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If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at wendy@kristinbrindley.com. To view our magazine online, visit richmondrealproducers.com and look for "magazine" or scan this QR code. (Password: connecthere@richmond)



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▶▶ publisher's note



happy THANKSGIVING!

Dear Richmond Real Producers,

Happy November! November is a month of gratitude... It's a time to reflect on the current year and the year to come, and to say thank you to all the important people in our lives. Veterans Day is also this month. Thank you to all of our veterans!

We are so grateful for our amazing Richmond Real Producers community! Our mission is to connect, inform, and inspire this community. It is a badge of honor to be a Real Producer. Receiving this publication means YOU are in the top .05 percent of your industry. Congratulations!

One of the things that I'm always amazed to see is how much our Real Producers take ownership for their impact on the Richmond area and give back to the community. Thank you all for all you do!

We are grateful to be coming together as a community on November 10th from 1-5

p.m. for our First Annual Richmond Real Producers Mastermind. If you haven't received your exclusive invitation, email us at info@richmondrealproducers.com for information on registering. This is going to be an amazing, inspiring event with several of Richmond's top-producing expert speakers. We hope to see all of you there!

Thank you to our features who have shared their stories to inform and inspire this amazing, best-of community in the last year. Our favorite part of publishing is interviewing such talented, wonderful human beings!

Thank you to our preferred partners, without whom none of this would be possible. We are thankful for their support and for the Real Producers who referred them to us. As you know, all of our preferred partners have been referred and vetted by other Real Producers, giving us the most well-curated list of top

industry partners in the area. If you would like a personal introduction to any of our partners, please feel free to contact me. I'd love to help!

Last, but certainly not least, thank you to my team. The team here cares about our Real Producers community, our standards, and the voice we give to you, the Real Producers! Thank you Ellen, Ian, Wendy, Jaime, Ciso, Ellie, Mark, Carl, Gina, Lexy, Jess, Zach, and Philip. Thank you!!!!

If you haven't joined our private Facebook group, don't miss out! We publish your responses to "We Ask" questions in the private group!

With gratitude,



Kristin Brindley
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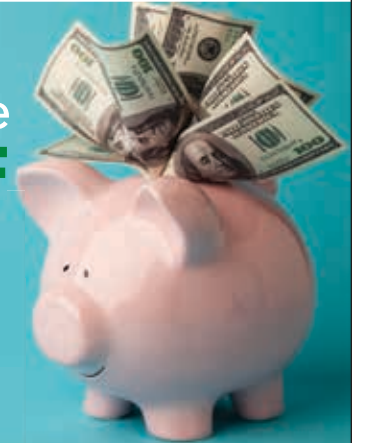
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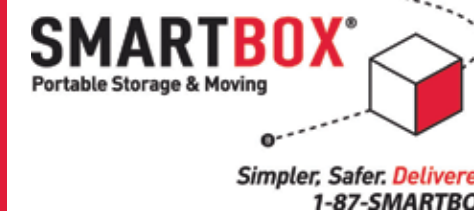


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Do you travel for Thanksgiving?



ANN MITCHELL
The Kerzanel Group, LLC

I have traveled for Thanksgiving because sometimes family is tricky. I travel with my husband and two daughters, and these trips are some of the best memories we have ever had.



TONDRA DEVAREL
eXp Realty

Yes, usually not out of state. More of a family affair to Chesapeake, Virginia.



JULIE CRABTREE
eXp Realty

Yes. We travel every year to the beach for Thanksgiving. We have all of my in-laws, my mom and brother and their significant others over. I throw all the family events now.



PATRICK GEE
Long & Foster Real Estate

Sometimes. I'm married with four kids. So we rotate visiting family members and travel to be with certain families in certain years.



PEYTON BURCHELL
Hometown Realty

No Thanksgiving travel.



ZHANNA SHUPARSKA
Joyner Fine Properties

We stay home for Thanksgiving. We have friends and family over, sometimes close to 50 people around the holidays.



ERNIE CHAMBERLAIN
Hometown Realty

Yes. It depends on the year. We travel quite a bit, often to the Outer Banks.



SETH SCHEMAHORN
Keller Williams Realty

Sometimes, yes. I love to go to northwest Arkansas, where my mother lives. I am an avid biker, and my dog and I go play outdoors when we go to visit. My brother and sister-in-law live in Durham, North Carolina, and I sometimes travel there to see them.



