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▶▶ publisher's note

THE KEY IS RELATIONSHIPS

Dear Richmond Real Producers,

February is a month we celebrate relationships — typically romantic ones. On the professional side, though, it's also a great time to reprioritize relationships for 2023.

In the real estate industry, as well as all the ancillary industries that serve it, relationships are the key to success. We depend on creating real and lasting connections with others; that is how we are able to sustain our businesses and propel them forward. As we move fully into what promises to be a fast-paced 2023, filled with, no doubt, lots of challenges, as well as lots of opportunities, I encourage you to take a look at all of your relationships — personal, with friends and family; professional, with co-workers, clients, vendors, mentors, mentees and coaches; with service people; and with neighborhoods and communities of all sorts — with an eye to enhancing and strengthening them. What and how can we do better this year than the year before?

Here, at Real Producers, one of the core elements of our mission is to connect this community — via introductions and opportunities to gather and meet one another in more intimate and casual settings — to learn from each other and strengthen all of our business partnerships. Our *Real Estate Success & Support* podcast is another way we're focusing on relationships in this community, connecting names with faces and businesses and sharing valuable

information with each other. We've heard many different, creative, memorable ways Real Producers stay connected with and do special things for their sphere. This year should be one where we take our efforts up another notch! Speaking of connecting, we are looking forward to the **Masquerade Sneaker Ball, coming up soon, on March 24**. It should be a marvelous time! We hope to see you there!

This month, we're pleased that preferred partner **Renovation Sells** has joined the Richmond Real Producers family. Welcome!

With gratitude,



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FOOD FOR THOUGHT
 What is the secret to maintaining great relationships?



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How did you meet your significant other?



MATT CULLATHER
eXp Realty
We knew each other from high school.



GAYLE PEACE
Liz Moore & Associates
My business partners and community know him as “Honey Bear,” although he doesn’t always love that! We met at a local bar in my hometown called Brian’s. Sadly, it burned down a couple of years ago. It was such a staple item in my town!



CHRISTOPHER HASKINS
eXp Realty
When I was 13, I was at my cousin’s wedding, and she was the hostess. We were friends and started dating when we were really young, took a break, got back together when we were 19, got married at 22, and now have three kids!



KAITLYN GWALTNEY
Hometown Realty
My husband and I are high school sweethearts!



MONICA KINCAID
eXp Realty
I met him while he was in sniper school as a Marine at Camp Lejeune. We met on the beach, and the rest is history. Twenty years this year!



TAMARA MCGHEE
eXp Realty
Innsbrook concert series — I was working at one of the tents, and he was there with mutual friends that I had not seen in a while.



MARK WILSON
RVA Realty
I met my wife on July 4 weekend on the Mattaponi River. Met her on the water when out boating.



GRAHAM RASHKIND
Rashkind Saunders & Co. Real Estate
I spotted her across a crowded room at a Randolph-Macon College frat party. It’s a classic 1990s love story.



DANIELLE BOWERS
Virginia Capital Realty
My husband and I initially met at a listing appointment for a subdivision he was developing. That first meeting did not go well, especially since I did not get that listing. But years later, we partnered on other transactions, including our biggest one ever — marriage!



KATIE WILLIAMS
Cinch Home Services
My husband and I met through mutual friends who were married to each other. They had tried a few times to set us up, and it never worked out. So one time, they just invited us both over to their home, and then the next night, we went on a date ... the rest is history.



BROOKE BARNARD
River City Elite Properties
Hayden and I met at the old Graffiti Grill, now Kuba Kuba Dos. I thought he was kind of cute. He thought I talked too much. Fifteen years later, here we are!



SARAH HOLTON
Napier REALTORS® ERA
I was working/touring in Europe and met my hubby at the gym at a military base in Germany.



BRADLEY GAMLIN
Advanced Home Inspection
I met my fiancée racing cars. Being one of the only women in the sport, she gets a lot of attention. I guess I stood out because I made her laugh with well-timed self-deprecation.



STEVE EWELL
Coldwell Banker Traditions
I met my wife, Ann, in Fort Lauderdale during spring break at an outdoor Heart and The Fixx concert. She went with some friends, I went with some friends, friends from each group knew each other, and we met. Come to find out, she lived a floor above me at Longwood College. I proposed on Groundhog Day, and we were married in August 1985.

