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Cover photo courtesy of Philip Andrews.



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▶ publisher's note

GEARING UP FOR FALL!

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— Nathaniel Hawthorne

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Dear Richmond Real Producers,

It was a joy to see everyone in their finery at our Casino Royale event in July. We truly enjoyed the event and hope you all did too! Check out photos from the event on pages 18–21 in this issue. We look forward to seeing you all again at our next *Richmond Real Producers* event and will be sending you info on the next get-together soon!

As always, I want to extend a sincere thank-you to all of our partners who are supporting *Richmond Real Producers*. It is thanks to you that we are able to put on such amazing events for this special community. This month, we welcome new partner, Classic Granite and Marble. We're so glad you've joined us!

As we gear up for fall, we hope everyone has had a chance for a little R&R this summer because ... fall is Go Time. Let's go, Real Producers!

All my best,



Kristin Brindley
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FOOD FOR THOUGHT

Who am I being in this moment?

What are your Favorite Fall Traditions?



STEPHANIE BROWN
SBRG Real Estate

Thanksgiving is my favorite holiday! But we also RV camp in the fall and watch a lot of football... My husband likes the Giants, and my son roots for the Carolina Panthers.



AINSLEY DILLON
Clocktower Realty Group

Hire a driver for clients and friends and host small gatherings at local wineries, enjoying the foliage and atmosphere.



CHAD SEAY
Seay Real Estate

We used to go to Graves Mountain Lodge with the family for apple picking, hiking with family in the Cascades, and the State Fair.



WES FERTIG
Joyner Fine Properties

Three Great Danes ... load them up in the Jeep, go to Charlottesville/Skyline Drive and go on a hike in the mountains. Make a stop at a vineyard.



TODD BOYD
Boyd Realty

I grew up in West Virginia so hiking in the mountains in the fall is magical.



KRISTIN BERAN KRUPP
Shaheen, Ruth, Martin & Fonville

Outside of Charlottesville ... we go to apple orchards and pumpkin patches in Richmond. I love to see the leaves change and go to the mountains.



CHRISTA KOSHOCK
SBRG Real Estate

Going to a local pumpkin patch and going on the hayride. As it's still warm in the area, stand-up paddleboarding.



CASEY SMITH
Valentine Properties

Going to Chesterfield Berry Farm, and to pumpkin patches, and carving pumpkins (Halloween cat).



JAMIE YOUNGER
Long & Foster Real Estate

Boating on Lake Anna.



WANDA BROWN
SBRG Real Estate

Thanksgiving, the only time the entire family can come together.



LACEY COOKE
ERA Woody Hogg & Assoc.

Trip to Charlottesville to the wineries and to enjoy the mountains.



KYLE LINEGAR
Boyd Realty

Virginia Tech Football games and going to the Keys to visit family.



MAYA BARNES
SBRG Real Estate

Friendsgiving — potluck-style.



STONEY MARSHALL
Hometown Realty Services Inc.

Pumpkin Patch at Lloyd Family Farms.



ASHA WRIGHT
ICON Realty Group

Winery tour in Richmond. Going to Napa Valley.



CHRIS SMALL
Small & Associates Real Estate

Thanksgiving.



ZACH FAUVER
eXp Realty

Apple picking.



BROOKE BARNARD
River City Elite Properties

We love to go hiking in the fall when it is a bit cooler and the leaves are starting to change. Virginia is a beautiful state to enjoy the fall!



SARAH HOLTON
Napier Realtors ERA

Big Green Egg brick-oven pizzas and s'mores by the fireplace.



MARY SELF
Clocktower Realty Group

Apple picking in Charlottesville, taking in the beautiful views.



ANNA LOBKOV
Hardesty Homes

Taking my daughter trick-or-treating for Halloween.



JULIE SMART KOOB
Napier Realtors ERA

Favorite fall tradition? Hellooo... Hokie Football! We are a three-generation Hokie family. My dad is Class of 1971, I'm 1992, and my daughter will be Class of 2023! #LetsGo





JAMES NAY
River City Elite Properties

We love to go apple picking at Carter Mountain Orchard on our way to a UVA Football game!



KEIA EVANS
Samson Properties

Shenandoah Mountain scenic rides and going to haunted houses.



MEGAN NAPIER
Napier REALTORS® ERA

I was born in October, and it's my favorite month! I love picking apples, going to wineries during that time of the year, and I host a big client event in the fall each year.



RONNIE BURNETT
ERA Woody Hogg & Assoc.

Anything Halloween related! Hay rides, ghost hunts, and apple-picking orchards.



DANIELLE BOWERS
Virginia Capital Realty

Finding new pumpkin patches, church events, trunk-or-treats, fields for sunflower picking. Local community events. Fall oyster roast at Tredegar Works. Bonfires and s'mores.