KEVIN LONG
Hometown Realty

We used to go up to Maryland to visit an aunt. Since our family has expanded, we stay in the Mechanicsville area.



JENNIE BARRETT SHAW
Joyner Fine Properties

Sometimes, I host. Or I visit family in Charleston, South Carolina.



DAPHNE MACDOUGALL
Joyner Fine Properties

No, I don't travel for Thanksgiving.



CHRISTINA BACON
Keller Williams Realty

Not usually. It's literally my most favorite holiday. I love, love, love my big Italian family, and we all get together. Family is everything to me.



KRISTIN WOOD
Keller Williams Realty

I do not. I host Thanksgiving at my house. I invite clients, friends, the team, and family. I go on vacation at Christmas.



ELLIOTT GRAVITT
Providence Hill Real Estate

This year, for Thanksgiving, we are celebrating my in-laws' 50th wedding anniversary in Williamsburg. Normally, I either stay in town or go to Pennsylvania (where my wife is from).



TOMMY SIBIGA
Hometown Realty

We used to always drive to my older brother's house back in Virginia Beach for Thanksgiving. But once our kids got a bit older, we were able to stake a claim on hosting our own Thanksgiving meal and now alternate between our house and the in-laws'.



VIRGINIA LEBOUGH
Long & Foster Church Hill

I normally go to my in-laws' for Thanksgiving. They live in Portsmouth.



MAURA LONG
Hometown Realty

We used to travel a lot. I am the youngest of four siblings, and now we are into the "baby stage" of the family. So we stay local now and throw a loud party at someone's house.



KAITLYN GWALTNEY
Hometown Realty

We do not. We are in the process of building a new house and close at the end of September. We are looking forward to hosting the whole family for the first time ever at our new house.

...

...



ROBERT RANSOME
Ransome Realty Group

Usually, I don't. I'm here locally with my parents and brother. We usually hang out at my parents' house for Thanksgiving.



ALLI TAYLOR
Keller Williams Realty

We used to travel to Alabama to see my husband's family, but now we actually host Thanksgiving ourselves. It is our favorite holiday. We got married the week before Thanksgiving and had a Thanksgiving dinner for our wedding meal. So we got to share Thanksgiving dinner with our closest friends and family. It is a super special holiday for us.



KIM WRIGHT SEBRELL
Keller Williams Realty

I host Thanksgiving at my house almost every year. My whole family just comes and I love to entertain.



BRANDON SPURLOCK
Providence Hill Real Estate

We usually stay pretty local because all of our family is within an hour of Richmond. That allows us to see almost all of the family in a couple of heavy meals.



OWEN THATCHER
Providence Hill Real Estate

Yeah, we travel down to Virginia Beach. My family is from there.



ANNE THOMAS SOFFEE
Small & Associates, Inc.

We go over the river and through the woods. We go to my aunt and uncle's house in Nottoway County.



NOAH TUCKER
Hometown Realty

Yes, we do. We typically try to head home Wednesday through Sunday. We spend one day at my mom's house with her. My wife's family has adopted having a Saturday Thanksgiving, so that's the day we gather at their house. Then, we head to my dad's house for the third Thanksgiving dinner, and we always prepare ourselves for the UVA versus Virginia Tech game. Go Hoos!



LACEY KEARNEY
Providence Hill Real Estate

Yes. Typically, we alternate Christmas and Thanksgiving between Richmond and Lexington, and this year, we are going to Lexington.



KACIE JENKINS
Hometown Realty

When I was a kid, we traveled for Thanksgiving. My dad is one of seven, and everyone would go to my grandparents' for Thanksgiving. As we grew, so did the amount of people who would come. I remember one Thanksgiving, there were 34 people and four dogs in my grandparents' huge house. Now that my grandparents have passed, Thanksgiving is usually at one of our parents' houses here in Richmond. Thanksgiving is never complete unless we watch the Macy's Thanksgiving Day Parade and have a huge charcuterie board for lunch.



BRADLEY GAMLIN
Advanced Home Inspection

No, our house is the hub of activity for our friends and family on the East Coast. We typically have 50 to 100 people throughout the day. Multiple turkeys, hams, and Ribbe (Scandinavian holiday feast).



