



Philip Andrews
Photographer



Bobby Cockerille
Videographer

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

SO YOUR CLIENT IS MOVING.
LET US HELP WITH STORAGE &
MOVING, ALL AT THEIR OWN PACE!

- STORAGE ON-SITE OR AT OUR WAREHOUSE
- LOCAL MOVING
- LONG-DISTANCE MOVING
- DECLUTTERING FOR SALE OF HOME



\$25 OFF
REFERRAL CODE:
RichmondRP25

1-87-SMARTBOX
smartboxmovingandstorage.com



FLY ABOVE THE REST



WILLIAM FINNELL
804-877-1955 Office
804-877-1596 Cell
William.Finnell@goosehead.com
1806 Summit Ave, Ste 300,
Richmond, VA 23230

Start Your Quote Today!

HOME | AUTO | UMBRELLA | FLOOD

ARW HOME Scan to enroll today:

Industry Leading Coverage
From the Kitchen to the Curb™

Anne Lang
Territory Manager
703-932-5754
alang@arwhome.com

Choose Your Contractor | REALTOR® Concierge Service | Inspection Guarantee | Water and Sewer Coverage

Call or visit 1-877-ARW-AGNT
arwhome.com/realestate

© 2022 ARW Home 901 Yamato Road, Ste 100E, Boca Raton, FL 33431.
"From the Kitchen to the Curb" is a trademark of ARW Home.

DETAILED. LOCAL. RESPONSIVE.



Our mission is to cultivate a team centered in service, growth and integrity that empowers our clients and the real estate community to make informed decisions by serving as an experienced and trusted resource while delivering a WOW experience each and every time.

Trust the inspection company that RVA Realtors have been trusting for over 18 years!

All inspectors are VA Licensed, members of ASHI and hold their new construction specialty certification!

804-639-1171 • RichmondInspector.com



FAMILY OWNED & LOCALLY OPERATED BY RAY & JENN MCMURDY



Your Local Resource

Katie Williams

804.402.7269
katiwilliams@firstam.com

"I'm your home warranty expert, so you don't have to be!"

Honor America's Heroes with Special Military Discount

Are your clients current or former members of the U.S. Armed Forces? Show your appreciation for their service with our military discount: \$25 off any First American real estate home warranty plan!

Contact me for details

firstamrealestate.com

Phone Orders:
800.444.9030



First American Home Warranty

©2022 First American Home Warranty. All rights reserved.

Virginia Architectural IMAGERY

Contact Philip Andrews Today!
Scan here to book!

The Power Of Storytelling Through A Lens

Specializing in: Residential Real Estate Photography • Commercial Photography • Drone • Video & Product Photography

virginiaarchitecturalimagery.com
info@virginiaarchitecturalimagery.com
(804) 389-9884

"Phil shoots all of my listings and absolutely crushes it. He is extremely flexible and has great attention to detail and quick turnaround times. Definitely recommend to all!"

HAPPY MOTHER'S DAY!

publisher's note

Dear Richmond Real Producers,

Happy Mother's Day! This month, we are celebrating all the mothers out there for their tireless work ethic and unconditional, nurturing love. As a mother myself, I know firsthand how stressful and overwhelming it can be at times; but there is simply no greater joy than watching your children grow and come into their own.

This month's issue is jam-packed with stories of inspirational mothers who manage the work-life balance while being top Real Producers! Also of note, be sure to read the answers to this month's "We Ask..."

You Tell!" question, **"What is your funniest work or real estate story?"** on page 19. We truly enjoy the input from our Real Producers on the "We Ask" page each month. If you haven't answered one of our monthly questions lately, be sure to do so and we'll publish your answer in the magazine, along with your headshot.

We look forward to seeing you soon, on May 11th, for

our *Richmond Real Producers* Launch Party! Also, be on the lookout for your exclusive invitation to our Casino Royale event, to be held on July 14th.

In closing, as the days of spring begin to warm and stretch ever longer, may you make the most of these precious daylight hours! Whether you are a mother yourself or are the child of a wonderful mother, I'd like to encourage you to take a few moments out of your day to reflect on a time when you had an amazing "Mom" moment and let that priceless feeling sink in as I share with you a stanza from one of my favorite Mother's Day poems, "Her Hands," by Maggie Pittman:



Me (back right) with my mom, Cheryl, and daughter, Avery.

*Her hands held me gently
from the day I took my first breath.
Her hands helped to guide me
as I took my first step.
Her hands held me close
when the tears would start to fall.
Her hands were quick to show me
that she would take care of it all.*

Wishing you continued success, health, and much happiness!



Kristin Brindley
Owner & Publisher
Richmond Real Producers
(313) 971-8312
Kristin@kristinbrindley.com
www.richmondrealproducers.com



FOOD FOR THOUGHT

Reflect back on a time when you had an amazing "Mom" moment.

▶▶ special events

**SEE YOU THERE!
NEW DATE!**

05.10.2022

Launch Party

6PM-9PM

**RICHMOND
REAL PRODUCERS**

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

**THE REC ROOM
4116 WEST BROAD STREET
RICHMOND, VA**

▶▶ special events

RICHMOND REAL PRODUCERS PRESENTS

**SAVE THE DATE
JULY 14, 2022**

CASINO ROYALE

6 PM-9 PM
LOCATION TBD



All proceeds from this event will be donated to charity.