As a family, we love sitting around the fire pit and making s'mores! We enjoy visiting various local pumpkins farms while enjoying a hayride or sweet treats! We later enjoy carving them, to place on our front porch to illuminate the steps with their lanterns. In addition, the fall is a great time to give to a local charity or volunteer at a food bank. The children get to experience service and understand the meaning of giving before the winter season begins. Lastly, this is the time of year I host a community appreciation event with music, where I give out pies or another sweet treat and light refreshments to see past clients and those in the area who want to stop by and get real estate information and guidance. It's always a great time, and you never know what the weather will bring in the fall in Virginia!

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- Frank Cava, Cava Companies



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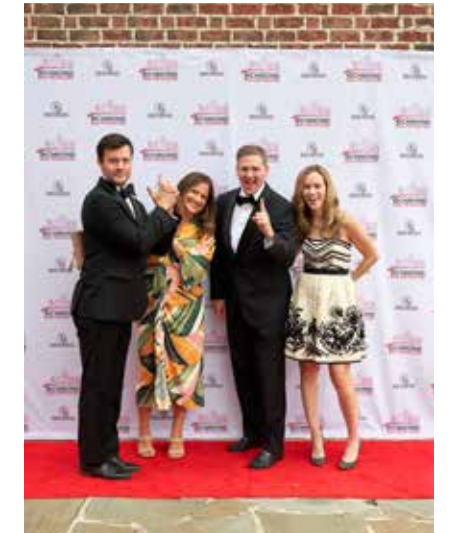
Our Casino Royale event at 5400 Newbys Bridge Road, Chesterfield, VA, on July 14th was a HIT! Thank you from the bottom of our hearts to everyone who joined us and played in our Texas Hold 'Em Tournament for **Love Justice International!**

A huge thank-you to our generous sponsors: **Robinson-Harris Title & Escrow, Joe Dunn with George Mason Mortgage, Philip Andrews of Virginia Architectural Imagery,**

HD Bros, Tom Dillon of Moet Hennesey and Catoctin Creek Distilling Company — this event's success was made possible because of you! Thank you to **James Nay** for your incredible listing, **Chef La Pierre** for curating delicious food for the evening, **U.S. Casino Rentals,** and the amazing **DJ team from Gold Event Group!** Last, but not least, thank you to the talented bartenders. We can't wait to see you at our next event!

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





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 "Just be honest, and embrace the fact that you don't know everything. And always remember that everyone runs their own race."
 "I think if you focus too much on the future, you lose sight of the present."

Favorite Quote: Life is 10% what happens to you and 90% how you react to it. —Charles R. Swindoll

Favorite Quote: "Always learning and moving forward with a smile!"

A WORD FROM OUR PREFERRED PARTNER:

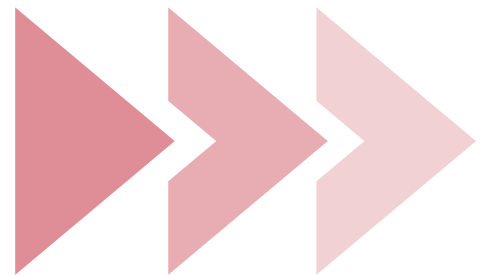


LAUREN BAUST
JOYNER FINE PROPERTIES
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PHILIP ANDREWS
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 "I love the storytelling part of photography. A lot of real estate photography is very cut and dry, matter of fact. They shoot the house at different angles, and that's it. I tell a story. I think every house has a story to tell, and my job is to tell that story to help it get sold."

Favorite Quotes: "It always works out the way it's supposed to," and "I will do whatever I can to help wherever I can."