...

...



LARRY NUTT
Fancher Mortgage

I met my wife, Gretchen, on Bumble!



JAMES STRUM
Long & Foster Real Estate

I met my wife through working with her best friend as a client, who thought we would be an amazing fit together.



VIRGINIA LEABOUGH
Long & Foster Real Estate

I met my husband at a child's birthday party. Ironically, we both had the same best friend, but my husband and I had never met.



MIKE HOGAN
The Hogan Group Real Estate

We met in college. We were really close friends. She said she would never date me because...



ANNE SOFFEE
Small & Associates Real Estate

He was lost. He showed up at my door asking for directions to the nearest Starbucks. I berated him for waking me up, and he decided he would like to spend the rest of his life like that. We've been married since 2002.



KACIE JENKINS
Real Broker LLC

I met my husband in eighth-grade keyboarding class. He was in the wrong class too. He was supposed to be in shop class, and no one knew until halfway through the year. We connected again in tenth grade at a church event after a school football game.



ANDREA LEVINE
One South Realty Group

How did you meet your significant other? We met on the movie set of *Major Payne*. I was an extra; Kent was a grip. However, it took almost a year until our first date — on Valentine's Day, no less.



AEKTA CHAWLA
Zriliant

I met my husband while commuting to my workplace.

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THE QUESTION OF LEADERSHIP

What, exactly, is it that makes someone a leader? What do leaders do that makes them different from others who are managers, CEOs, vice presidents, executive vice presidents ... people with titles and positions of authority?

Leadership is not easy, nor should it be. As Reverend Martin Luther King Jr. said, “The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands in times of challenge and controversy.”

Leaders lead other people, and with that comes great reward and responsibility. Leadership is a journey to be taken with respect, not only for oneself but also for those who will travel the journey too.

The notion that anyone is a “born” leader is an absurd fallacy. But the good news is that leadership

can be learned and developed. It begins with a decision in response to some pretty basic and challenging questions. These questions require brutally honest thought to answer.

1. Vision Question: *Where is it I want to go? Where do I start?*

Can you describe with clarity and in detail what the world looks like with this vision? Do you have a vivid picture of how this journey benefits the travelers? You must be able to communicate your vision, so others connect and are drawn to it.

Where you start is vital. A leader first defines reality. Then, you acknowledge where others are. Leaders do *not* meet people halfway. Meeting in the middle means everyone has lost. That is not the way to start. Leaders go to where people are and bring them along to where they need to be. Then, you can begin successfully.

2. Motivation Question: *Why do I desire this vision? What difference will it make for me and for others?*

Why do you want to do this? Will it make a difference, and is it worth it? If your “why” isn’t powerful and you are not passionate about it, you are dead in the water already. How will your “why” benefit others, and will it even translate to them? It must be compelling enough to keep everyone going and engaged, especially when things get tough. It must be able to pull you through like a powerful magnet. The vision must resonate with others.

3. Character Question: *What kind of person do I intend to be? Am I willing to do what it takes to become that person?*

“Would I follow this person?” This is a question we should constantly be visiting. It directs our responses to situations. The human tendency to react under pressure often results in undesirable behaviors. Being intentional and purposeful about who we are merges our actions with our beliefs. Our WALK matches our TALK!

4. Trust Question: *How does this goal/dream align with my values and priorities? What will it change for me and for others?*

This question is tightly connected to #3, the character question. We must know our values and what is important. As Brian Buffini says, “When your values are clear, your decisions are easy.”

There is tremendous pressure to succeed. We like to “win,” and we like recognition, so what happens when the path to “win” requires us to push aside our values? What does the journey do for others? There must be a big “win,” a big opportunity for them.

5. Talent Question: *Who do I need on this journey? Who can I share the dream and journey with? Am I the “who” to lead?*

No matter how great the mind or talent, no one succeeds alone. Who do you know that you trust and that shares your core values? Trust is paramount. It is also important to gather a team with diverse gifts and not people who are just like you!

One of the greatest teams I have ever developed was a business partnership over a decade ago, and it continues to thrive today. Almost everyone was younger than I was, and they all brought gifts and talents we needed that were not my strength zones. We had a tech guru, a commercial real estate expert, an attorney/broker, a successful business person, and a financial/tax wiz. We all viewed money the same way and had complete trust and respect for one another, even though we did not socialize much outside of business. I also knew that each of them had been key to my success, and I wanted them to have the opportunity of the journey, to have more.