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

▶▶ we ask...you tell!

What is your funniest work or real estate story?



DAKIA KNIGHT
ICON Realty Group

I walked into a bunch of stuffed cats at a home I was looking at. At first, we thought they were real ... but then they didn't move!



SARA BENNETT
Joyner Fine Properties

I was showing a house to a family from New Jersey and I didn't notice my tire was going flat. When we came out of the house, the tire was completely flat ... and the client and his dad had to teach me how to change a tire.



SEAN GOULD
Hometown Realty

Last month, I had a half-million-dollar house flood from top to bottom because of a busted pipe. The house had to be pulled from the market and restored completely. It wasn't exactly "funny" at the time, but looking back on it now all you can do is laugh.



TERRA DANTONA
Joyner Fine Properties

I had a near miss. One of my lenders had a showing with me the day I went into labor. He always joked that he would be the person I would be writing an offer for while in labor ... and sure enough, I went into labor that day!



LISA STONE
Long & Foster Real Estate

I had just started my career as an on-site REALTOR® in The Highlands. I lived in the city, and this community was just gorgeous — large home sites and very rural at the time. The driveways were built over culvert pipes and had ditch banks on either side. I was terrified to back up in these driveways as I was sure that one day I would end up in the ditch. On this day, I had backed my car into the driveway of a spec home to unlock it for an open house and as I was leaving later that day, I drove straight out of the driveway and put my car into the ditch. To this day, I have no idea how that happened and was so thankful for the man across the street who heard the loud thud, my scream, and saw the whole thing! He helped me get my car out and, needless to say, I am super careful going forward or backing up now when navigating a driveway with a ditch bank on either side!



STONEY MARSHALL
Hometown Realty

On a home inspection report once, the inspector mentioned gutter debris needed to be removed to clean the gutters. Pictured was a dead squirrel hanging from the gutter. By far the most amusing report I've ever received!



TONDRA DEVAREL
eXp Realty

I was showing a house one night and was backing out of the driveway when one of my tires went straight into the ditch. The only way out was to call a tow truck. Now, I don't show houses past 5:30 p.m. in the winter and 6:30 p.m. in the summer. Most homes don't look the same in the dark which leads to a revisit most of the time anyway!



TROY HOGGE
Long & Foster Real Estate

This was years ago ... and it was not funny at the time ... but I can laugh now. I went to my seller's home while he was at work. When I opened the door, the dog ran out. I chased him two blocks before I caught up with him! I had to pick him up and carry him home. Luckily, he was not a big dog.



CLAUDIA MCGLOTHLIN
Hometown Realty

I'm klutzy! I was showing a young buyer an open house once and I said, "I don't care how many houses I have to show you," and it was 28 houses later! I was fumbling around getting the key out of the lock box that day and I dropped the key down through the deck and couldn't reach the key. So we couldn't get in the house!



MATT RUTLEDGE
Hometown Realty

On the way to a new construction neighborhood, I was going down the road and hit a patch seam — got pulled right off the road. The airbag went off and the car was totaled. I also go to a local auto repair place because I go through tires all the time on construction sites. They actually made me a card that reads, "Buy 10 tires, get a free set of steak knives."



ALEC WHITE
One South Realty Group

The very first time I ever showed a house, I forgot my cell phone and couldn't get into the lock box. I also had a client once that got stuck under the house in a really narrow crawl space. They climbed under a pipe and couldn't get out.



JIMMETTE JONES
Joyner Fine Properties

I pride myself on having a good time with my clients. I was showing a couple a property and a single key was in the lockbox without a key-chain. My short-term memory is awful so I held it in my hand so I wouldn't lose it ... and I still lost it. I went to lock up the house and the key was gone. My clients and I were on our hands and knees looking for this key!



PETER PETRAS
One South Realty Group

I used to be a project manager for a builder, and I was talking to a mason once, reversing and just not paying attention, when I backed into a dumpster. Had to call the insurance company!



ELIZABETH HAGEN
Joyner Fine Properties

I accidentally locked myself out of a house.



TINA MORRIS
Keller Williams Midlothian

I was locked out of a house and my phone was locked in the house. It was a model home and it was only my second client ever.



MAHMUD CHOWDHURY
Freedom 1 Realty

I was showing a house and it was a snowy day. I slid on the ice and got back up... and ended up selling the house!



JAMES NAY
River City Elite Properties

The night before Thanksgiving, about four years ago, I had a client who was excited to see a house. We hustled over there and when we walked in, there was a family sitting down having Thanksgiving dinner! I was apologetic and said not to worry, we can walk through the house and won't disrupt their meal. The sellers were so confused and said the house is already under contract and that we needed to leave immediately. Turns out the house we were supposed to see was 12 houses down the street! And as a new REALTOR®, I just saw the sign and assumed we were at the right spot.



ERIK COLLEY
ERA Woody Hogg & Associates

I went to show a listing with my clients and confirmed the house was vacant. I went through the downstairs and upstairs and it was completely vacant. I then went to the bathrooms and bedrooms ... but when we walked into the master bedroom someone was in the bed. She sat up and looked surprised.