PHILIP ANDREWS

VIRGINIA ARCHITECTURAL IMAGERY

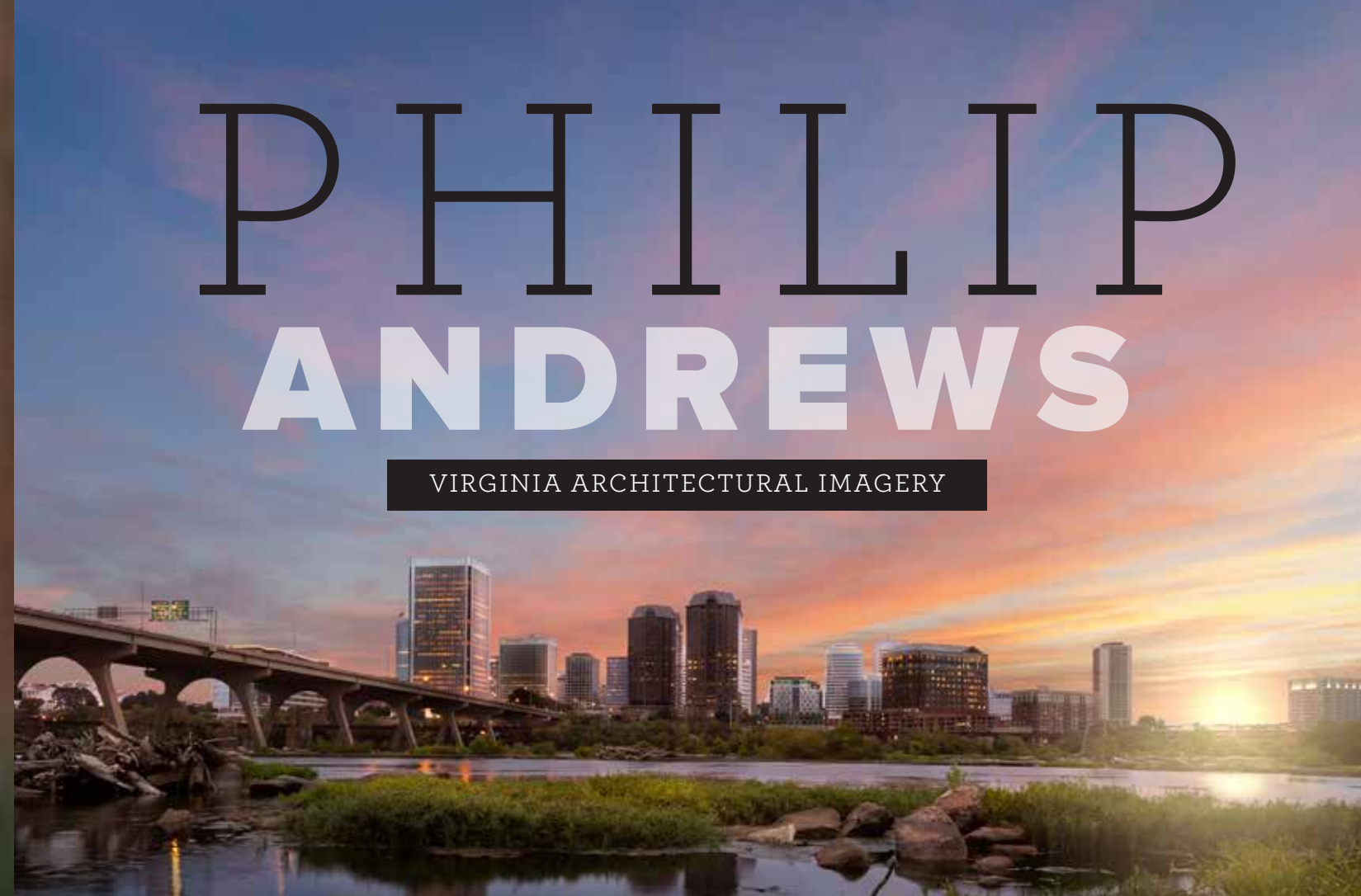


Photo by Philip Andrews | Virginia Architectural Imagery

SHARPENING HIS CRAFT

Philip Andrews' photography career began with the search for a new hobby. Little did he know that his search would eventually blossom into a thriving career as a real estate photographer.

Philip's photography journey began in 2015.

"I really needed to find a hobby," he reflects, "and I wanted something to do that was both creative and structured."

Philip racked his brain for possibilities. He recalled that, as a kid, he enjoyed making movies and taking photos. He wasn't very skilled at the time; most of those photos were terribly blurry, and the videos were unedited. But as Philip remembered his

lost childhood hobby, he felt a sense of joy. So he bought his first camera and began reconnecting with his love of photography.

"I just started playing around, shooting landscapes, stills, and capturing what I saw in front of me," Philip recalls.

Soon enough, Philip's friends began asking him to take photos. He landed gigs for engagement photos, wedding photography and headshots. Each step along the way, he devoted himself to learning more and more about his new craft.

"I started building a business without even trying to build a business," Philip reflects. "One day, a friend and REALTOR® said he needed a house to be shot and asked if I would be interested. That was 2017. I had zero idea how to photograph a house, but again, I decided to give it a shot. I watched every video I could find on real estate photography."

After shooting this home, Philip had a realization: He loved real estate photography — "even more than photographing people," he says. "So I started shooting for that agent exclusively, and, from there, it grew by word of mouth."

...

“
**I TELL A STORY.
 I THINK EVERY HOUSE
 HAS A STORY TO TELL,
 AND MY JOB IS TO
 TELL THAT STORY TO
 HELP IT GET SOLD.**
 ”

...

**VIRGINIA
 ARCHITECTURAL IMAGERY**

Today, Philip is a full-time real estate photographer and videographer. He has two other photographers on staff at Virginia Architectural Imagery, the company he founded in 2017. He still does some portrait work, but most of his time is spent on real estate photography.

Philip and his team offer services beyond typical photographers. He provides a listing website for every home, along-side video, drone, twilight shots, virtual staging, virtual tours and more.

In real estate, Philip has found his calling.

“I love the storytelling part of photography,” Philip explains. “A lot of real estate photography is very cut and dry, matter of fact. They shoot the house at different angles, and that’s it. I tell a story. I think every house has a story to tell, and my job is to tell that story to help it get sold.”

