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# FAQ

## ABOUT THIS MAGAZINE

By Kristin Brindley



We realize that some of you are new Top 500 producing agents and may be wondering what Real Producers is all about. This "FAQ About This Magazine" page will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community. This publication is 100 percent designed to be your voice!

**Q: WHO RECEIVES THIS MAGAZINE?**

**A:** The top 500 agents in the Richmond area. We pulled the MLS numbers (by volume) from January 1, 2022, to December 31, 2022 in the Greater Richmond area, cut the list off at number 500, and the distribution was born. The minimum production level for this year's group is \$7.44 million sold in 2022. The list will reset at the end of 2023 for next year and continue to update annually.

**Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?**

**A:** It's really simple – every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: you email us at wendy@kristinbrindley.com with the subject line, "Nomination: (Name of Nominee)," and explain

why you are nominating them to be featured. It could be they have an amazing story that needs to be told – perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

**Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?**

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

**Q: WHO ARE THE PREFERRED PARTNERS?**

**A:** Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area but the best affiliates, as well, so we can grow stronger together.

**Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?**

**A:** If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to lexy@kristinbrindley.com.

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If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at [Wendy@kristinbrindley.com](mailto:Wendy@kristinbrindley.com).

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# luck

## IS WHAT YOU MAKE IT

### ► publisher's note

#### WELCOME TO ALL 2023 TOP 500 AGENTS!

First, let me say, welcome to all of Richmond's 2023 Top 500 agents who are part of our Richmond Real Producers community. Some of you have been with us from the start ... others are just now joining us, having made it into the ranks of the Top 500 producing agents in Greater Richmond for their stellar performance in 2022. We determined the 2023 Top 500 list based on 2022 total sales volume of all agents who hold their license at an office in our Richmond Real Producers service area.

You guys rock! And we're so pleased that you're part of this community! Be on the lookout for your exclusive Richmond Real Producers Top 500 badge, coming to your inbox soon.

Dear Real Producers of Richmond,

Have you ever known someone who just seems lucky? Or people who claim that they're definitely *not* lucky? Maybe you're one of them... But what's luck got to do with it, really?

"Luck" seems random and arbitrary... something that is bestowed fairly or unfairly, and is outside of our control. But the luckiest people have a set of attributes that make them *appear* to be lucky when, in actuality, they may just be deserving. Grant Cardone,

author of "The 10x Rule: The Difference Between Success and Failure" says:

**"Don't be confused by what looks like luck to you. Lucky people don't make successful people; people who completely commit themselves to success seem to get lucky in life."**

This is precisely what I believe — and what I imagine most of you believe as well. After all, you didn't make it into the Top 500 because you got lucky, did you? No, you worked your butt off,

strategized, planned and put in the blood, sweat, and tears needed to make your businesses grow, expand, and succeed.

So if you're looking to have continued good luck in 2023 ... or maybe improve your luck in 2023 ... keep doing what you're doing — putting the time and hard work into turning your vision into reality. And before you know it, Lady Luck will smile on you, for sure!

We hope to meet many of you — both continuing and new Top 500 agents — at our **Masquerade Sneaker Ball**, coming up soon, on **March 24th!** Save the date, too, for **Lawnapalooza**, a fun-filled, outdoor games event scheduled for **May 4th.** Stay tuned for details!

This month, we're pleased that preferred partners **C&F Select Mortgage, Worsham Inspection, and Dankos, Gordon & Tucker, P.C.,** have joined the Richmond Real Producers family. Welcome!

With gratitude,



**Kristin Brindley**

Owner/Publisher  
Richmond Real Producers  
313-971-8312  
Kristin@kristinbrindley.com  
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#### FOOD FOR THOUGHT

What is the luckiest thing that's ever happened to you?

# 2022

## BY THE NUMBERS

HERE'S WHAT RICHMOND'S TOP 500 AGENTS SOLD...

### 17,773



TOTAL TRANSACTIONS

### \$7.8 BILLION

SALES VOLUME

### 10,936

LISTING SIDE TRANSACTIONS



### 6,797

BUYING SIDE TRANSACTIONS



### \$15.6 MILLION

AVERAGE SALES VOLUME PER AGENT



### 35.5

AVERAGE TRANSACTIONS PER AGENT

Information is based on residential sales in 2022 in Greater Richmond, Virginia, by the top 500-producing agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties.