JENNIFER RUNNION
Keller Williams Midlothian

One weekend, I was showing about 50 homes to a couple that was relocating from out of state. One of the first showings, the sellers were out of town. Unbeknownst to them, their son decided to return from college that weekend, brought his large dog with him, and had a little too much fun at the bars the night before... When I opened the front door, this large dog charged at us. My instant reaction was to protect my clients and I grabbed the dog by its collar. My clients swear that I "wrangled him to the ground." After that shock wore off, we were walking through the kitchen and noticed beer cans, liquor bottles, and dirty dishes left out. Entering one of the bedrooms, I turned on the light and a young man was sprawled out on the bed in nothing but underwear. The dog began barking loudly and my clients and I were scrambling to get out of the house. As we were rushing out, the young man ran out of his room, apologized, and explained that he failed to let his parents know he was staying there. We got out of there as quickly as possible, and as soon as we were back in the car, erupted in laughter. Needless to say, they did not choose that home. Those same clients turned into good friends, and we still laugh about it today!



DAVID PATSEL
Napier Realtors ERA

I'm at a home inspection and the wife is there, but the husband isn't there yet. She's walking around with the inspector and asks for the attic to be pulled down. The lady was wearing high heels but she went up there anyway. I then heard a large thump as her leg came through the ceiling. She had walked on the insulation!



designed 2 sell

HOME STAGING

“Designed 2 Sell is simply the best home stager in Richmond! They have staged hundreds of houses for my company over the past ten years, and they are always professional and on-trend. Their work elicits a response in buyers that leads to faster sales and for more money. I recommend Tammy and her team in the most emphatic way I know possible, with more business!”

- Frank Cava, Cava Companies



Tammy Wilkerson
Owner & President

804-660-8300 · designed2sellrva@gmail.com
www.designed2sellrva.com

@designed2sellrva

@designed2sellrva

Locally Owned
& Family Operated Since 1995

Jimmy's Carpet INC.

3211 Anderson Hwy.

HARDWOOD • CARPET • CUSTOM RUGS • VINYL

Licensed & Insured Class A Contractor
FREE Estimates
Voted Powhatan Picks Winner for Best Flooring Company

Stop by our Kid-Friendly store and visit Jimmy & Judy!
804-598-1264 • jimmyscarpet.net

YOUR HOME WARRANTY EXPERTS

We've got you covered.

- Agents
- Sellers
- Buyers

Contact your local account executive and scan QR code to download their brochure:

Katy Richards
(804) 614-7104
krichards@cinchhs.com

cinchrealestate.com | (800) 247-3680

©2022 Cinch Home Services, Inc. All rights reserved. Cinch is a registered mark of Cinch Home Services, Inc.



MOXIE MOVERS

“We had three different crews helping with various parts of our move. Each team was awesome, professional and honestly just made our move look easy!”

- Kelly M., Facebook Review

For Estimates and Availability Call

804-928-1111

booking@moxiemovers.com
moxiemovers.com



Independent and Locally Owned
Since 2011

Protect Your Client's Wallet!



- 13 Months of initial coverage
- Free Seller's Coverage
- No age restrictions on appliances/ systems
- Dependable service from qualified technicians
- Includes Up to \$5K HVAC Protection



13 mo. WARRANTY

We've Got You Covered



Sharon Schwab
Account Executive
224.283.0714
Sharon.Schwab@
HWAhomewarranty.com



CLEAN YOU CAN COUNT ON

As licensed professionals, we understand that clean carpets and floors can add to the appeal, as well as the value, of a property.



Check out our wide range of services by scanning the code!



Scott Bazemore



Michael Bazemore



Brock Buchanan

Give us a call today to schedule your **FREE** estimate!

(804) 908-7349

pccsrva.com

Connect with us on Facebook! @PCCSRVA

RICHMOND
REAL PRODUCERS
PRESENTS

Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



CATINA JONES

ICON Realty Group

“We have a standard of excellence in our brokerage. I don't expect perfection but the pursuit of excellence. You can tell when you do business with an ICON ... we teach agents how to run a successful business and be a business owner. We also focus on leadership development, both within the business and the industry itself.”



ABBY MONCRIEF

Providence Hill Real Estate

“My vision is to remain focused and balanced. Real estate is a world that can completely take you over. So for me, I want to remain balanced and be able to serve my clients well.”

A Word from Our Sponsor:



TIFFANY STEVENS

Coach House Realty

“To this day, I create a goal board for each year. It's in my office. I like a visual reminder of what I am working towards.”

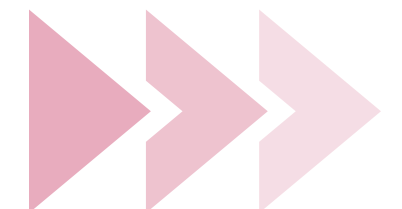
“My goal is to build lifelong relationships with my clients. It is very rewarding to be able to help them navigate through various life changes/stages, whether it be a happy or sad transition.”



KATY RICHARDS

Cinch Home Services

“Home warranties are the best risk management tool a Realtor can have in their toolkit. I feel comfortable marketing my product to my real estate clients because I feel I offer the best product available. It is one of the best contracts in our market.”