The success each of my partners has achieved is one of my greatest joys. Our journey and business venture has rewarded us all and has created a ripple effect larger than we probably thought possible. Lives have been dramatically changed, and each follower has continued to “pay it forward” in their careers and as leaders.

When we decide and commit with intent and purpose, we act to create and support massive and positive change for ourselves and for others. In the words of John Maxwell: “A leader is one who knows the way, goes the way, and shows the way.”



Mary Garner (“MG”) DeVoe is the director of training for The Freedom Companies and has been in real estate leadership for over 30 years. She is passionate about adding value to her clients and helping them grow personally and professionally. When she is not training, MG enjoys her family here in Virginia and in Louisiana.

Meet our Director of Training

Mary Garner DeVoe, we call her MG has been in real estate leadership for over 30 years bringing energy and experience. She coaches top producing real estate professionals and trains ten "30 under 30 Realtors" in NC and throughout VA.



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By Walter M. Culbertson, Esq.



You receive a referral — a friend of a friend is looking for a REALTOR® to sell their home. After making contact, you immediately list the house, and, next thing you know, there's a contract with settlement scheduled 20 days out. Everything was on track today, but unfortunately, the closing attorney just contacted you with some shocking news: the seller, your client, has an active bankruptcy. If the seller has not made their bankruptcy attorney aware of the sale, the delay could be quite lengthy.

To start, the bankruptcy attorney must file a motion with the bankruptcy court. Notices of the motion to all parties who have an interest in the bankruptcy will be mailed, and those parties will have an opportunity to object or respond to the seller's motion. After the motion is filed and all parties are afforded a chance to object, the seller and purchaser can only wait for the judge to sign the order. This process can take some time, and the anticipated closing date could be pushed back a month or more. Meanwhile, countless emails

are sent back and forth, checking on the status of the order. This can be a real headache for everyone involved in the transaction.

Also, the closing attorney will likely have some work to do when representing a seller in bankruptcy. It's possible the seller is behind on their mortgage payments, and at one point, the servicer may have initiated foreclosure proceedings. While the seller is actively in bankruptcy, that servicer could be filing motions for

relief from the automatic stay so they can foreclose. If relief from stay was granted, postponing a foreclosure sale at this point may be difficult. Further, getting a payoff statement from the foreclosure trustee takes time, and the payoff will, unfortunately, include trustee's fees and other costs your client does not anticipate.

The possibility of liens and judgments appearing on title is elevated. The closing attorney will, of course, work diligently to negotiate down the payoff balances, but this will cost your client and everyone in the transaction time and money.

There are other situations where a court order may be required to sell real property. Often, we receive contracts from Realtors that represent the "administrator" of the estate. An administrator can only convey property pursuant to a court order. These orders will often take 60 to 90 days from the date of filing the initial complaint to obtain. You should confirm the power of sale with your closing attorney if you are selling property that was inherited. It is even possible that the executor does not have power of sale under the will, and if the heirs aren't on the same page, we are once again seeking a court order.

Another common situation is when an individual believes they have a power of attorney that authorizes them to sell their parents' home. Unfortunately, often these are POAs that were bought online and without the proper language, signature, and notarization, and, therefore, might be legally insufficient to sell the property. In that case, an order of conservatorship will be necessary if the loved one no longer has the capacity to sign the deed on their own. A settlement attorney can usually review these in a few minutes to see if the legal requirements are met.

It's essential to ask the right questions from the start and lean on the legal professionals in your corner. By properly screening the potential client and understanding the legal parameters, you can create reasonable expectations and provide the necessary road map to get the sale to closing as quickly as possible. This not only creates a beneficial experience and better transaction but exemplifies knowledge and experience in the industry.



Walter Culbertson grew up in a military family, where he lived primarily in Virginia and North Carolina. After graduating from high school in Morehead City, NC, Walter attended Longwood University, where he studied history and political science with a concentration in prelaw. After graduating from Longwood in 2014, Walter worked as a title examiner. He then pursued law school and attended the University of Richmond School of Law, where he graduated cum laude in 2020. Walter passed the Virginia State Bar in 2020 and immediately started practicing law with a focus on title and real estate. In his spare time, Walter enjoys golf and is a member of Brandermill Country Club.