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**SEE YOU THERE!**

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▶▶ we ask...you tell!

# Where is your favorite place to go on vacation?



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eXp Realty  
The Cavalier Virginia Beach.



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**GAYLE PEACE**  
Liz Moore & Associates  
Anna Maria Island, Florida.



**CHRISTOPHER HASKINS**  
eXp Realty  
Upscale, adult, all-inclusive islands.



**SHERRY KLETZLY**  
BHHS Towne Realty  
Florida. I love to go in February to the west coast at Fort Myers.



**JANICE TAYLOR**  
RE/MAX Commonwealth  
My family loves the Turks and Caicos!



**DAVID SEIBERT**  
Long & Foster Real Estate  
I have to say Miami, Florida, in the winter. Surround me with Art Deco buildings and sunshine!



**MAHMUD CHOWDHURY**  
Freedom 1 Realty  
“The City of Light,” Paris, is the favorite place for my wife Runu and me. On her last birthday in August, we flew to Paris to have lunch at Le Jules Verne on the second level of the Eiffel Tower. It was fantastic.



**BRADLEY GAMLIN**  
Advanced Home Inspection  
My go-to is Belize. Beautiful beaches, English speakers, great scuba diving, and it's relatively inexpensive.



**ANDY TAYLOR**  
The Junkluggers  
We have a family house in Nags Head on one of the original 12 houses in Old Nags Head that dates back 150 years. It's a huge, old house right on the beach and provides well-needed rest and relaxation!



**JAMES NAY**  
River City Elite Properties  
We love going down to Willoughby Spit on the Chesapeake Bay. The beach is calm, clean and beautiful, with dolphins playing in the bay, and is a short one-and-a-half-hour drive away.



**KACIE JENKINS**  
Real Broker LLC  
Outer Banks is my favorite place to go on vacation, specifically South Nags Head or OBX Campground. And the best time to go is in October. It's not too cold, the water is still warm, but there are very few people there. We go there for a week or two every year in mid-to-late October.



**ANDREA LEVINE**  
One South Realty Group  
Bareboat sailing in the British Virgin Islands. Great sailing, snorkeling, and island hopping!



**TINA MCCABE**  
eXp Realty  
Someplace tropical via a nice cruise ship!



**PAGE YONCE**  
C&F Mortgage Corporation  
My favorite vacation spot is Myrtle Beach, as it is where I first met my wife, Lisa.



**ERNIE CHAMBERLAIN**  
Hometown Realty  
We've spent a lot of time traveling around Europe, and both Paris and Amsterdam are always at the top of our list!



**KAREN STEPHENS**  
Long & Foster Real Estate  
My favorite is a small island in the Bahamas, Cat Cay or Spanish Wells. And there needs to be lots of snorkeling and lobster hunting involved! And fresh coconut from the tree. Fishing is a bonus for my husband.



**KATIE WILLIAMS**  
Cinch Home Services  
My favorite will always be a beach! Give me some sand and the sound of waves, and I am one happy girl.



**RICK STOCKEL**  
Neumann & Dunn Real Estate  
Anywhere in the wilderness. This past August, I spent 16 days in Alaska and the final six days were spent in the backcountry of Denali National Park.



**ROBB MOSS**  
Long & Foster Real Estate  
Southern Italy, especially Venice!



**TONDRA DEVAREL**  
eXp Realty  
My favorite place to go on vacation is the beach. Beaches have a soothing ambiance that nothing can beat. It is the perfect place to let go of stress and enjoy the sunset.



**ADILA MCGHEE**  
Dila Design  
My favorite place to go on vacation is Bruges, Belgium.





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# ALL THE DIFFERENCE IS IN ONE DEGREE

We can learn a great deal by reflecting on water and how it achieves different forms. At 211 degrees, water is hot — really, really hot. But as long as water stays at 211 degrees, that is all it is — really hot water. At 212 degrees, a dramatic change takes place and water boils. When water boils, it transforms into steam. Steam can power a locomotive. The difference between 211 degrees and 212 degrees ... **one degree!**

Think about that. *One degree* is all the difference between hot water and a powered train! I submit that your next biggest breakthrough (and mine, too) depends on a series of actions possibly as small as one degree.