KATY A. RICHARDS

CINCH HOME SERVICES

MAKING HOME WARRANTIES A CINCH

When Katy Richards joined Cinch Home Services in 2013, she had already accumulated two decades of experience in the home warranty business. She was happy at her previous job, but when the Cinch Home Services team approached her, they presented an opportunity she couldn't refuse.

"Cinch was HMS at the time I joined them, and they came to me with a contract that I had never seen before," Katy reflects. "It was one of the best contracts I'd ever seen for a home warranty. While I was not unhappy with the present company I was with, I had to look at that contract. I want to market the best contract out there because it's that important to me that it serves my clients well."

Katy's decision to join Cinch Home Services is representative of her approach to the home warranty business. She's deeply committed to providing the top service to her clients.

THE EARLY YEARS

In the 1980s, Katy was a licensed REALTOR® and worked as a relocation director. She partnered with a local home warranty representative, who one day presented her with an exciting opportunity.

"They said they were opening up an office and would love to have me as a rep. Even though I loved doing relocation, I interviewed for the job and they offered it to me."

In 1993, Katy started in home warranties and grew the

...

home warranty business in Southern Virginia, Central Virginia, and Tidewater, catapulting her into a long and successful home warranty career.

A MARKET LEADER

Today, Katy is a senior account executive with Cinch Home Services. She works strictly on the real estate side of the business, marketing home warranty offerings to Realtors who, in turn, market it to their buyers and sellers.

“I am striving to service the largest market share in the area. I feel comfortable marketing my product

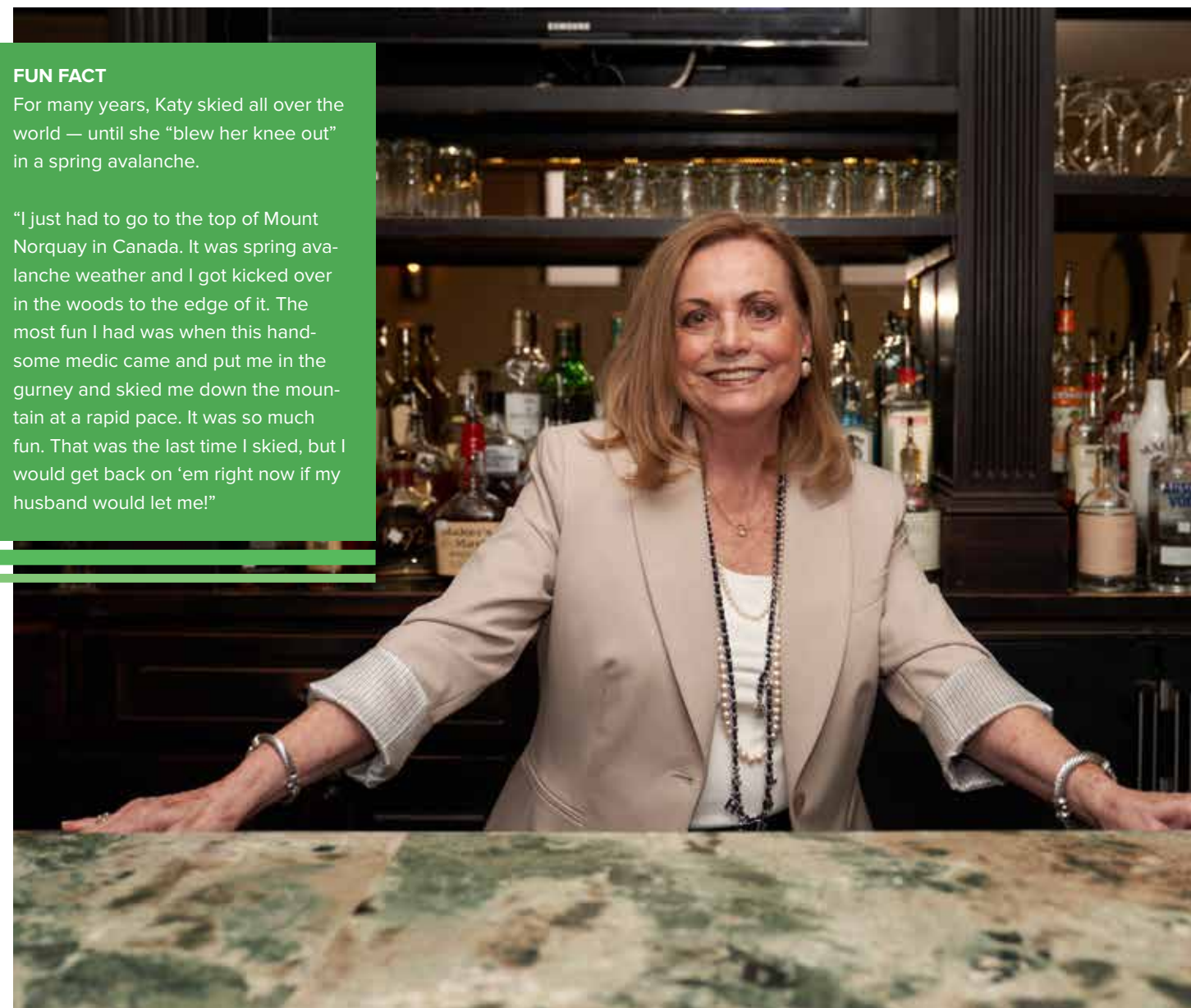
to my real estate clients because I feel I offer the best product available. It is one of the best contracts in our market. My customer service is second to none, and that’s how I built my business,” Katy says.