SARAH HOLTON
Napier Realtors ERA

Our families live all over the United States, so typically, we stay in Richmond for Thanksgiving. We will celebrate with friends or just ourselves. Sometimes, we are lucky enough to have family come and visit us for Thanksgiving.



KATHRYN RICHARDS
Cinch Home Service

No, we stay home and have a nice quiet holiday.



LAUREN GERARDI
Liz Moore & Associates

Yes. Both of my sisters live in Austin, Texas, and I like to go out and visit them. We have a sister Thanksgiving with some great bonding time and then they travel here for Christmas.



VENUS BOLTON
Blue Ocean Realty

Thanksgiving is a time of year we look forward to with our family. We typically do not travel during this holiday. There have been years we've eaten with one side of the family and done breakfast the next day with another. For many years, when my father was alive and not mobile, we always spent the holiday at my parent's house. After his passing, we have gotten together with extended family, host ourselves, or visit with one family and have dessert with another. We have a goal, as a family, of one year, packing up and enjoying Thanksgiving at a beach house together.

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SELLING INHERITED PROPERTY

Thanksgiving is a special time of year to reflect on what you are most grateful for. For many, this involves a large meal and a gathering of family and friends. For others, this time of year can be difficult for those who have recently lost a loved one. In addition to grieving the loss, they may feel overwhelmed with the process of handling the person's estate. Enlisting the help of a licensed REALTOR® who can assist in selling the deceased person's real estate efficiently can help ease this burden.

When representing a client who is trying to sell estate property, a Realtor should pay careful attention to who will need to be involved in the transaction and how the parties are named in the contract.

A person either dies intestate (without a valid Will) or testate (with a valid Will). It is important to ask your client at the beginning of the listing process which of these applies to the deceased owner of the property. Although this may seem like an uncomfortable and intrusive question to ask, it will ultimately put everyone in the best position to have the contract executed correctly and increase the likelihood of a smooth closing.

If a person dies without a Will in Virginia, the laws of intestate succession set forth who inherits the real estate of the decedent at the moment of their death (VA Code Section 64.2-200). Reach out to a local real estate attorney if you need assistance

interpreting this statute. Every heir at law will need to be involved in the real estate transaction and sign the purchase agreement. Otherwise, the contract is not considered fully ratified and you may run into enforceability issues as you make your way towards closing. If there are numerous heirs, some of whom are not local, it may take additional time to get their signatures on the contract. Your client may inform you that they are the Administrator of the intestate estate and therefore the only party needed to be involved in the sale. However, in Virginia, the Administrator does not have power to sell real estate unless they obtain a court order.

If a person dies testate, it can be extremely helpful for the Realtor to obtain a copy of the Will early in the process and, with their client's permission, send it to the attorney that is going to be handling the closing to review. It is also important to inquire if the Will has been probated. If it hasn't, that will need to be done prior to closing. If the real estate being sold is located in a different jurisdiction than where the Will was probated, a certified copy will need to be recorded in the Circuit Court Clerk's Office where the property is located. The Will may contain a provision that grants the named Executor the authority to sell the deceased person's property (often incorporated by VA Code Section 64.2-105). If this "magic language" is included, the Executor (assuming he/she qualified) should be the only required party on the contract. However, if the Executor was not given authority over the real estate, the beneficiaries named in the Will hold the power of sale and will have to sign the real estate contract.

It is important to try to gather as much information as possible about the deceased person's estate from the get-go. By asking the right questions, you may discover that there are additional persons that will need to be involved in the transaction and sign the contract. You will be thankful you asked!



Katie Redwood is a partner at Tluchak, Redwood & Culbertson, PLLC. She has been a licensed attorney practicing real estate law in Virginia for over seven years. Outside of the office, Katie enjoys golfing and eating at local restaurants in Richmond, and is an avid Hokie fan.

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



JAMES NAY

River City Elite Properties

"I might not be in the business for 20 years or know the answer to every question, but I will let you know if I don't know, find the answer, and help you. I think people respond really well to that approach."

"It's all about availability... The biggest thing is simply being there, being ready to answer the phone, being ready to show up and meet folks."



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if there was ever a need to use it. The big thing I try to express to Realtors and lenders I work with is anytime I'm working with their clients, I'm going to make them look like a rock star."