Harnessing the power of one degree can be broken down into a few simple (I didn't say easy!) steps:

### 1. Realize your personal power, acknowledge it, and own it!

We are bombarded daily with messaging which promise “quick fixes”: how to lose weight, how to get rich quick, how to receive qualified leads without any action... If these “solutions” worked, the world would be filled with slim, fit, wealthy people. What these schemes do have in common is that they cost money and require little to no effort on our part. And these alleged fixes depend on something outside ourselves.

We personally have the power and ability by accepting the harsh and empowering truth that, ultimately, we are the result of our own decisions and actions. We are fully capable of being “good enough,” and much of the world likes things that way because it does not threaten or challenge people.

“Good enough” is a safe and comfortable place to hide.

People who honor and embrace their own power are frustrated by “good enough.” They understand the importance and responsibility of being a good steward of what they have been given. Owning our personal power and being good stewards of our resources makes a positive impact, a positive difference in ourselves personally, our families, places of worship, our schools, our communities, and beyond.

We each have massive personal power right between our ears. When we decide we want a specific result, we must commit to the actions that will drive that result. In doing so, we open our minds to unlimited thinking, which creates exceptional possibilities and results.

### 2. Understand that the smallest things can make huge differences.

One-degree thinking knows that things do not all happen at once and without effort. One-degree mind-sets know that hard work is within our grasp and will yield incredible results. The beauty is, we are all capable of hard work; we just have to focus on exactly what actions matter and will drive the result. Each small action can advance the goal.

It is not complicated, and it is not easy. If this knocks you back a bit, pick yourself up. When you learned

to ride a bike as a child, you probably fell down a few times before you got it. Just accept the fact that it is going to take some work. The result is rewarding and not just an empty promise!

### 3. Commitment and Perseverance

For the hard work to drive results, it is going to take commitment to the process and to the objective. The power of the objective, what that looks like for you and does for you, is critical. Your reason “why” has to bond with your commitment to drive you to action, no matter what. If you

are tired or you just don't feel like it, your dedication to the objective will push you forward. And each small step each day — every small action — piles up higher and higher.

Consistency and persistence of small, intentional action provides the platform on which to build. Hit or miss won't do. Games are won one score at a time, and your perseverance is required throughout the match. Just when you think you've given it all, you are likely one degree from boiling.

Keep going!



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 for her clients and helping them grow personally and professionally. When she is not training, MG enjoys her family here in Virginia and in Louisiana.

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*A manufactured home may be an affordable option for your client if they are looking for a property in this competitive market. However, your client's ability to obtain financing on a manufactured home may require conversion of the manufactured home from personal property to real property.*

Generally, the conversion process involves surrendering the vehicle's certificate of title to the Department of Motor Vehicles (DMV) and filing an affidavit in the Circuit Court where the property is located. Your buyer should also reach out to their lender early on and discuss what additional internal requirements, if any, will need to be satisfied to obtain financing on the manufactured home. If there is uncertainty about whether the structure is being taxed as personal or real property, reach out to the Commissioner of Revenue in that jurisdiction for clarification. It is also a good idea to confirm with the current owner of the property that the manufactured home has the original VIN identification plate. Taking these steps will help you prepare the contract correctly and ensure that all parties are aware of what requirements will need to be met to satisfy the lender and get to the closing table.

In order to convert a manufactured home to real property, the Department of Motor Vehicles will require a completed, notarized form VSA 35 (Affidavit for Manufactured Home Conversion to Real Property) certifying that the manufactured home had the wheels and other equipment previously used for mobility removed and that the structure has been attached to the real property (permanently affixed to a foundation). In addition, the owner will need to submit the original, existing Virginia title free of any liens to DMV. Once that is completed, the DMV should be able to provide written confirmation that the title has been surrendered. <https://www.dmv.virginia.gov/webdoc/pdf/dmv276.pdf>

After Virginia title has been canceled by the DMV, an Affidavit Regarding Manufactured Home (VA Code Section 46.2-653.1) will need to be filed in the Circuit Court of the locality where the real property is located. This document will need to include the name of the Manufacturer, Vehicle Identification Number (VIN) and Serial Number, legal description of the real property, parcel identification number, certification that there are no unreleased security interests, confirmation that title has been surrendered to the DMV and

canceled, and affirmation that the owner intends for the manufactured home to be a permanent fixture and improvement to the real estate. Once these requirements have been met and the affidavit has been filed, the Commissioner of Revenue will assess taxes on the home as real estate instead of personal property.