Katy thrives by helping others achieve their goals. In addition to her work serving clients, she teaches risk management to real estate agents, mentors peers, and stays involved in local and state real estate organizations. She is currently on the legislative committee for the Richmond Association of REALTORS®.

“Home warranties are the best risk management tool a Realtor can have in their toolkit,” Katy advises. “In this market, now more than ever.”

PERSONAL

Outside work, Katy lives an equally rich life. She’s been married to her husband, Vince, for 19 years, and they recently adopted a rescue puppy from Puerto Rico. They enjoy eating out at local restaurants and are avid art collectors, often visiting art auctions and estate sales together.



FUN FACT

For many years, Katy skied all over the world — until she “blew her knee out” in a spring avalanche.

“I just had to go to the top of Mount Norquay in Canada. It was spring avalanche weather and I got kicked over in the woods to the edge of it. The most fun I had was when this handsome medic came and put me in the gurney and skied me down the mountain at a rapid pace. It was so much fun. That was the last time I skied, but I would get back on ‘em right now if my husband would let me!”

Katy and her husband, Vince, enjoy dining out at local restaurants. Shown here at one of their favorites, Portico Restaurant & Bar.



Katy and Vince at home with Lola, their rescue dog from Puerto Rico.

Katy’s son, Jeremy, and his wife, Linsey, have given Katy three grandchildren, who are 13, 12, and 9. Jeremy and Linsey also work in the real estate industry.

When asked what she wants to be remembered for, Katy’s values of friendship and loyalty rose to the surface above all else.

“I just want to be remembered as a true friend.”

Cinch Home Services offers affordable home protection plans that help control the costs of appliance and system breakdown. Their warranties are backed by their market-leading,

180-day workmanship guarantee. For more information, please visit www.cinchhomeservices.com.



HD BROS

VIDEO PRODUCTION. REAL ESTATE MEDIA.



BOBBY COCKERILLE
PARTNERSHIP DIRECTOR

LET'S CONNECT!

bobby@hdbros.com
(571) 233-5327



FOLLOW US ON INSTAGRAM



SCAN FROM INSTAGRAM APP

[INSTAGRAM.COM/KRISTINBRINDLEYREALPRODUCERS/](https://www.instagram.com/kristinbrindleyrealproducers/)

 **OLD REPUBLIC HOME PROTECTION**



You're committed to your clients, and we're committed to you!
Add ORHP's home warranty to your winning team today.

Call or email me today
to learn more!

Mary Garner DeVoe
Senior Account Executive
800.282.7131 Ext. 1296
C: 804.453.8757
MaryGarnerD@orhp.com
my.orhp.com/marygarnerdevoe



People Helping People

This is a paid advertisement.



\$3 MILLION

DONATED THIS YEAR TO HELP
END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before?
That's why The N2 Company - the company behind this publication and 850+ others
like it - is financially committed to end human trafficking.

**FOR EVERY AD WE SELL, N2 DONATES ENOUGH
MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

The average Fortune 500 company donates about 1% of their profits to
charity. The N2 Company donates more than 2% of their gross revenue.

Thanks to the businesses within these pages, our Area
Directors, and readers like you, we're able to break the
chains of this horrible reality.

Visit n2gives.com to learn more about our fight.





agent spotlight ◀◀

By Chris Menezes
Photos by Cassie Strong Photography

tiffany STEVENS

coming full circle

Much of who Tiffany Stevens is and what she has accomplished in real estate comes from her childhood, growing up in a small town in Southern Virginia. While Tiffany's hometown of Clarksville happens to be the only lakeside town in the entire state, it also has only two stop lights.

"There wasn't much to do, and I often complained about boredom, but there is something to be said for life in a small town," Tiffany says. "I feel like my relational business approach may have sparked partially from my small-town upbringing. It's rare to find folks who have grown up in the same

place, going to school with and having friendships with the same folks from preschool through high school ... so many memories, so many stories, so many lifelong friendships."

In the same way that Tiffany's lifelong approach to relationships can be



Tiffany has promised her two boys, Sawyer (left) and Cash (right), that she will not miss any of their baseball games.

Tiffany Stevens formed the Tiffany Hite Stevens Group in 2013.



“I remember being so pumped up afterward,” Tiffany recalls. “The afternoon after returning home from receiving the brochure, I’d hit the road, stopping at each house in my neighborhood to sell the items. I’m sure the neighbors got so tired of seeing me knocking on their door, but I took it very seriously. I always picked my goal prize before I headed out door knocking. I always had that goal prize in mind, so I knew what I was working towards. To this day, I create a goal board for each year. It’s in my office. I like a visual reminder of what I am working towards.”

Kicking the small-town dust from her heels, Tiffany went on to earn a Bachelor of Science in Biology from Longwood University and continued in outside sales. After working as a claims adjuster for a national insurance company, she decided to combine her love of sales and interior design and become a real estate agent in 2004.



connected to how she formed relationships growing up in a small town, so can her love for outside sales. While Tiffany often felt her hometown was boring as a kid, she found excitement at a young age through sales.