Philip also has an understanding of the business and the needs of his agent partners. So he’s not only focused on showcasing the home; he is focused on showcasing the Realtor too.

ONE EYE ON THE FUTURE

As the real estate market shifts, Philip is doubling down on his commitment to his craft. He believes that we’re headed toward buyer-friendly market conditions, and marketing will again be a differentiator.

“Six to 12 months ago, we were not a needed service. With the market being so limited on supply, agents could really get by with the bare minimum, and houses would sell. But now that we’re moving to more of a buyers’ market, agents that put together comprehensive marketing packages ... that’s going to be crucial.”



Philip Andrews discovered a passion for real estate photography and founded his company in 2017. (Photos by Philip Andrews | Virginia Architectural Imagery)

As Philip reflects on his journey, he immediately taps into a sense of gratitude. Just eight years ago, he hadn’t even picked up a camera professionally. Today, he’s running one of Richmond’s most well-respected real estate photography shops.

“Growing up, I never really had a vision for what I wanted to do. Every job I worked, I’d go in thinking maybe I could do this for 30 years, but within a few weeks, I’d realize I didn’t like it. I was grateful for the employment, but every day, I’d wake up and look for an excuse to not go to work. But here, every day is just the best day.”

For more information, visit virginiaarchitecturalimagery.com.



Philip Andrews with wife Alison and newborn son Lee.



FAMILY IN FOCUS

Philip and his wife, Alison, welcomed their first child, Lee, to the world in May 2022. Philip is adjusting to — and loving — life as a new dad. He also enjoys traveling, golfing and eating at local restaurants.

“
**ONE OF OUR BIG GOALS
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 BEFORE WE HIT 50.**
 ”

▶▶ agent spotlight

LAUREN



**MAKING
HER
FAMILY
PROUD**

BAUST

By Jess Wellar
Photos by Philip Andrews



FAMILY MATTERS
Lauren met her husband, Jesse Baust, her senior year at JMU. The couple has been married for almost 12 years and has two children, Bentley (6) and Saylor (3). Jesse is currently a lieutenant for the Richmond City Fire Department and started helping Lauren with her real estate business about two years ago.



“What I find most fulfilling about real estate is the experience of finding a family a house to make a home,” Lauren Baust explains. “And my goals and dreams are to be a more present wife and mother, and to be able to financially provide more for my family, to give them the things I was blessed to have growing up.”

Originally from the small town of Windsor, Virginia, Lauren graduated from James Madison University with a master’s degree in physical/health education.

“After graduation, I moved to Virginia Beach for one year teaching elementary PE and then landed a middle school PE and coaching position at Oak Knoll in Hanover County. My colleagues at that time, Fred Shibley and Rob Harris, started making a second income in real estate, and my competitive and curious nature kicked in. Next thing I know, I had my real estate license in December 2013.

I would say I didn’t fully dive into the real estate world until I joined the Jenny Maraghy Team in 2015. Teaching was something I absolutely loved doing. I had a genuine passion for helping kids. When I had my son in November of 2015, I was forced to make a career decision. Choosing to walk away from teaching was such a difficult decision. It served, for me, an inward reward that I craved, and the kids (well, most of them) left such an imprint on my heart I’ll cherish forever. On the flip side, real estate allowed me the flexibility I so desired, so I took that leap of faith and haven’t looked back since. Bottom line is that I became an agent for my family. Family is everything to me.”

Currently in her ninth year in the business, Lauren has been a solo agent at Joyner Fine Properties for the past two years and has received awards each year for being a top producer.

“My dad is second cousins with Crawley Joyner, so inevitably I had to join Joyner,” she laughs. “Prior to being a solo agent, I was blessed to be a part of the Jenny Maraghy Team for six years. It really helped build a solid foundation in order for me to go off on my own.”

Lauren is doing just fine flying solo, closing 48 sales for \$12 million in 2020 and 40 units for \$15 million last year. But she says her focus has never been on the amount of money made but rather on the relationships built along the way.





Lauren's husband, Jesse Baust, is a lieutenant with the City of Richmond Fire Department.



FIGHTING MORE THAN FIRE
Lauren says of her husband, "Jesse started a nonprofit called **Fighting More Than Fire Inc.** that comes in and helps rebuild a house that was destroyed by fire. Jesse saw the need for this first-hand with his job and had to do something. We have been fortunate to have been able to help three families thus far, and I'm very proud of his heart and drive for this nonprofit."



Lauren Baust is a REALTOR® with Joyner Fine Properties.

"If you look at Joyner's website, you'll see we're less transactional-based and more relationship-driven," Lauren points out. "I would say what sets me apart is just my genuine care for my clients. Yes, money is great, it's what pays the bills, but in the end, all I want is for my clients to be happy. I feel that being a teacher helped transition me into this industry as my patience level, I believe, is higher than most!"

Lauren says she is naturally a hard worker and likes to keep busy, but when she has free time, she loves spending every minute of it with her family.