The lender will most likely require a manufactured housing endorsement (ALTA 7) to their title policy for affirmative coverage that the home is included in the policy definition of "land." The title company may have their own requirements and additional affidavits regarding proof of conversion to provide this endorsement, so it's important to keep the attorney who is handling the transaction apprised of the conversion status as your clients make their way towards closing. In addition, the lender may require a Manufactured Home Rider to be signed at closing and recorded with their Deed of Trust, stating, amongst other certifications, that the home will remain, at all times, permanently affixed to and part of the real estate.

As you can see, if you have a homebuyer that is considering entering into an agreement to purchase a manufactured home where financing is involved, there are a number of steps that will need to be taken to convert the structure to real estate. Don't hesitate to reach out to your closing attorney for more information about the process as you and your client work your way towards settlement.



**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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"Listen. Stop talking. Listen. It is an art."

"People feel my passion for growing agents individually and sharing my knowledge with them. I really care

about people and want to see them be successful. I'd give my agents and clients the shirt off my back if it helped them."



**ROBERT RANSOME**  
Ransome Realty Group

"I think that sometimes, as REALTORS®, we can take for granted having a successful business. For me, it goes back to being the go-to for a lot of different people. I get calls from clients and agents

who I have known. I never turn away any conversations. I enjoy being the go-to person for people and helping them find answers for real estate questions."



**OWEN THATCHER**  
Providence Hill Real Estate

"I think you have to be really confident in yourself and confident in what you know, but also be incredibly humble. Every day, this job is so different. Be confident, humble, and adaptive."

*A Word from Our Preferred Partner:*



**BRAD GAMLIN**  
Advanced Home Inspection

"We do home inspections in two-person teams. One person does the nuts and bolts of the actual house while the other person walks around with the buyer and educates them about the property. They show them how to maintain things, what to look for, what to be wary of, what the typical

problems with their style of house are, and most importantly, crack jokes and get to know the buyer."



# BRADLEY GAMLIN

*Advanced Home  
Inspection*



▶ partner spotlight

By Kierstynn King  
Photo by Philip Andrews



## MAKING HOME INSPECTIONS FUN

**The first business Bradley Gamlin ever started was a production company, when he was just 15 years old. Brad became a manager for his band, renting out venues in Fredericksburg and putting together concerts for other bands in the local area as well.**

“It taught me a lot about organization and how to get people excited about events,” says Brad. “Both of those things served me in my career and in my life.”

After a personal tragedy, though, Brad left college and took a year off, feeling uncertain about his future.

“I knew I didn’t want to do construction because that was what my dad did. He ran a general contracting company,” Brad explains. “Growing up, I helped my dad a lot. I would often get in trouble, and then I was put to work at 14 and I knew how to wire an electrical panel.”

During his time off from school, Brad started playing SimCity and found himself enjoying it — perhaps excessively.

“The girl that I was dating at the time, her uncle was a professor at Johns Hopkins, and I had mentioned that I wanted to go back to school but I wasn’t sure what I wanted to do,” says Brad. “He

asked me what I liked to do, and I told him jokingly that I enjoyed playing SimCity. He said, ‘You know that’s a job, right?’ And I said, ‘Wait ... what?’”

Brad then enrolled in an urban planning course at Virginia Commonwealth University and fell in love with the program.

“I graduated in a year and a half on the Dean’s List because I loved what I was studying,” he recalls. “It was a great intersection of my interests, and the fact that I had been in the construction business all my life helped.”

Shortly after graduation, Brad got a job at the Better Housing Coalition buying, renovating, and building houses. A few years later, he opened up his own company doing construction until the market collapsed.

Brad later got a job with the city in their planning department and did the same type of work that he was doing at Better Housing.

Brad’s dad always told him, “If you want to love what you do, get really good at it. Even if you hate it, force yourself to get really good at it and you’ll start to love it. The harder you work for something, the more you appreciate it.”

•••

•••

Brad says he has learned that lesson over and over again throughout his life. Today, Brad runs three businesses: Central Virginia Football Association (CVFA), an adult flag football league); a small trucking company; and his home inspection company, Advanced Home Inspection.

He states that planning concerts and planning tournaments for CVFA were almost identical, albeit with dramatically different clientele. Brad ran his flag football league for five years full-time before deciding to get back into the construction business.