“I was always selling something as an elementary school kid,” Tiffany says. “Each year, my parents would have a yard sale and I’d take inventory of my toys, put price tags on them, and set up my own sales table. I enjoyed negotiating, looking at my ‘income’ from the sale, and determining how to spend it, etc.”

In addition to those yard sales, each year a local sales rep would visit Tiffany’s elementary school and conduct a sales contest. They’d pass out brochures with items the kids could win and then hold a seminar where they’d present the sale items and describe the contest.

With a well-developed sales ability and knack for developing relationships, Tiffany built her real estate business on giving her absolute best to her clients, ensuring they receive a smooth and easy transaction, and always going above and beyond. She formed the Tiffany Hite Stevens Group in 2013, which, today, operates on 90 percent referrals.

“My goal is to build lifelong relationships with my clients,” Tiffany explains. “I get to know people personally and they become friends, I care about them, and it is very rewarding to be able to help them navigate through various life changes/stages, whether it be a happy or sad transition.”

When Tiffany isn’t out and about helping her clients, she can usually be found at the baseball field, where her husband, Kevin, coaches their two young boys. “I have committed to my boys that I won’t miss any of their games. They called me out about missing games a couple of years ago due to work, so I work hard not to miss a single one,” she says.

Ironically, the small town Tiffany felt so bored growing up in is where she enjoys spending her free time now. “Looking back, I should have not been complaining about boredom so much. If I’d known then what I know now, I’d have told my teenage self to put a lid on it and enjoy the peaceful tranquility of the nothingness, because it is quickly lost in adulthood,” Tiffany says.

As Tiffany continues in real estate, she is working towards the day where she either sells her business towards retirement or hands it down to one of her boys. When she does retire, however, she says she will most likely make their home on the lake in Clarksville, where they can relish every single minute of boredom with smiles on their faces.



— A B B Y — M O N C R I E F

▶ rising star

By Zachary Cohen

Photos by Sara-Scott Smith Photography



— P U R S U I N G B A L A N C E —

Before beginning her real estate career in late 2019, Abby Moncrief, a REALTOR® with Providence Hill Real Estate, spent eight years working with Comfort Zone Camp, a nonprofit that transforms the lives of children who have experienced the death of a parent, sibling, primary caregiver, or other significant person.

Abby landed at Comfort Zone Camp after obtaining a master's degree in counseling from Virginia Tech, and through the years, she worked in a wide variety of capacities and roles.

“My last role there was negotiating contracts and working with partnering organizations that would pay us to put on programs for the community,” Abby reflects. “So I built relationships, negotiated deals, and made sure they went through to fruition.”

While Abby cherished her time at Comfort Zone Camp, she realized that she had maxed out her growth potential. So she began to consider her next steps. With her third child on the way, Abby desired more flexibility in



Abby's three boys (from left to right: Bryant, Hilton, and Winston).

her schedule. That's when the idea of selling real estate surfaced. Her father has spent his law career in real estate and title insurance law. Abby had even completed an internship for a local real estate agent when she was in high school.

“I was trying to figure out, what else I could do? I've always been very entrepreneurial and sales-oriented,” Abby explains. “So I said, ‘I'm going to try

real estate.’ I knew I could tap into my counseling background and experience with negotiating contracts. It felt like a culmination of so many things pointing me toward real estate.”

BEGINNING ANEW

Abby was licensed in the fall of 2019, and she continued working part-time at Comfort Zone Camp through the summer of 2020.

...

...

“I had no intention of going full-time real estate,” Abby admits. “But then we had our baby in February 2020, and a week later, the world shut down.”

Abby was working to build a real estate business, caring for a newborn, and suddenly, her two older sons were home from school full-time. Something had to give. So in the summer of 2020, Abby quit her job at Comfort Zone Camp and went all-in on real estate.

“It’s gone amazing,” she beams. “I am so thankful and so blessed... I have loved every minute. It has allowed me the flexibility of being with my kids. My husband has been working from home and covering a lot of the load, but he supports that; he supports what I do.”

FAMILY SPOTLIGHT

Abby Moncrief and her husband, Kevin, are high school sweethearts. They have three children, Bryant (8), Winston (5), and Hilton (2).



In real estate, Abby is able to leverage the skills she learned in her prior roles for the benefit of her clients. She is a caring, nurturing force as an agent, but she also comes with the contract and negotiation skills to get a deal done. Abby considers herself an aggressive hard worker, and although her business is young, she’s entirely referral-based.

SEEKING BALANCE

One of Abby’s primary drivers to become a REALTOR® was her family. Real estate has provided her with the opportunity to be there for her children. Nonetheless, achieving balance is often an elusive goal.

“It’s not always easy,” Abby admits. “We have my parents and in-laws in

town. It means finding a nanny a couple mornings a week. It means being flexible so that maybe a neighbor takes a kid to something. But to me, it’s a trade-off. I’d rather do that than be stuck in an office 9 to 5 with no flexibility.”

Abby’s real estate career has had another unexpected impact on her family. She’s able to model success to her children.