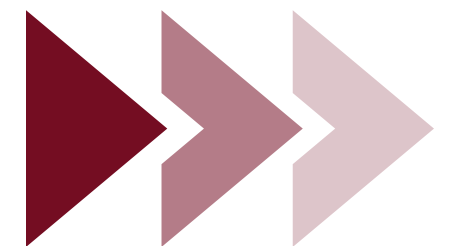


ASHA WRIGHT

ICON Realty Group

"Even in times where you may doubt yourself in an industry so quick and dynamic, don't stop. Plan, plan, plan. My success was not a surprise to me; it was planned. Visualize and manifest what you

want in life and stick to it."



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▶ partner spotlight

By Zachary Cohen



Photo by Philip Andrews



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THE EARLY YEARS

As he approached his high school graduation in the early 2000s, Will planned to enlist in the military. His grandfather, who raised him, was a Marine, and Will had a strong affinity for those in the armed forces. Yet, as Will neared graduation, he paused.

“I really wanted to do it, but I was also a little nervous,” Will says frankly. “About what, I couldn’t really tell you, but I wanted to take a year to see if the military was really what I wanted to do.”

Will landed a job at Geico and immediately took a liking to the insurance world. Within six months, he moved into sales, leaving his military dreams in the rearview mirror.

A WEALTH OF EXPERIENCE

Over the next decade-plus, Will held various positions within the insurance industry. He worked in Geico’s Virginia Beach corporate call center, helped open a Geico office in Richmond, and even sold insurance in Las Vegas for two and a half years. ...

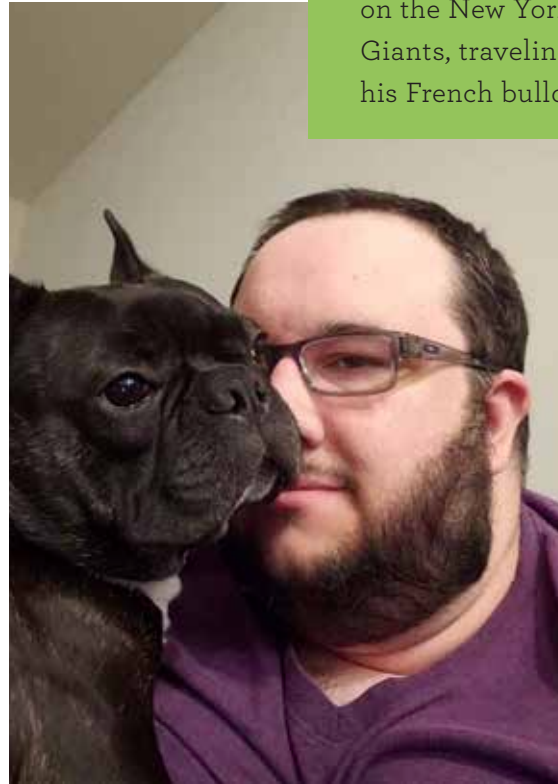
JUST THE BEGINNING

From early on in his insurance career, Will Finnell dreamed of opening a franchise. That dream finally came to fruition when he opened a Goosehead Insurance agency in Richmond, Virginia, in early 2022.

“It took longer than I would have expected, but here I am,” Will says with a smile.

Will brings nearly two decades of experience and a wealth of insurance knowledge to his new venture. He’s focused on building relationships one client or partner at a time and serving the Richmond community.

••• “In March 2020, I had the opportunity to move back to Richmond to help run the office here. I jumped at that because the call center atmosphere versus the small office vibe is night and day. The stress level is so much lower,” Will reflects. “And when I was in the call center, it was about giving information and getting onto the next call. I didn’t get to spend time with the client, and that was one of the things I personally like most.”



BEYOND INSURANCE

Outside of work, you’ll find Will cheering on the New York Mets and New York Giants, traveling, or spending time with his French bulldog, Jax.

Will is just beginning his journey as a business owner, but with over a decade of experience in the insurance industry and the drive to execute for his clients, his future is bright. He plans to grow the business steadily, add more agents, and expand Goosehead’s footprint.

“My goal within the next 12 months is to have the business going strong

to where I can bring on a producer to train and start to grow the business out little by little,” he says. “By 24 months, I want to add a second one, and then every eight to 10 months, add a producer to grow the agency. The first year is the toughest part...”

Building a business isn’t easy, but Will has shown that he has the experience and the drive to do it well.