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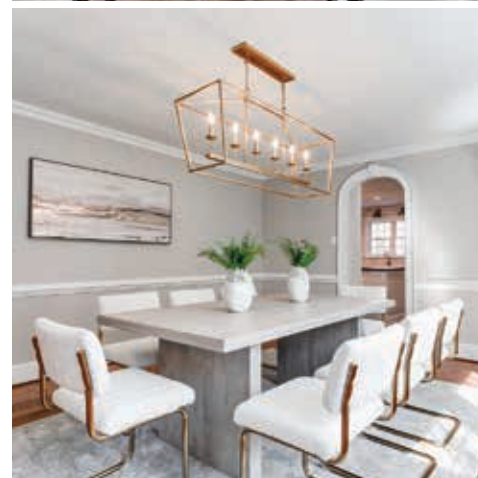
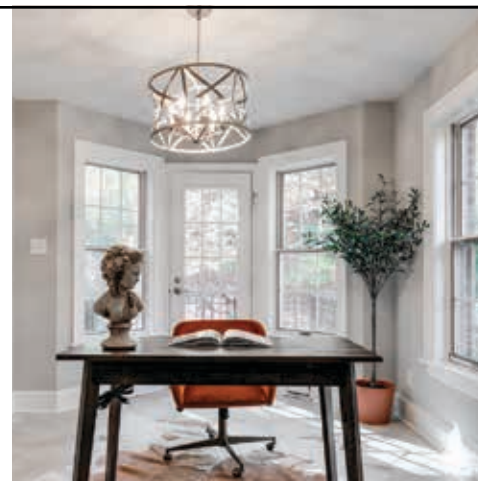
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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



JENNIE BARRETT SHAW and DAPHNE MACDOUGALL

Shaw MacDougall REALTORS®
Joyner Fine Properties

Favorite Quote: "This too shall pass.' We remember this sentiment in both good times and bad." — Jennie



"Real estate can be demanding and stressful. So it's rewarding to be in it with somebody who is supportive and encouraging." — Daphne



DANIELLE BOWERS

The Danielle Bowers Real Estate Group
Virginia Capital Realty

"Through time, I've just always wanted to be the best I can ... and I push my family and team members to be their best. I like pushing myself to get as much knowledge as I can and then sharing that with other people. I am fulfilling my purpose in life."



SETH SCHEMAHORN

The Pace of Richmond
Keller Williams Realty

"I love connecting with people and building relationships. A big reason why I love being at Keller Williams is that they teach us that this is the foundation of our business. We build great relationships with people in our sphere ... and our clients become clients for life. We connect at a deeper level and work to maintain that relationship for a long time."

A Word from Our Preferred Partner:



PERRY SHELTON

First Home Mortgage

"Our business is about people, and you can't do what we do every day without having very detailed planning processes and designed customer experiences. I've spent 16 years designing the process from start to finish so that the customer has what we call in the industry a 'wow' experience."

"The key to success in this industry is about hard work, consistency, and putting the customer and referral partners first. Loan officers are a dime a dozen, but great loan officers become referral partners or customers for life."



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PERRY SHELTON

FIRST HOME MORTGAGE

A CHAMPION FOR HIS CLIENTS

To quote Rocky Balboa, “Every champion was once a contender that refused to give up,” words that not only serve as a motto for motivation but as a perfect way to describe Perry Shelton. Over 5,000 homebuyers can attest that he is a champion when it comes to financing their dream home.

Perry is a branch manager and senior loan officer for First Home Mortgage in Midlothian, Virginia. He has been in the mortgage business for 18 years, but his interest in the real estate industry reaches back to when he was in high school, buying his first home at the age of 18.

Using all his savings from working as a butcher at Sam’s Club, he purchased his first rental property with the help of an 80/20 state income, state asset (SISA) loan. He was fascinated by the homebuying process and, after buying a few more properties, he realized he was attracted to the mortgage lending world.

Perry says helping first-time homebuyers and being a part of making dreams come true for his clients is the most fulfilling part of his job. “There’s nothing more rewarding than helping someone get financing to purchase their first home,” he says. “Regardless of if they need a little credit repair or come fully prepared and ready to buy, we get to experience the process with them from start to finish.”