"When I'm not working, we love to go down to Florida. Our friend (and colleague who got me into real estate) has a place in Longboat Key they allow us to go visit. My kids have loved going down there now for many years. We also enjoy exploring the trails and rocks down by the river and trying new restaurants since my husband and I are major foodies. Real estate has really helped make Richmond feel like home to us. I'm so grateful to have made so many connections and lifelong friends through this industry."

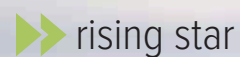
For new agents who are trying to get a foothold in the real estate business, Lauren offers some very practical advice.

"Join a team. I was fortunate enough to be on a very successful team for many years. I was taught and led by successful agents — agents that, through the years, became lifelong friends. It gives you the foundation you need coming into the industry," she notes. "Also, communication is the key — with your clients and with other agents. We all have to work together... In my opinion, this network works with better communication, so plenty of clear, precise, respectful communication."

As Lauren looks to her future at Joyner, she says she has plenty of business aspirations, but she defines her success by what her family thinks of her.

"I strive every day to make them proud. Success, to me, is being the godly woman my parents raised me to be, being the woman I promised my husband I'd be, and being the type of mom that sets the example for my kids. With sales, it's a lot of trust, you know? I trust things will work out for the future. I trust my clients are happy with me and will refer me. I trust I will continue to be successful at real estate. I trust that because I don't have an option not to. It's not in my personality to fail," Lauren concludes. "I will keep striving and striving to become better and better. A better wife, mom, sister, friend and agent. I believe it's in my genes to fight harder to be the best you can be. And that's what I'll continue to do."

ALEC WHITE



By Jess Wellar
Photos by Philip Andrews



Serious Sales with a Not-So-Serious Approach

“My clients are buying and selling assets, and the trust and respect needed to do that is immense,” Alec White acknowledges. “But I also believe real estate can be light and fun ... and I really don’t care about stats, sales, or any of that stuff; to me, it’s all about the relationship.”

He says he comes from an entire family of real estate lawyers and was groomed to go into the business from a young age. But he chose a different path, studying history in school before ending up working in compliance.

“I’ve grown up around real estate my entire life. But I have a BA in history from Castleton University in Vermont, and a master’s in public history from the University of Richmond with a focus on historic homes,” Alec notes. [Alec grew up in the West End of Richmond and currently lives in a 125-year-old home.] “Prior to selling, I served as chief compliance officer for a law firm in Virginia, Maryland, D.C., and West Virginia, representing the largest banks

and lending institutions in the United States. My grandfather started the business and it has been around 70 years or so.”

Alec made compliance his career for a solid decade and recalls there was no shortage of work, given the fact that he started just as the market was crashing in 2007.

“It was a really conflicted industry at the time, and a lot of gray area,” Alec recalls. “We were flying by the seat of our pants every day.” Eventually, though, the lending industry settled back down and began to deregulate as the economy recovered and the political landscape changed. So Alec decided it was time to make a change as well.

...

Alec had met a lot of investors while working with big institutions such as Freddie Mac and Fannie Mae in his previous career and figured he might enjoy selling foreclosed properties. So he obtained his real estate license in July of 2018 and never looked back.

Previously at One South, Alec made the switch to Shaheen, Ruth, Martin & Fonville Real Estate at the beginning of this year and continues to rack up impressive sales while focusing mostly on high-end, luxury, and historic residential homes. In 2021, Alec had over \$10 million in sales with just 19 transactions, and has no plans to change his business approach.

“I really enjoy people, and it’s very satisfying to help with their own unique real estate goals. In this business, though, it can be so serious with lots of pressure and emotion, lots of milestones... Everyone has their own journey, and I love hearing my clients’ stories. Helping them buy and sell is a bonus!”

“I have an extremely technical real estate background and wealth of knowledge surrounding historic homes,” Alec continues. “But all that aside, I think if you know me, my personality is really what sets me apart. I’m not salesy at all, that’s my shtick — I just like to have fun.”

Now entering his fourth year as a REALTOR®, Alec offers some terrific advice for up-and-coming agents looking to be top producers too: “Just be honest, and embrace the fact that you don’t know everything,” he advises. “And always remember that everyone runs their own race.”



Rising Star Alec White obtained his license in 2018 and joined Shaheen, Ruth, Martin & Fonville Real Estate in early 2022.

When Alec isn’t busy helping clients, he says he loves spending time with his wife, Emily, their 4-year-old daughter, Becca, and their deaf albino cat, Thyme. The entire family has a bit of perpetual wanderlust.

“We love to travel! Traveling is always first, but we also enjoy live music,

hiking, and spending time at our home in Virginia Beach. I also collect bourbon ... but with a 4-year-old running around the house, I collect it more than I drink it,” Alec laughs.

When pressed for future plans, it seems fitting that Alec declines to expound on any major professional ambitions.