Will Finnell is an insurance agent and owner of Goosehead Insurance – Finnell Agency, located in Richmond, Virginia. For more information, please call Will at 804-489-2370 or email him anytime at william.finnell@goosehead.com.

During his time in Richmond, Will revisited his dream of opening an insurance office, and in early 2022, that dream became a reality.

GOOSEHEAD INSURANCE

With Goosehead Insurance, Will is focused on building relationships with local REALTORS®, lenders, and clients. He’s a relationship-based insurance agent with the experience to serve clients of all types. He works with over 45 insurance providers, allowing him to shop the market and provide clients with the best rates and options available.

“I want to make it super easy for clients by doing the shopping for them. I’m going to find the best policy to protect you and your new home. I’m really big on educating the customer and spending time with the client to ensure they are getting good coverage and are educated on how their policy will protect them if there was ever a need to use it,” Will says. “The big thing I try to express to Realtors and lenders I work with is anytime I’m working with their clients, I’m going to make them look like a rock star.”



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By Heather Spruill
Photos by Philip Andrews



A Millennial on the Rise

From a young daughter of a successful broker to a powerhouse in her own right, Asha Wright has been a phenomenal trailblazer and example for fellow and future millennials attempting to take on the real estate industry. Though the housing business is littered with seasoned agents and brokers, her innovative approaches and ideas regarding community projects and assisting her clients have put her in a category all her own. While recognized for all her achievements, Asha's humbleness and tenacity continue to define her as a one-of-a-kind agent.

LEARNING FROM LEGACY

As a young girl, Asha didn't realize she would live under the same roof as the woman who would later be her boss and mentor. When she was 9 years old, her mother, Catina Jones, left the corporate world to pursue her own realty business. During her mother's entrepreneurial journey, she and her two sisters tagged along to open houses and meetings and watched Catina in action. "Seeing our mom in her natural element... She was truly a boss and

icon," Asha reflects. Inspired by her mom, Asha, too, became enamored of the real estate industry.

In 2017, she obtained her BBA from Old Dominion University and started her career in a corporate position, but soon after felt unfulfilled. Like her mother, Asha knew her natural leadership skills and risk-taking abilities were not being utilized and desired to make a change. She reflected on her mother's go-getter attitude and success in starting her business and decided to take real estate courses in the hopes of becoming a REALTOR® herself.

AGE KNOWS NO LIMITS

At 22 years old, the recent graduate sat in rooms with older, aspiring or seasoned agents preparing to work. No one in attendance was in her age bracket, but that did not deter her.

"I knew I had to focus on my craft and build an unbreakable level of confidence to ensure my clients that they were in the capable hands of a young adult," Asha says.



After completing her classes, Asha joined ICON Realty Group in 2018. While shadowing her peers and learning more about the art of transactions, she took on her very first client. At the beginning of her client's homebuying process, Asha, in her efforts to find that perfect home that suited all of their needs, showed her client 10 different properties. Though the process was extremely daunting,

... this young agent showed nothing but compassion for her new purchaser. Asha saw the emotional journey her client had taken to finally find the home of her dreams and decided to deliver that same compassion to her future homebuyers from that day forward.

Asha's first personal homebuying experience at the age of 25

only further solidified her motivation to help her clients in any way she could.

"I experienced myself in my clients shoes and recognized their perspective as a purchaser. It's simple to find homes for others, but when you are looking for something yourself, you develop more sympathy and understanding for their process," Asha explains.

Asha had found her real estate angle: to be a liaison between a family's dream and their most significant investment — their home. In 2021, Asha quickly became a successful agent at her firm and earned recognition as Top Producer at ICON Realty Group at age 26.

SUCCESS IS PLANNED

Asha is determined to prove that she can learn from the best of the best and take on any task. She has quickly gained a diverse portfolio of clients, including investors, property builders, and multiple homeowners. Her hard work and dedication led her to take on a project in the North Hill community called Historic Church Hill, where she

and her mother have listed more than 34 single family homes.

"Working with my mom is seamless," Asha says. "She doesn't expect anything less from me. She works hard to make sure that I develop all the skills I need to be a strong agent and broker."