“I started building decks, and doing historic renovations here and there, mostly in Barton Heights. I remember I had to go behind a few home inspectors,” Brad recalls. “I remember thinking, ‘This is terrible!’ I was sitting there watching them pointing out irrelevant things in the home while I saw five things that were deficient that weren’t even brought up. I started thinking to myself, maybe this is something I should start doing.”

Brad got in touch with his friends in real estate and they reached out to him, asking if he would come and walk through investor properties with their clients.

“This was all something that happened very organically for me; it grew slowly over a number of years, first as a quasi-consultant, then I realized that it was a much easier way to make a living than destroying my body. Once I was able to get my license, I opened my own company,” he explains.

Brad runs Advanced Home Inspection with a different approach than other home inspectors in the business. “I’m a goofball by nature,” he laughs. “When I first started doing home inspections, I would crack jokes the whole time. I got feedback from REALTORS® saying they loved how I took what was expected to be a stressful thing and made it fun.”

Instead of only pointing out what’s wrong with the house, Brad turns home inspections into an educational and entertaining experience for the buyer.



**A WONDERFUL LIFE**

**When Brad isn’t working, he can be found working on his race car, playing football, hanging out with his golden retriever puppies, or traveling with his sons and fiancée.**



Bradley Gamlin, owner of Advanced Home Inspection



**I enjoy helping people and being a resource for them when they have questions about renovations or questions about how to fix something.**

“We do home inspections in two-person teams,” he says. “One person does the nuts and bolts of the actual house while the other person walks around with the buyer and educates them about the property. They show them how to maintain things, what to look for, what to be wary of, what the typical problems with their style of house are, and most importantly, crack jokes and get to know the buyer.”

Alongside his three businesses, Brad is a historic homes specialist. He’s renovated several historic homes in Jacksonville, Florida, and Colonial Beach, Virginia; has sat on the City of Richmond’s historic preservation board; and has been in and around historic homes his whole life.

“I enjoy helping people and being a resource for them when they have questions about

renovations or questions about how to fix something,” says Brad.

His business has gone further than what he could have possibly dreamed. “I’m proud of what I’ve accomplished in my career,” he says. “It makes me feel like all of those years I spent swinging a hammer with my dad when I was younger weren’t wasteful because it made me who I am ... and for that, I am thankful.”

**For more information on Advanced Home Inspection, call Brad Gamlin at 804-404-2668 or visit [AdvancedHomeInspect.com](http://AdvancedHomeInspect.com).**



# RANSOME ROBERT

## ANSWERING THE NEED

What are the elements that drive your achievements in real estate? Chances are, one of those is having the chance to be the go-to — the resource that others rely on in their journey forward. That's a role that Rob Ransome holds very dear to his heart.

As principal broker with Ransome Realty Group, Rob takes seriously the opportunity to provide meaningful support to those around him.

"I think that sometimes, as REALTORS®, we can take for granted having a successful business. For me, it goes back to being the go-to for a lot of different people," Rob says. "I get calls from clients and agents who I have known. I never turn away any conversations. I enjoy being the go-to person for people and helping them find answers for the real estate questions."

### SUCCESS ON ANOTHER PATH

Before getting his start in real estate, Rob enjoyed success on an entirely different path in life. Beginning in 1998, he worked as a technician at a semiconductor plant.

"I moved around within that company but never really felt fulfilled. It was monotonous and very volatile, as an industry," Rob remembers. "We had a plant of 3,000 people running 24 hours a day and never shut down. I met some amazing people there, and a lot of those people became my clients later on. We're still a very tight family."

### OPENING A NEW DOOR

After eight years working at the plant, Rob knew it was time for him to make a change. "In 2005, I wanted to make a difference in people's lives," Rob says. "I didn't know how that would look or manifest. I just knew I wanted to be a help in some sort of way."

He found the answer as he thought back to his own past and family connections. "My mother had worked in marketing for Long & Foster. My parents taught me about real estate as a younger kid. They had purchased different properties when I was growing up. We had a summer home and winter home," Rob says.

"In 2005, I was talking to my mom and she said, you would be really good as a Realtor. I brushed it off at first, and then started to think that maybe it would be a good idea. So I talked with people in the industry and took some classes."

### BUILDING FORWARD

Through time, Rob started and built his real estate career.

"For the first two years of my real estate career, I literally worked around the clock," Rob says. "I worked 12-and-a-half hours at night, and then worked all day in and out of the office at Hometown Realty. But none of my clients knew that."