“My goal is simply to continue to do what I am doing right now and help more clients. I think if you focus too much on the future, you lose sight of the present,” Alec concludes. “I want to be present and attentive to my clients ... but health and happiness are all that really matter!”

“*I think if you know me, my personality is really what sets me apart. I’m not salesy at all, that’s my shtick — I just like to have fun.*”





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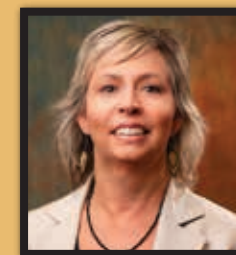
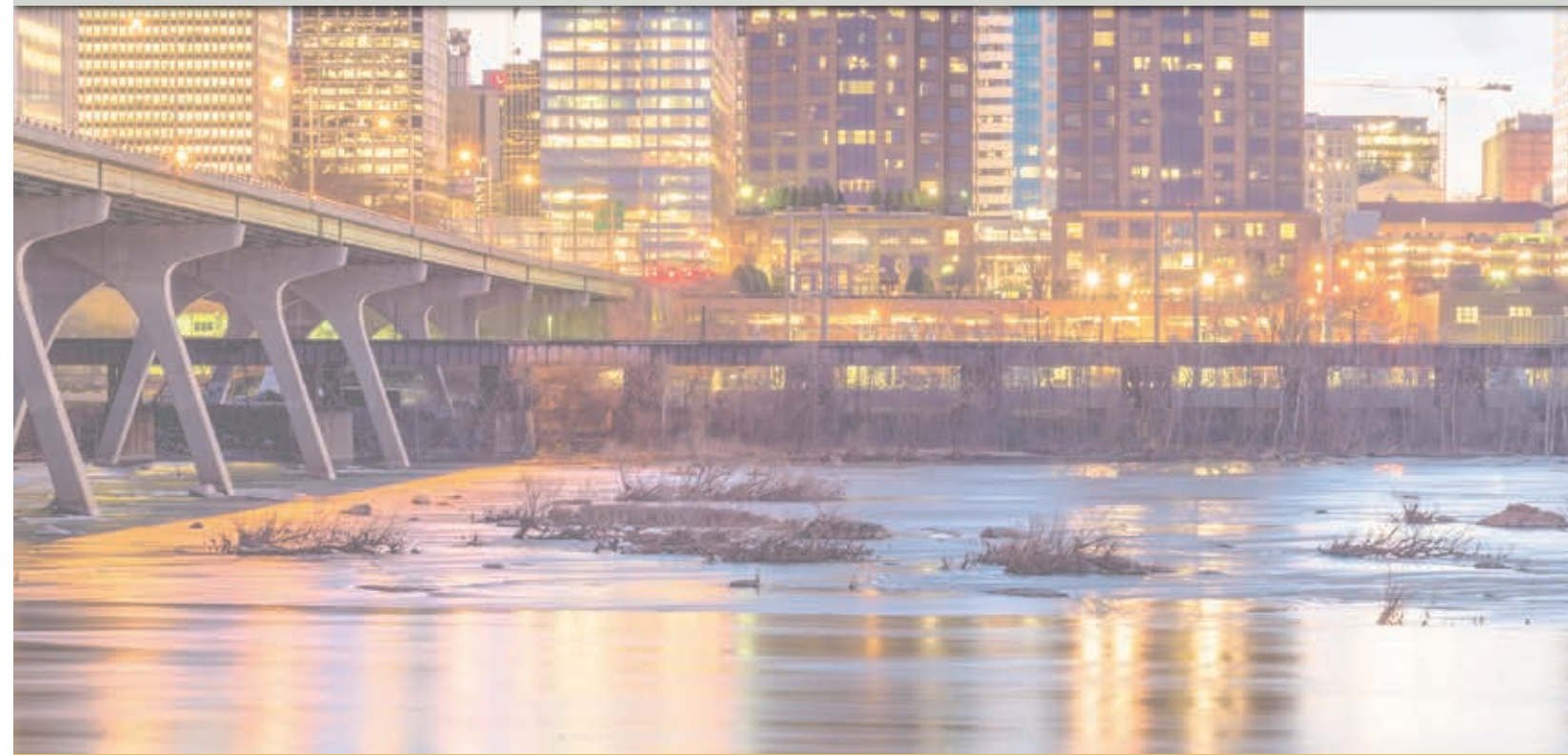
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V A L E N T I N E

cover story

Photo by Jennifer Gavin



Keeping it Creative

By Zachary Cohen

"Life is 10% what happens to you and 90% how you react to it." — Charles R. Swindoll

After graduating from high school, Heather Valentine headed to the Pratt Institute in Brooklyn, New York, to study interior design. A Midlothian native, she was excited to live the big-city lifestyle. But the events on 9/11 struck New York just three weeks later, rattling Heather and leaving her questioning her move.

"I watched 9/11 with my own eyes," Heather reflects. "I was 18. I decided I didn't want to live in New York; I was ready to go home."