Acknowledged for many accomplishments by her peers, Asha knew there was still room for growth and learning. So at the beginning of 2022, before her 27th birthday, she took on more real estate courses and earned her broker's license. With all that she has learned from her mother's legacy and her fellow seasoned brokers, Asha is also guiding and mentoring new agents in all things real estate. It is Asha's wish to instill in those who, like her, have the readiness to learn that success is not planned but it is learned and earned.

"Even in times where you may doubt yourself in an industry so quick and dynamic," she advises, "don't stop. Plan, plan, plan. My success was not a surprise to me; it was planned. Visualize and manifest what you want in life and stick to it."



“MY SUCCESS WAS NOT A SURPRISE TO ME; IT WAS PLANNED.”

Asha Wright is a rising star at ICON Realty Group.

JAMIES

NAY

*THE SPARK
THAT LIT
THE FIRE*

By **Zachary Cohen**
Photos by **Philip Andrews**

James Nay developed a deep curiosity about the real estate business early in life. His father worked as a REALTOR® for several years during James' childhood, and the business made an early impression upon him. The spark that was lit in those years would later ignite the fire that has made James one of Richmond's — and one of the nation's — top real estate agents.

BEGINNINGS: LIGHTING THE SPARK

By the time he got to college at Old Dominion University, James had developed a passion for sales.

“Throughout high school and college, I had that entrepreneurial spirit. I had started a clothing line in college, where we sold merchandise for musicians and small companies. From clothing to headphones to skateboards — you name it, I've sold it. There was a period in college when I bought and sold over 20 cars. I've always had that interest in sales and the art of a deal.”



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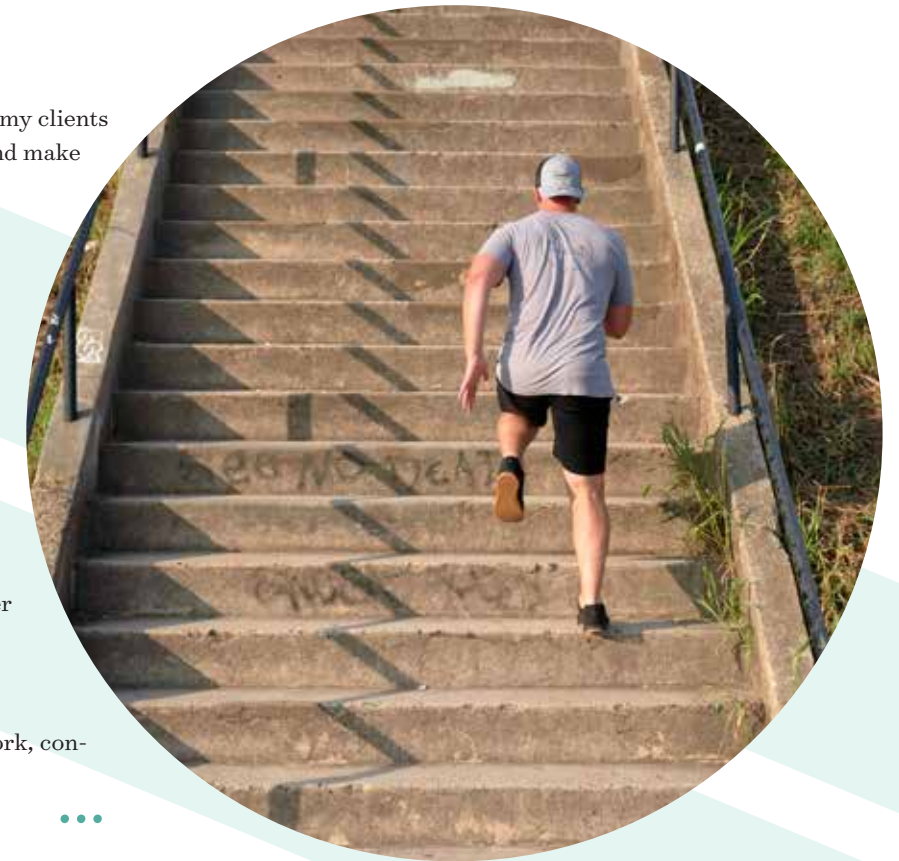


“It was kind of perfect timing. One of my clients gave me the confidence to go ahead and make that jump.”