▶ agent spotlight

By Dave Danielson  
Photos by Phillip Andrews







Robert Ransome and his daughter, Lauren

Today, one of the most fulfilling parts of his work is pouring into the five agents who work as part of his brokerage.

**FAMILY FULFILLMENT**

Family time is the best time of life for Rob. He treasures time with his daughter, Lauren.

“She is the light of my life,” he says with a smile. “Whether she chooses to go into this or not, she has a foundation that can lead her to so much more in life.”

In Rob’s free time, he enjoys riding his motorcycle, along with hunting. He also has a love for working out. “We deal with a lot of stress and anxiety ... so it helps to have a way of getting rid of that,” Rob says.

When it comes to giving back, there are a couple of key organizations that are near and dear to Rob’s heart. One is the Children’s



“

I ENJOY BEING THE GO-TO PERSON FOR PEOPLE AND HELPING THEM FIND ANSWERS FOR THE REAL ESTATE QUESTIONS.

Hospital of Richmond. Rob is one of their Miracle Agents and donates a portion of his commission.

Another favorite group that Rob enjoys supporting is Rebuilding Together Richmond. In fact, Rob sits on the board of directors for the group.

“We are very active and are celebrating our 30th anniversary in Richmond. We strive to make houses safe, happy, and healthy,” Rob says. “We have area residents who need help repairing items in their home. We do two build days each year and focus on a neighborhood at a time.”

**EXPANDING HIS RESULTS**

As Rob looks to the future, he looks to expand his efforts in doing what he loves. Last year, he earned his broker’s license in California.

“I travel there quite a bit, and decided to get my license there as well. I have an office in Beverly Hills,” Rob says. “I want people to know that I am there for them when they need me.”

Congratulations to Rob Ransome for the undeniable difference he makes for his clients, team members, and community. In the process, he is there as a true, go-to resource ... answering their needs.





# OWEN THATCHER

A FAMILY MAN  
AT HEART

After obtaining a bachelor's degree in business management from James Madison University, Owen Thatcher set off to build a sales career. Owen had the confidence and determination to succeed as a salesperson, however, he didn't know what, exactly, he would sell.

Owen landed an inside sales position postgraduation, but he continued to pursue something he'd be more passionate about.

"I knew I didn't want to sell something simple. I wanted to sell something that was of significance. Something that mattered," Owen reflects. "So I spent six months asking everyone I came in contact with about their job."

As he went through this exploration, the idea of selling real estate sat in the back of Owen's mind. He has an aunt and uncle who were longtime agents, and his brother-in-law, Dawson Boyer, became his eventual team leader.

"When I came into the family, Dawson had already been a successful REALTOR® for eight or nine years. I never wanted to ask him to come work for him. I didn't want him to have to say yes," Owen says. "So after six months of meeting with a bunch of people, Dawson and I got lunch, and I finally asked him. And he said yes."

#### REAL ESTATE

Owen began his real estate career in 2018 at the age of 24. He's been able to build one of Richmond's up-and-coming businesses over the last five years. ...

▶▶ rising star

By Zachary Cohen

“Real estate allows me to write my own destiny.”



Owen credits his success to several factors: the leadership and guidance of his team leaders, the education he provides to clients, his top-notch communication, and his humility.

“I think you have to be really confident in yourself and confident in what you know but also be incredibly humble. Every day, this job is so different. Be confident, humble, and adaptive,” he says.

Owen is a part of PH Partners, a team of eight agents led by Caleb Boyer. The team falls under the umbrella of the brokerage Providence Hill Real Estate, which was founded in 2021 by Dawson Boyer, Caleb Boyer, and Elliott Gravitt. Owen closed 20 deals for over \$7 million in 2022.

Five years into his career, Owen is starting to reap the rewards of years of hard work. Many of his clients are coming up on their second home purchase, and Owen is doing everything he can to ensure they come back to him. His primary focus is building long-term relationships and a business that will stand the test of time.

#### A FAMILY MAN AT HEART

Owen and his wife, Morgan, reside in Tuckahoe with their daughter, Birdie, their dog, June, and their cat, Willow. When he’s not working or hanging with his family, you’ll find Owen playing golf or disc golf, but his family remains at the center of his world.



Owen Thatcher with his wife, Morgan, and daughter, Birdie

“I love my family. The only thing I wanted to be in life was a dad, so that’s been awesome. Way better than I thought it could be,” Owen beams.