He is familiar with the struggles of making financial ends meet. Growing up in Richmond, Perry watched his single mother raise three boys while working double shifts as a convenience store clerk. Knowing his mother also grew up poor and in the foster care system, he was determined to break the generational cycle of being poor, and investing in real estate at a young age was his answer. The answer also came in the form of the military.

**THERE’S
NOTHING MORE
REWARDING
THAN HELPING
SOMEONE GET
FINANCING TO
PURCHASE THEIR
FIRST HOME.**

”

...

Perry enlisted in the United States Marine Corps in 2000 and graduated from boot camp in Parris Island, South Carolina, in 2001 as a private. After two year-long mobilizations, first in 2004 and in Iraq in 2008, he is currently in his 23rd year with the Marine Corps and is a first sergeant with 170 marines reporting to him.

After his first mobilization in 2004, Perry returned home to learn his boss from Sam's Club had joined Saxon Mortgage as a loan officer. His military experience, combined with his discipline and relentless problem-solving skills, helped him earn a job at Saxon, where he learned the specifics of mortgage lending until Morgan Stanley purchased the company and laid him off.

He then joined the mortgage department at Bank of America and worked on government loans with President Obama's Home Affordable Refinance Program (HARP). Perry brought in \$30 million to \$40 million in loans each month, but he says he felt like his job was too transactional. He wanted a position that was more relational, and he has found the best of both worlds at First Home Mortgage.

"Our business is about people, and you can't do what we do every day without having very detailed planning, processes, and designed



Perry Shelton is a first sergeant in the Marine Corps.



WE WORK WITH CLIENTS TO EDUCATE THEM ON HOMEOWNERSHIP, WALK THEM THROUGH THE PROCESS AND TRY TO MAKE IT A ONE-OF-A-KIND EXPERIENCE.



Perry Shelton with his partner, Ashley Saunders, and their golden retriever, Chinook.

customer experiences," he says. "I've spent 16 years designing the process from start to finish so that the customer has what we call in the industry a 'wow' experience."

His childhood undeniably shaped who he is today. From his overall success down to his daily routine, Perry says his life lessons help him connect and communicate with his clients. "From growing up poor and empathizing with someone who has bad credit to relating to first responders and service members, having traveled the globe and experienced many cultures allows me to relate to just about every customer I get to work with," he says.

His background is also what sets him apart from other lenders. "We bring a blue-collar work mentality to a white-collar world," he says. "We work with clients to educate them on homeownership, walk them through

the process and try to make it a one-of-a-kind experience."

He currently serves on the board of the Home Builders Association of Richmond while also serving as the chair of the Associates Council and Sales and Marketing Council for the Home Builders Association of Richmond.

Perry lives in Chesterfield County with his partner, Ashley Saunders, and their golden retriever, Chinook. They enjoy fishing, cooking and entertaining friends and family at their bay house in Deltaville. He is also a big supporter of Toys for Tots, a Marine Corps Reserve initiative that collects unwrapped toys for local children so they can experience a blessed holiday season.

What advice does he have for someone starting out in mortgage lending? Perry says the key to success in this industry is hard work, consistency, and putting the customer and referral partners first. "Loan officers are a dime a dozen, but the great ones create 'wow' experiences and help their referral partners and customers for life."



For more information, contact Perry Shelton at 804-419-0623.





▶▶ agent spotlight

By Dave Danielson | Photos by Philip Andrews

DANIELLE BOWERS

SPIRIT OF A LEADER

One of the greatest attributes that leaders possess is the willingness to lift others around them.

Instead of focusing solely on themselves, they turn their energy outward to lift others to their own goals.

Danielle Bowers is one such leader.

LEADING THE WAY

As team leader of the Danielle Bowers Real Estate Group and associate broker for Virginia Capital Realty, Danielle makes a real difference through her strong spirit of leadership.

“As a new team leader, I love showing my agents ways that they can excel at their career goals while serving the needs of our clients,” she says with a smile. “While there are challenges to leading a team, the rewards of seeing them grow have outweighed them all!”

“One thing that sets me apart is the video footage of families and individuals and capturing moments of their experience along the way ... and then putting together a compilation at the end.”