ASCENSION

James found success faster than most. By leveraging his sphere of influence — he’s a Richmond local, after all — he was able to close 24 homes his first year. He’s increased his sales every year since: 63 homes in 2017, 104 homes in 2018, 118 homes in 2019, 163 homes in 2020, and a staggering 181 homes in 2021. In 2022, James is pacing to close over 190 transactions as a solo agent with River City Elite Properties.

James’ recipe is quite simple: hard work, consistency, and sticking to the basics.



After studying economics, James returned to central Virginia to become a personal trainer. The pay wasn’t great, but he loved his work. He found incredible fulfillment from helping others achieve their goals and dreams.

“It was similar to real estate in the sense that every day is different, every client is different, and the main goal is to help them achieve their goal,” James reflects.

Throughout his years as a personal trainer, James kept his eyes on a career in real estate. He understood that he needed a buffer fund to start the business, so he lived frugally and saved up \$10,000 to get his real estate career off the ground. One of his clients, a successful Realtor herself, gave James the final push into the business.



Prior to real estate, James Nay was a personal trainer.



“I believe that I’m the hardest-working agent. It’s all about availability. I don’t have kids yet at this point in my life, so I’ve been able to be flexible and available seven days a week, 365 days a year. The biggest thing is simply being there, being ready to answer the phone, being ready to show up and meet folks,” James says.

Humility has also been an essential part of his recipe.

“I might not be in the business for 20 years or know the answer to every question, but I will let you know if I don’t know, find the answer, and help you. I think people respond really well to that approach.”



“

SELLING MORE HOMES IS THE FUTURE. I’LL BE ENGAGING AND STAYING IN TOUCH WITH CLIENTS AT A HIGHER LEVEL AND KEEPING IT SIMPLE.

”

STILL GROWING

Despite James’ impressive sales statistics and his top-100 national ranking, he’s still focused on growth. He recently added a second full-time administrative assistant. He also runs an investment business; he’s currently flipping around 10 homes a year with his partner, Hall Design Company.

“For me, it’s all about continuous growth in all areas... I’m really excited about having two admins and seeing what we can do to love on past clients even more. Selling more homes is the future. I’ll be engaging and staying in touch with clients at a higher level and keeping it simple. I feel excited and confident.”



BEYOND REAL ESTATE

James Nay and his girlfriend, Robyn, have been together for five years. In his free time, James enjoys working out and traveling to the beach. He’s also involved with Caritas, a non-profit that aims to end homelessness and addiction while serving the oppressed.

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Holiday

HOME PREPARATION

By Shauna Osborne

The air is crisp, the leaves are changing, and the holidays are just around the corner! The cheerful months of November and December always fly by, but a little advance cleaning and organizing can help keep holiday entertaining worries at bay. Here are a few home-preparation tips to make your space fresh, festive and ready to entertain!

Prep appliances.

Prepare appliances for the holiday cooking overload with a thorough cleaning and inspection.

- Check the temperature reading with an oven thermometer to ensure accuracy.
- Remove all food residue and build-up in the washtub, drain and around the door of the dishwasher.
- Sharpen kitchen knives.
- Clean out refrigerator and freezer, checking for blocked air vents.
- Replace worn flapper valves on toilets (and don't forget to provide plenty of extra toilet paper and a plunger)!

Organize living spaces.

Focus on beautifying areas guests will see most, like the front porch, entryway, kitchen, living room and bathrooms. Stash away easily decluttered items, which gives the illusion of clean space (even if it isn't).

Safeguard your home.

Here, an ounce of prevention prevents a pound of cure.

- Always keep windows and doors locked.
- Don't advertise big-ticket gifts by putting boxes outside the home.
- Lock away all medications, firearms and household chemicals.
- Never leave open flames unattended.
- Utilize light timers to regulate electricity usage for decorations.

Stock up on essentials.

A few days before having houseguests, inquire about favorite snacks and drinks, and stock up on those items, as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars. Stock up on essentials like paper towels, tissue, toilet paper, hand soap and toothpaste to have on hand.