Owen is looking forward to the next stage of his career. He got his broker’s license in 2022 and hopes to one day lead a team of his own. While he knows real estate isn’t a perfect career, there’s nowhere else he’d rather be.

“Real estate allows me to write my own destiny. I feel very fortunate,” Owen says. “I’m grateful to be the Realtor I am and for all the people that have invested in me. I’m grateful for all the things that have changed since I started at 24. I love being a family man. I love my clients. I feel lucky to do what I do, to get to be a part of people’s lives in this way.”



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# KRISTIN WOOD

▶▶ cover story

By Zachary Cohen  
Photos by Philip Andrews



## THE MILITARY RELOCATION SPECIALIST

During the 23 years she spent as a military spouse, Kristin Wood moved seven times, two of which were international relocations. With two boys in tow, Kristin was faced with navigating some challenging transitions. Not only did she have to pack up her home and resettle in a new city — but she was also tasked with helping her kids adjust and make new friends.

“We had to start fresh every time,” Kristin reflects, “and I had to make new friends all over again too. I learned how to coordinate big moves logistically and emotionally.”

During this time, Kristin had the opportunity to volunteer in various settings but didn’t get the chance to build a career of her own. So when her family moved back to Virginia to settle into their forever home, building a career was at the top of her to-do list.

### FINDING HOME

“We had been stationed overseas for six years in Italy and South Korea. My husband was looking at his next move being his last station and retiring, and we ended up choosing to come to Fort Lee,” Kristin explains. “I grew up in Hampton Roads. We had been here a few times for training, and we fell in love with the Richmond area. It had a lot of appeal to it.”

Upon landing in Richmond, Kristin set out to find her family a home. She connected with a REALTOR® who was skilled but lacked military-specific expertise.

“She did the best she could, but ultimately, she didn’t know what it entailed to PCS (permanent change of station). Not only did she not really understand that, but we were relocating



...

from another country with two kids, a dog, and vehicles moving across the globe. The house we ended up with was a beautiful home in a great neighborhood, but there were things that were not disclosed because she didn't know how to do virtual showings."

As a military spouse, Kristin needed support that her agent couldn't provide. And then, it dawned on her — she would make an excellent real estate agent. In 2017, Kristin dove into real estate headfirst.

**A PERFECT MATCH**

In real estate, Kristin found the perfect career match. She's able to use her experience as a military spouse, her negotiation skills, and her love for relationship building. For Kristin, there's nothing better than helping a young military family start their homeownership journey.

Kristin's business has grown steadily, and in 2021, she started her team, Kristin & Co. Today, the team has nine licensed agents and five support staff, all of whom are military spouses or family members. Kristin handles the majority of the listings,



while her team handles most buyers. With a solid foundation and a team behind her, Kristin is most excited about helping her agents build the lives of their dreams.

The team comprises a group of women devoted to two things: helping military families build wealth and find a home here at Fort Lee, whether permanently, due to retirement or separation from the service, or temporarily, until their next PCS (permanent change of station). Providing exceptional service to clients and going above and beyond is the key to their business.

...



I REALLY CARE ABOUT PEOPLE AND WANT TO SEE THEM BE SUCCESSFUL. I'D GIVE MY AGENTS AND CLIENTS THE SHIRT OFF MY BACK IF IT HELPED THEM.



From left to right:  
Krista Henington,  
Kristin Wood,  
Aliyah Muangrux



...

“As spouses raise families and travel with active-duty soldiers, they can build careers that move with them. That’s the whole premise,” Kristin explains. “So we specialize in relocation — military relocation, primarily. That’s what we do best.”

After so many life transitions, Kristin is going through another major one in 2023, as she’s going through a divorce. It’s been a challenging time, but also one more reason to give thanks for her real estate career. She’s watched countless military spouses go through similar situations and, gratefully, she has a financially stable business to fall back on. Kristin hopes to provide the same security for the agents that work alongside her.

“People feel my passion for growing agents individually and sharing my knowledge with them. I really care about people and want to see them be successful. I’d give my agents and clients the shirt off my back if it helped them.”

#### FAMILY IN FOCUS

Family is at the center of Kristin Wood’s world. Her two sons, Michael and Jacob, are now 19 and 15. When she’s not selling real estate, you’ll find Kristin hanging out with her boys, kayaking, and traveling. She also has a passion for Latin dancing.