The Danielle Bowers Real Estate Group (From left to right: Amanda Floyd, Sean Bowers, Danielle Bowers, Carolyn Cobbs, Octavia Nicholas. Not pictured: Nicholas Hendrick)

“Moreover, it makes my heart flutter watching our clients as they’re either packing up and saying goodbye to a home or touring houses and hearing that a-ha moment when they know they’ve found the right home — that moment when they tell you where they are going to place their furniture. It’s so exciting and gratifying to know that you were involved in those moments.”

LEARNING AND GROWING

As Danielle came of age, she continued her education — earning her BA in English from Virginia Commonwealth and her master’s degree in education from Regent University. She also served in the Army National Guard for six years — rising through the ranks to become an officer.

Before Danielle got into real estate, she enjoyed a successful career in banking and teaching. In the meantime, she got married and started her family. After seven years in the banking world, she made her switch to real estate.

“I wanted to do it because I bought my first house in 2003, and I thought I would really enjoy that as a career,” she remembers. “I felt confident that I could listen and take care of the needs of others from my experience as a teacher, service banker, and soldier.”

SIGNS OF SUCCESS

Danielle’s career took off right away. In 2006, she was Long & Foster’s Rookie of the Year.

Of course, an achievement like that doesn’t happen by accident. It takes ongoing focus, planning and follow-through to make it happen. Danielle is able to excel by applying her active and ambitious mindset.

“Through time, I’ve just always wanted to be the best I can,” Danielle points out. “I like pushing myself to get as much knowledge as I can and then sharing that with other people.”

Danielle’s success through time has been remarkable. In 2021, she recorded 53 transactions, representing \$16.4 million in sales volume. In 2022, those numbers escalated to \$18 million in sales volume on 46 deals.

TEAM BUILDING

As Danielle looks to the future, she has recently started her own team. It’s a major point of satisfaction for her.

“I just started the team in May of 2021. I have picked up five team members. My husband, Sean, was my first one. Joining him, we have a fantastic group, including Carolyn Cobbs, Octavia Nicholas, Amanda Floyd, and Nicholas Hendrick,” she says.

“I’m really enjoying working with our group and watching them blossom.”

FAMILY FOUNDATION

Family is at the heart of life for Danielle. She treasures time with Sean and their five children.

In her free time, Danielle loves watching movies and looks forward to extended family dinners on Sundays.

“I love to cook and host events ... and put out a spread and decorate,” she says. “Another favorite thing I enjoy is reading. I’m part of a book club. In addition to

talking about the books we read, we also drink, dance and have a great time discussing the material.”

Danielle and her family also have a passion for supporting their children through their sports. As part of that, Danielle also sponsors local sports teams and athletic associations who need help with materials. Plus, she is a sponsor of Smart Talk (founded by Billy McMullen) to help students get ready for college.

PURSUIING HER PASSION

When you see someone doing what they love, it shows. That is definitely the case with Danielle.

“I am fulfilling my purpose in life. I always want to be the best, and I push my family and team members to be their best,” Danielle says. “I love going over the top for my clients. It is empowering to know that I am an inspiration to others!”

That’s the spirit of leadership making a real, positive impact for area residents each day.

“I LOVE GOING OVER THE TOP FOR MY CLIENTS. IT IS EMPOWERING TO KNOW THAT I AM AN INSPIRATION TO OTHERS!”



SETH SCHEMAHORN



LASTING CONNECTIONS

The bonds you build each day are a lot like bridges from what is to what could be in the future.

That's an area where Seth Schemahorn excels each day.

As a REALTOR® and director of sales with The Pace of Richmond team at Keller Williams Richmond West, Seth focuses on creating and sustaining lasting connections.

"I love connecting with people and building relationships. A big reason why I love being at Keller Williams is that they teach us that this is the foundation of our business. We build great relationships with people in our sphere," Seth explains.

"Our clients become clients for life. We connect at a deeper level and work to maintain that relationship for a long time. Some people say my love language is helping people build wealth through real estate. That originally started with a deep dive into understanding real estate investing. I like to help people take hold of their lives and turn those dreams into reality ... using real estate to make that happen."

MAKING AN IMPACT

One of the most rewarding parts of Seth's day-to-day work involves his role as director of sales.

"I love being able to coach the other agents on our team and help them determine what they want for their lives," Seth says. "One of the things we do each year is create vision boards. As part of that, we apply real numbers and strategies to help turn those visions into reality."