Heather returned to Richmond and enrolled at VCU. In the meantime, she began waiting tables but wasn't sure what direction she wanted to take professionally. She was searching for inspiration.

Later that year, that inspiration came in the form of buying her first home at the age of 19. She was both surprised and inspired by her real estate experience.

"I was completely shocked by how real estate worked. No one did pictures, no staging, no upgrades. It was, 'What you see is what you get.' Old school."

Heather knew she could use her artistic eye to refine the process. Two years later, she was licensed and began her real estate career.

KEEPING IT CREATIVE

Heather has always had a creative outlook. While she initially believed she wanted to channel her creativity into a career in interior design, she soon realized that she could apply her creativity to real estate sales. She became one of the area's first agents to offer staging and photography. In the early years, Heather completed all the staging and photography herself.

"One of my keys to success has always been helping sellers properly prepare their home for the market and helping buyers have a vision of what things could look like. I have a vast network of service providers, and I help my clients organize to get the right projects done for their homes. I guess you could say that I moonlight as a project manager."



Chelsea Walters (right) is Heather's partner agent at the brokerage. (Photo by Jennifer Gavin)

Heather was one of the youngest agents in the business. She had the opportunity to learn a great deal about life and business from those around her, but she was also inspired to forge her own path forward. That creativity led her to co-found the brokerage Valentine Properties in 2008.

BEGINNING AGAIN

Over the next decade, Heather built her brokerage and her personal book of business, but a nasty divorce in 2017 left her to pick up the pieces of her life and begin anew. She mortgaged her office and bought her ex-husband's share of the business. Suddenly, she was a sole business owner and single mom.

...



Ninety-Seven Percent Of
Our Business Comes From
REFERRALS.



The Valentine Properties team. (Photo by Jennifer Gavin)

“It was the hardest thing I have ever had to do. I had to do it for my daughters and for my work family. It would have been easier to close up shop and start my business from scratch, but that wouldn’t have been right. It wouldn’t have shown my daughters that when times get tough, the tough get tougher.”

It was a challenge, but one Heather was determined to overcome.

“I recreated everything and started over. I had to start over again, tear my life apart, and figure out what I wanted my life to look like,” she reflects. “I had to figure out how to work smarter, not harder, without sacrificing the client experience that my business was built on.”

Five years later, Heather and the brokerage are thriving. Heather and her partner agent, Chelsea Walters, consistently close around 100 homes per year, and the brokerage averages 400 sales per year.

“Ninety-seven percent of our business comes from referrals. A lot of people say that, but that’s truly how we run our business. We keep in touch with our clients, do parties, and create strong networks within our database. Our clients know they can call us at any time and for anything. We’re adamant about helping our clients get their houses properly ready for the market. We’re really good at making sure clients maximize their investment.”

SETTLED INTO LIFE

Heather married her best friend, Taylor Phillips, in 2019. Together they have four beautiful children, Aveda (14), Arden (12), Della (7) and Buddy (born in 2022). With four kids, life is full and exciting.

In Heather’s spare time, she enjoys helping Taylor with his custom home business. In 2020, Heather and Taylor purchased 15 acres of land in Moseley and are building their forever home.



Heather Valentine’s family (from left to right: Arden, Heather, Della, Baby Buddy, Taylor, Aveda). (Photo by Philip Andrews)

“It has been such an awesome and creative process. Taylor really understands land and construction, and I love pushing the limits of design. We have worked together to create a home that fits our family, will welcome our friends, and incorporate our love for the outdoors inside. The style of our home is modern French country and will have numerous walls of glass that allow you to feel like you’re in the woods inside our house. Our family isn’t conventional, but we love to spend time together doing all kinds of activities.”

Heather has seen her fair share of adversity in life, but it’s only made her stronger. She’s prepared to guide her clients through the shifting market we’re experiencing now, and she’s excited to continue to lead her brokerage through this new and exciting time. She is excited to continue serving her clients and agents.

“It is one of my favorite things to help one of my agents figure out a problem and then fully understand it. I am always available to my agents and willing to help them achieve their goals in any way I can. I am very close with my agents, and they know they can depend on me.”



Heather and her husband, Taylor Phillips, are building their forever home on a 15-acre property in Moseley. (Photos by Philip Andrews)



LIVING & LOVING THE MEDITERRANEAN DIET

Goodbye, unhealthy habits, and hello to making redeeming nutritional choices. According to U.S. News and World Report's team of expert panelists, the Mediterranean diet is the top diet for Americans in terms of health benefits, ease, and weight-loss potential. Let's delve more into the details of this nourishing diet.