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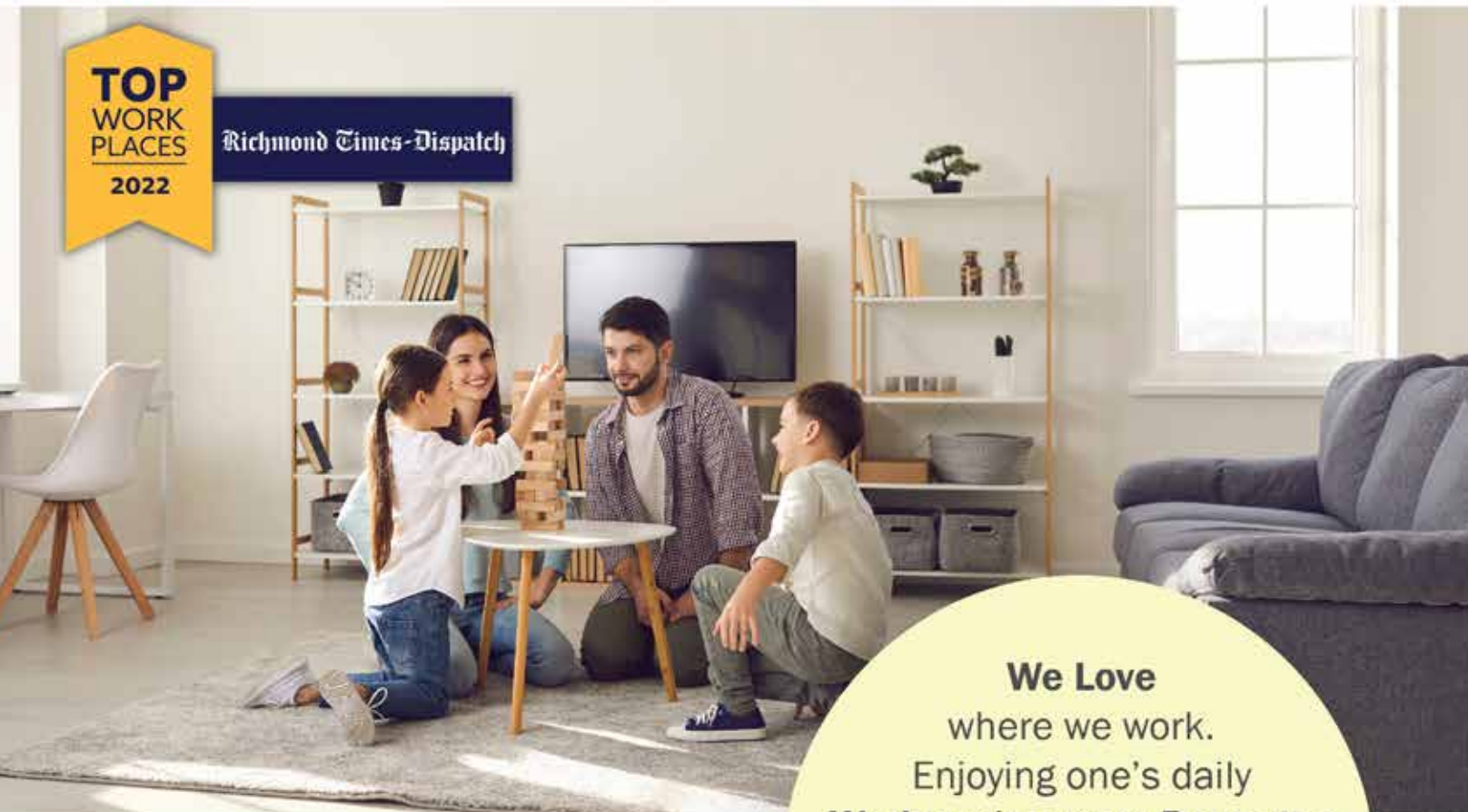
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TOP 100 STANDINGS


Teams and Individuals Closed Data from Jan. 1 to Sept. 30, 2022

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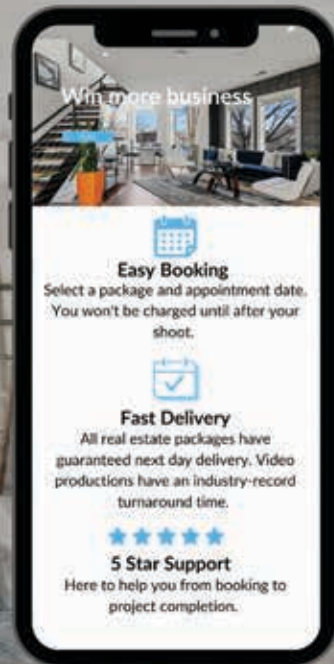
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