Before beginning his real estate adventure, Seth hit all the right notes in music, as well. In fact, he played guitar in a touring band.

STEPS AHEAD

In time, he transitioned into leading and managing different retail stores.

"During that time, I really got interested in real estate investing and studied it, though I never got into it myself at the time," he says. "I started a little side business and helped others analyze deals.



I was listening to a lot of podcasts, reading books, and thinking I should get into real estate full-time."

At that time, Seth lived in Houston, Texas. When his then girlfriend got a job in Richmond, Virginia, in 2016, they moved to Virginia's capital city. Seth saw this move as an opportunity to jump into real estate full-time.

SKYWARD TRAJECTORY

Since then, Seth has continued a steady climb in the business.

In fact, in 2021, Seth recorded 36 transactions, representing \$13 million in sales volume. At the same time, the overall team accounted for 145 transactions for \$54 million in sales volume.

ACTIVE PURSUITS

Away from work, Seth enjoys a variety of active pursuits. He likes taking walks with his dog, along with mountain biking and golf. He also has a deep love for Richmond as a whole.

...

...

When it comes to giving back to the community, Seth has been engaged in a number of ways. In fact, he was nominated as a fundraising leader for cystic fibrosis. Through that process, he was proud to raise \$8,000. He is also a member of the Young Professional Leadership Committee of the Cystic Fibrosis Foundation.

GIVING BACK

Seth also enjoys giving back to others in the industry. He serves as a member of the Keller Williams Agent Leadership Council in the Richmond West office.

Seth brings a real spark to life and business. He clearly brings a genuine sense of care, honesty and straightforward guidance.

“I always like to be up-front and direct with my clients so that I can give them the best information possible,” he explains. “I don’t like thinking of myself as a salesperson. I see myself as an advisor and consultant.”

As Seth looks to the future, he and his teammates are guided by their ongoing mission to build and sustain lasting connections.

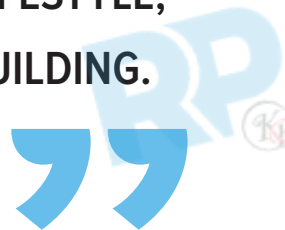
“We want to be the connection for our community to all things real estate, lifestyle, and wealth building,” he says with a spark. “I love being able to be part of that difference!”



In his free time, Rising Star Seth Schemahorn enjoys mountain biking.



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Jennie Barrett Shaw & Daphne MacDougall

BUILT ON FRIENDSHIP

Shaw MacDougall Realtors® was founded in 2008, when Daphne MacDougall joined top-producing agent Jennie Barrett Shaw in business. However, the pair's friendship goes back even further, dating to their days at the University of Virginia.

cover story | By Zachary Cohen
Photos by Philip Andrews

Jennie and Daphne's partnership is rooted in their shared history and long-standing friendship.

STARTING WITH FRIENDSHIP

Jennie and Daphne met in 1997 as students at the University of Virginia. They waited tables side by side at The Biltmore Grill, growing a friendship that has lasted the test of time. Both women moved to Richmond postgraduation, and they reconnected over their passion for volunteering.

Jennie began her professional life in the nonprofit sector. After several years, however, she was in need of a change. In 2002, at the age of 26, she turned to real estate.

Over the next six years, Jennie steadily built her business to become one of Richmond's best. By 2007, however, she had hit a plateau, and she realized the time was right to build a team. Naturally, she turned to Daphne, who had become one of her greatest advocates and referral sources.

"It was something Jennie and I always joked about, joining her in real estate," Daphne reflects. "Late in 2007, I had just given birth to my third child. I was rethinking my work/life situation and started considering a change. In February 2008, Jennie said, 'I know we've joked about it a lot, but my business has gotten to the point that I need someone to work with me, and I want it to be you.'"

"No one felt like the right fit. Daphne and I had been friends since college. I knew I had to ask her if she would consider it before I could put it to bed," Jennie adds.

The stars seemed to align, and Daphne agreed to join her friend in real estate. So began a business partnership that will celebrate its fifteenth anniversary this year.



Jennie Barrett Shaw



Daphne MacDougall

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Today, Jennie and Daphne lead Shaw MacDougall Realtors® at Joyner Fine Properties. Jennie handles most of the team's sellers, and Daphne handles the majority of the buyers. The team is filled out by assistant Karen Rundberg, who has been with the group for over 10 years.