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# RICHMOND REAL PRODUCERS' FIRST MAGAZINE PARTY

JANUARY 18, 2023

Real Producers' Magazine Parties never have a dull moment! It was an absolute honor networking with our featured agents and top-notch partners. A very BIG thank-you to our wonderful sponsor, **Tammy Wilkerson of Designed 2 Sell**, for hosting this wonderful evening at the fabulous luxury listing at 200 North Ridge Road, in Henrico, Virginia, provided by **Alyssa Deveraux of The Jenny Maraghy Team**. We had such a wonderful time connecting with the best of the best!

We can never express enough gratitude for our premium partners... We simply could not do what we do without your tremendous support. Thank you again for being part of our special Richmond Real Producers community. We appreciate you all and can't wait to see everyone again at our next event, the Masquerade Sneaker Ball, coming up on March 24th!

Our event photographer, **Philip Andrews of Virginia**

**Architectural Imagery**, snapped plenty of lively moments, which you can also find on our Facebook page: Richmond Real Producers Top 500. If you were one of the special attendees and have not already done so...

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For more information on all Richmond Real Producers events, please email us at [info@richmondrealproducers.com](mailto:info@richmondrealproducers.com).





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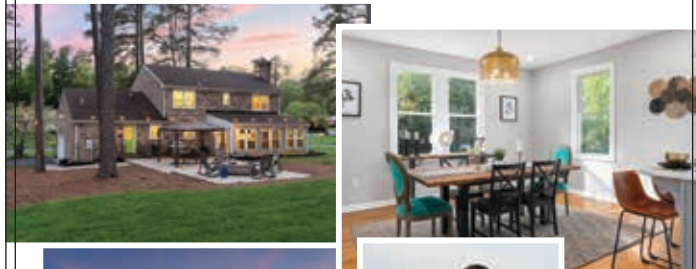


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times. Definitely recommend to all!"*



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By Shauna Osborne

# HOUSE-PLANTS

## FOR YOUR HEALTH

Enjoy these houseplants that, in addition to being elegant décor, offer outstanding health benefits to the members of your household.

I grew up in a Southern family with roots deep in the soil. My grandparents grew anything at all you'd want to eat right there in our back gardens, though my grandmother's favorite plants to meddle with were, by far, her houseplants. That love spilled over to my mother and her sisters and, eventually, to me. Though my collection may look a little different than hers, we both recognize(d) the endless benefits of having useful, versatile and visually engaging plants in the home, such as those on the list below.



### Peace Lily

In addition to its gorgeous white "flowers" in the summer, the stunning peace lily is a master of air pollutant removal, working hard to absorb and break down toxic compounds throughout your home. Sometimes called "closet plants," peace lilies are perfect for rooms that don't get much natural light.



### Snake Plant

This low-maintenance plant is a popular choice for small apartments and bedrooms, working while you sleep to convert carbon dioxide to oxygen. Snake plants purify by removing toxins from the air, absorbing them through their leaves.



### Aloe Vera

This plant has been used for thousands of years as a natural remedy to ease irritated skin. The clear, gel-like substance found inside the plant's leaves can be used to soothe and heal burns and even cold sores when applied directly to the skin.



### Boston Fern

With its lush green foliage, the Boston fern helps to rid the home of harmful toxins and is the ideal houseplant for locales with humidity problems, as it is considered a natural humidifier, benefiting those who suffer from dry skin, noses or throats.

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Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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# TOP 100 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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# TOP 100 STANDINGS

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<sup>1</sup>Subject to Credit Approval. Pathway Home is not available in all market areas. Property type and location limitations apply. Loan terms and conditions apply, including but not limited to, maximum loan-to-value of 97%, maximum loan amount, minimum credit score, and maximum income limits. Homebuyer education may be required. Program rates, terms and conditions are subject to change without notice. George Mason Mortgage | NMLS ID: 153400 | Advertising Notice - Not a Commitment to Lend - Subject to Program Availability. All loan applications subject to credit approval. Annual Percentage Rate (APR), programs, rates, fees, closing costs, terms and conditions are subject to change without any notice and may vary depending upon credit history and transactions specifics. Other closing costs may be necessary. Flood and/or property hazard insurance may be required. To be eligible, buyer must meet minimum down payments, underwriting and program guidelines.