“I see my five-year-old sitting at a desk playing real estate agent. He’ll say, ‘I’m selling a house, mom.’ I say, ‘How much is it?’ He says, ‘\$5.’ I say, ‘I want \$4.’ And we negotiate. I think that’s really neat to show my kids. I can still very much be a mom and be involved, yet I am also helping people in a different way.”

As Abby Moncrief looks ahead, she hopes to hone in on better balance, continue to grow her business, and most importantly, be the most present and caring mother she can be.

“
**I AM SO
THANKFUL
AND SO
BLESSED...**
I have
loved every
minute. It
has allowed
me the
flexibility
of being
with my
kids.
”



CATINA JONES

A DREAM REALIZED

► cover story

By Chris Menezes



Catina Jones was always taught to build something for herself in life, something completely her own that could not be taken away from her. Her father, Otis D. Hawkins Sr., instilled this lesson into her after being stunted in his own corporate career by systemic racism.

“My father encountered many situations, as a manager, where people he had trained were promoted over him due to the color of his skin,” Catina explains. “So he left that world and raised us to build our own thing that could not be taken away. He encouraged us to not become trapped by the glass ceiling in corporate America and to never let someone else dictate our worth or income.”

Catina watched her father start multiple businesses before finding the one

that really stuck — a residential and commercial security system business that he grew to become very successful. While Catina took her father’s lessons to heart, inheriting his tremendous work ethic, focus, and discipline, it took her some time to fully tap into her entrepreneurial side.

In fact, Catina was 30 years old before she realized she needed to heed his advice and start creating something all her own. She had spent 12 years working her way up in the banking industry, from stamping checks to managing large commercial accounts. Catina thrived in corporate sales and even became a sales coach before getting into commercial accounts at the bank.

Although Catina loved her job, she eventually started to hit that glass ceiling her father warned her about. “I was starting to be told there were no more

promotions and no way for me to move higher or be paid more than what I was making, even though I knew it wasn’t true. I knew I had to step out in faith and start something that couldn’t be taken away from me,” she says.

Catina loved the process and business of real estate. It wasn’t about the houses or the product so much as it was the relationship building, cultivating repeat business and a clientele through serving people, which was a talent and skill she had developed in the banking industry. She knew she could take what she did in banking and duplicate it in real estate.

Within six months of obtaining her real estate license in 2004, Catina was losing money by staying at the bank and decided to resign to pursue real estate full-time. She quickly became a top-producing agent, and



Catina Jones founded ICON Realty Group in February 2016. (Photo by Philip Andrews)

“

I KNEW I HAD TO STEP OUT IN FAITH AND START SOMETHING THAT COULDN'T BE TAKEN AWAY FROM ME



Members of ICON Realty Group (from left to right: Donna Williams; Dakia Knight; Catina Jones; Catina's daughter, Asha Wright; and Tiffany Smith). (Photo by Philip Andrews)

•••

after about 10 years in the industry, knew she wanted to have her own brokerage. By February 2016, she had formed ICON Realty Group.

Starting with a team of five, Catina resolved to take the first two years of opening her brokerage to establish the proper systems, operations, policies, and procedures that would allow them to grow. By year 3, they “pushed the on button” and opened their doors. Still, they took (and continue to take) a methodical approach to growth — only bringing on quality agents who had the same entrepreneurial drive and dedication to building a business that was exemplified so long ago by Catina’s father.

“We want people who are looking for longevity — creative and innovative people. We have a standard of excellence in our brokerage. I don’t expect perfection but the pursuit of excellence.

You can tell when you do business with an ICON ... we teach agents how to run a successful business and be a business owner. We also focus on leadership development, both within the business and the industry itself.”

Catina was voted Master Entrepreneur of The Year by Richmond Metropolitan Business League for 2021. She currently serves on the Real Estate Board for the Virginia Department of Professional & Occupational Regulation (DPOR), which sets laws and issues licenses to new agents, and also serves on the board of the Home Building Association of Richmond (HBAR). ICON Managing Broker Dakia Knight was also just nominated to the Association of REALTORS® and is looking forward to representing ICON there.

Catina devotes much of her attention these days to developing agents

and looking for ways to better their business. “As a broker, I put my agents first. They don’t work for me; I work for them. My leadership style is servant-based, and they know we are always available and accessible to support them as they service our clients,” she says.

When Catina is not working on her business, she loves traveling and spending time with her husband and business partner Robert D. Jones II, who specializes in commercial real estate. Catina has three daughters — Ashanti Wright, who is currently getting her master’s degree at the highly competitive VCU Brand Center; Amari Wright, who is currently attending the University of Richmond School of Law; and Asha Wright, who is a graduate of ODU and a top-producing agent with ICON. She also has two “bonus” children — Breyana Jones, a recent

Catina Jones’ husband and business partner, Robert D. Jones II, specializes in commercial real estate. (Photo by Philip Andrews)



“

BEING AN ENTREPRENEUR AND SUCCESSFUL BUSINESSWOMAN IS NOW A DREAM REALIZED.



Catina’s family (from left to right: Breyana, Robert, Catina, Ashanti, Isaiah. Middle: Amari. Front: Asha).

graduate of JMU; and Isaiah Jones, who is pursuing a career in music.