The Mediterranean diet pyramid is an excellent place to start. The pyramid features fruits, vegetables, whole grains, beans, nuts, legumes and seeds, herbs and spices, and olive oil as the foundational elements upon which every meal should be built. Beyond those key ingredients, fish and seafood should be consumed at least twice weekly and poultry, eggs, cheese, and yogurt in moderation. Save sweets, white rice and pasta, butter, and red meat for special occasions. Feel free to enjoy a glass or two of quality red wine daily, as long as

your doctor is on board; moderate wine drinking can increase longevity and reduce the risk of cardiovascular disease.

Most importantly, the Mediterranean diet is about more than just food; it's a lifestyle, a mindset shift. Beyond healthy eating, it encourages people to be more active every day and to enjoy food to its fullest in the company of friends and family. Taking time to savor meals allows you to appreciate your food and its flavors and origins deeply and tune in to the body's fullness cues.

With noteworthy health benefits like increased lifespan, improved brain function, decreased risk of obesity, heart disease, and diabetes, lower blood pressure and LDL cholesterol, and better fertility — not to mention, more flavorful and satisfying meals — adopting Mediterranean diet principles can offer quite a payoff!

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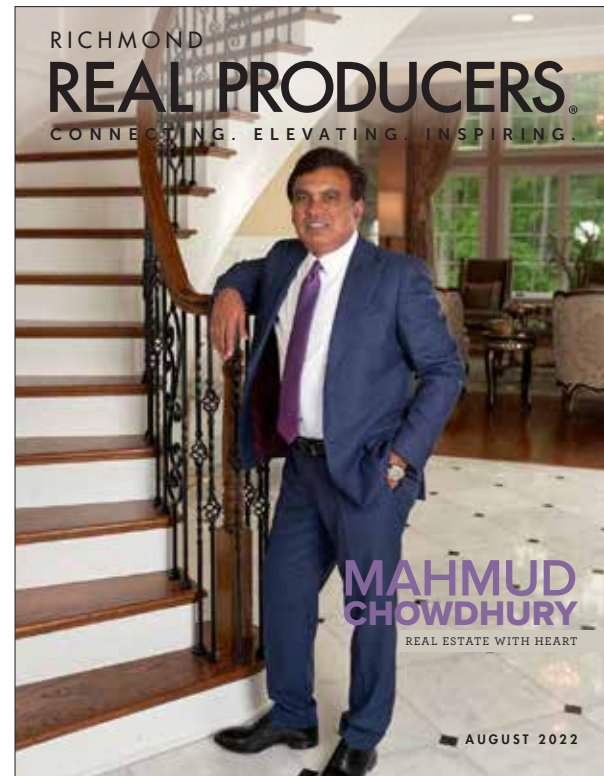
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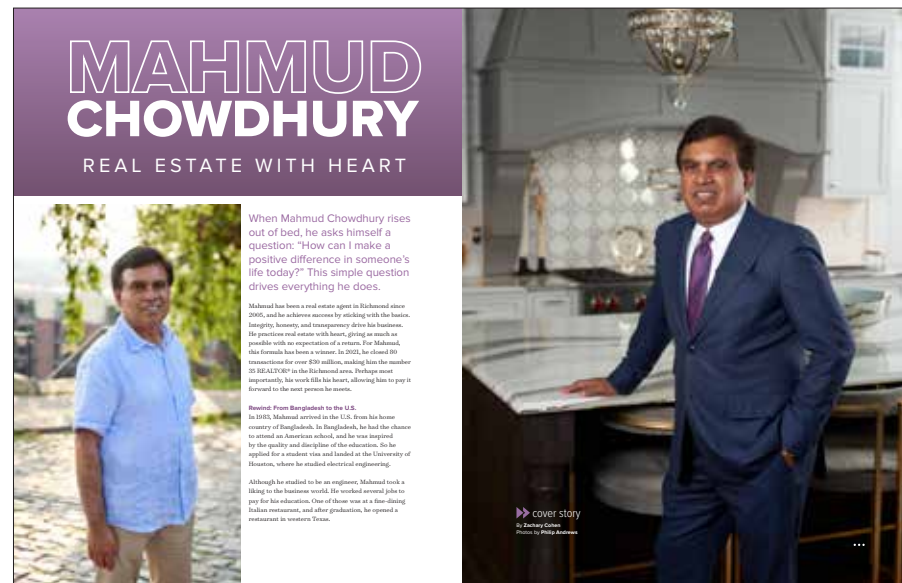
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TOP 100 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to July 31, 2022

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Address: 8600 Pullman Lane, Chesterfield, VA 23832

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- State of New Construction in Today's Market
- Builder Solutions to Supply Chain Disruptions in New Construction
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Upcoming Events:

September 28th

Contract to Close Class "How to sell New Construction" at HBAR office

September 29th

HBAR Parade of Homes Awards Breakfast

October 20th

HBAR Sales & Marketing Council Location TBD

November 17th

HBAR Sales & Marketing Council Location TBD

December 1st

HBAR Presidents Dinner at The Jefferson Hotel



RSVP

To reserve your seat on September 15th, scan the RSVP QR code. For more details regarding all of the events above, contact Perry Shelton.

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