Jennie and Daphne run a referral-based, client-oriented real estate business, and their approach has been a big success. In the last two years, they closed more than 120 homes for nearly \$63 million.

"Our value is that we try to make the whole process easy and fun," Daphne says. "So when people think about real estate, they think about us. We like to take care of our people."

Jennie and Daphne also see themselves as industry and community leaders. They both have their broker's licenses, and Daphne has been elected to the board of directors for the Richmond Association of REALTORS®. But their secret sauce, so to speak, remains the strength of their relationship. It allows them to run a seamless real estate operation to the benefit of everyone that works with them.

“

REAL ESTATE CAN BE DEMANDING AND STRESSFUL. SO IT'S REWARDING TO BE IN IT WITH SOMEBODY WHO IS SUPPORTIVE AND ENCOURAGING. WE CAN BOTH COMMISERATE AND CELEBRATE TOGETHER.

”

"Daphne and I have a lot of respect for each other, we trust each other, and we enjoy what we do.

We've always had fun together," Jennie says. "We support each other through anything."

"Real estate can be demanding and stressful. So it's rewarding to be in it with somebody who is supportive and encouraging. We can both commiserate and celebrate together," Daphne adds. ...



Jennie Barrett Shaw (left) and Daphne MacDougall (right) were longtime friends before joining forces in real estate.

FAMILY SPOTLIGHTS

Daphne MacDougall lives in Louisa County, where she and her husband, Will, have raised their three children, Haden (19), Andi (17), and Hudson (15). Daphne is involved with Louisa County Public Schools, serving on several advisory boards and the PTA.

Jennie Barrett Shaw and her husband, Travis, live in Westover Hills with their two children, Avery (13) and Walker (11), and their Labrador, River. Jennie enjoys living in the city, taking advantage of being near all Richmond has to offer.



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A Head Start on Spring Cleaning

Spring cleaning doesn't have to wait until spring!

By Shauna Osborne

In February, the weather outside is still frightful — possibly the harshest of the season — but the glittering hope of spring is just around the corner. If you're feeling a little stir-crazy, why not tackle these often-neglected chores now and start sprucing up your home for sunny times ahead?

Touch up paint

Tired of looking at those marks and smudges on the walls, cabinets, doors and trim? Tackle them with a cleaning eraser first to assess what truly needs a touch-up, then address the remaining problem areas with leftover paint and a small, thin paintbrush for greater precision.

Clean out dryer vent

A clogged dryer vent can, at best, cause your dryer to run inefficiently and increase your energy bill and, at worst, cause a fire. To clear any lingering lint and/or nesting pests from your cozy vent, remove the vent and clean the duct that connects the back of the dryer to the outside using a wet/dry vac or brush tool.

Refresh mattresses

Most of us change our sheets frequently, but we shouldn't neglect our trusty mattress, which can make all the difference in sleep quality. Start by vacuuming the box springs and the top and bottom of the mattress. Then, rotate or flip, depending on whether it's a one- (rotate) or two-sided mattress (flip to prevent sagging).

Revive fridge

Refrigerator condenser coils are located on the back or bottom of your appliance. Save energy and extend the life of your fridge by using a vacuum to clean the coils as well as underneath and behind the fridge itself.



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- Kelly M., Facebook Review

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TOP 100 STANDINGS

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

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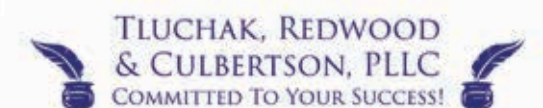


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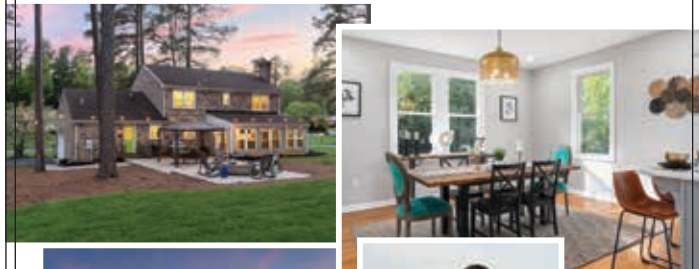


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