Catina and Robert enjoy going to wineries, listening to jazz, cooking, and entertaining family and friends at their home. They are currently splitting their time between Virginia and Florida, where Catina recently obtained her real estate license and is learning the market.

When asked if she has plans to expand ICON into Florida, Catina said, “You can’t keep a true entrepreneur down,” and laughed. As she continues building her real estate empire, there is only one thing Catina wishes could happen...

“I truly wish my dad was here to see how his example and counsel has worked in my life,” she says. “My dream has always been to make him proud. Being an entrepreneur and successful businesswoman is now a dream realized — both mine and his.”

Page Yonce | 36-Year Mortgage Veteran, Top Producer, Branch Manager, Vice President



The pre-approval puzzle is the **FIRST STEP** in the homebuying process. Be your client's champion, refer Page! Experience matters! Think... **FIRST PAGE!**

Call today!



Page Yonce
 NMLS# 320531
 O: 804.673.2150
 M: 804.356.7034
 E: pyonce@cfmortgagecorp.com
www.PageYonce.com



Every client's finances are unique to them. Putting the **pieces of their puzzle** together needs to be **handled with the best of care**. When **referring your clients**, send them to our **champion mortgage puzzle solver!**



NMLS# 147312 | This is an advertisement and not a commitment to lend.

TOP 100 STANDINGS

Teams and Individuals Closed Data from January 1 to March 31, 2022

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Disclaimer: Information based on MLS closed data as of April 5, 2022, for residential sales from January 1, 2022, to March 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.

TOP 100 STANDINGS

Teams and Individuals Closed Data from January 1 to March 31, 2022

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Disclaimer: Information based on MLS closed data as of April 5, 2022, for residential sales from January 1, 2022, to March 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.



Happy home buying season!
Call me to get you and your clients ready.
 Let your business blossom with our fast and simple mortgage process.



Robert Kfoury SVP of Mortgage Lending

C: (703) 927-9840 | Robert.Kfoury@rate.com | Rate.com/RobertKfoury

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. (20220317-1253172)

EQUAL HOUSING LENDER Robert Kfoury NMLS #828303; CA - CA-DFP1828303, DE - MLO-828303, DC - MLO828303, FL - LO96876, MA - MLO828303, MD - 828303, ME - Licensed, VA - MLO-52567VA | 385 Garrisonville Rd., Ste. 117, Stafford, VA 22554 | Guaranteed Rate, Inc., NMLS #2611; for licensing information visit nmlsconsumeraccess.org. • CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act • DE: Licensed by the Delaware State Bank Commissioner • DC: MLO828303 • FL: MLD-1102 • MA: Guaranteed Rate, Inc - Mortgage Lender & Mortgage Broker License MC2611 • MD: 2611 • ME: Supervised Lender License #SLM11302 • VA: Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769



TOP 100 STANDINGS

Teams and Individuals Closed Data from January 1 to March 31, 2022

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Disclaimer: Information based on MLS closed data as of April 5, 2022, for residential sales from January 1, 2022, to March 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.

MOVING & STORAGE SOLUTIONS

We are experts at determining your client's moving and storage needs and can offer **flexible solutions** for their particular circumstances.

- Local & Long Distance Moving
- Short-Term & Long-Term Storage
- Full, Partial, & Fragile Packing Services
- International Moves
- Crating and Specialized Handling



FREE ESTIMATES
(800) 849-3399 • www.dunmar.com

WHEN YOU WORK WITH US, YOU DON'T HAVE TO WORRY ABOUT THE ELEPHANT IN THE ROOM.

WHY WORK WITH US?

Weekly Loan Emails
to buyer, buyers agent, and sellers agent to keep them in the loop of where the loan is at in the process

On-Time Closing Guarantee

Experience
17 years in the industry
We have helped 12,000+ families purchase homes

Loan Programs Offered
VHDA, USDA, VA, Conv, CP, Dr. Loans, Jumbo, DPA, Bridge loans & more



FIRST HOME
MORTGAGE



PERRY SHELTON
Branch Manager | NMLS# 861228
(804) 419-0623
pshelton@firsthome.com
firsthome.com/location/richmond-ii



WEBSITE



15871 City View Drive, Suite 300-B, Midlothian, VA 23113
NMLS ID 2284885 | First Home Mortgage NMLS# 71603



GEORGE MASON MORTGAGE AND JOE DUNN YOUR LOCAL MORTGAGE LENDER

Spring is a great time for a mortgage checkup so let GMM, a direct local lender with in-house processing, underwriting, closing and funding, take care of your clients.



Welcome Home

ASK US ABOUT:

- ✓ Construction Loans
- ✓ Conventional Loans
- ✓ FHA, VA & USDA Loans*
- ✓ Flexible Credit Requirements
- ✓ Grant Programs
- ✓ Low & No Down Payment Options
- ✓ Renovation Loans
- ✓ Shop & Lock + Safe Rate Protection



JOE DUNN
SVP, Business
Development Richmond
NMLS ID: 160856
(804) 543-2261
jdunn@gmmlc.com

 **JOE DUNN**
IT'S A DUNN DEAL
WITH  **GEORGE MASON MORTGAGE**
www.gmmlc.com/joe-dunn