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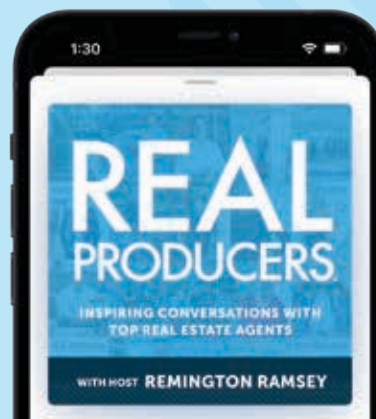


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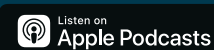
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Launch Party Celebrates Top Agents & Preferred Partners



Peacock Alley at the iconic Hotel Roanoke set the perfect stage for the *Blue Ridge Real Producers* launch party, where approximately 50 of the top-performing agents across our footprint gathered for a beautiful afternoon of food, fun, and connecting. Lively conversations filled the room, and our invaluable vetted preferred partners were there to make the party exceptional. Thanks to these dedicated businesses, nearly everything Real Producers does to support top REALTORS®, agents, and brokers comes at no cost. These top-tier partners—handpicked and highly recommended by the best in the business—are the backbone of our community. So, when you encounter them, remember to share your gratitude and confidently refer clients their way, knowing they provide nothing but the highest quality of service.

The Real Producers team extends a heartfelt thank you to all the brokerages that came out to celebrate. Our events thrive on this community's unique "collaboration over competition" spirit, and we're grateful for the integrity and mutual support that was evident in the room. Meeting some

of you for the first time was a pleasure, and I look forward to getting to know you better as time passes. Please join me in thanking our event sponsors who made this party possible for all of us to gather together: **Gold sponsor Latonya Jones with TJ's Superior Cleaning** and **Silver sponsors Albert Vargas with the Albert Vargas Agency/Goosehead Insurance** and **Abe Loper with Loper Financial Services.**

Next month, we'll unveil a new Top 300 list featuring familiar faces alongside new ones. Some agents will join the ranks for the first time, others will be returning, and a few will secure their spots for another consecutive year. **As we look ahead to our next event in February, we'll be celebrating those achieving Top 300 status for 2025. Stay tuned for details.**

I wish you all the happiest of holidays and look forward to a terrific 2025!

Blessings!
Betty





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FAQs

Q: WHO RECEIVES THIS MAGAZINE?

A: The magazine goes to the top 300 real estate agents in Central and Southwest Virginia, based on their sales volume from the previous year, and our preferred partners. With thousands of agents in the region, being part of this elite group is a testament to your hard work, dedication, and success.

Q: DO REAL ESTATE AGENTS HAVE TO PAY FOR MAGAZINES OR EVENTS?

A: No! The magazine and events are free for agents, thanks to our advertising partners.

Q: WHAT KIND OF CONTENT DO YOU FEATURE?

A: This publication is all about you—the real estate agents. We feature personal, unique stories about community members,

giving you a platform to inspire others. As we grow, we'll continue to add fresh, engaging content. We are not a pay-to-play model; we write authentic stories about Real Producers. We always welcome nominations, so feel free to bring someone to our attention if you'd like us to consider them for a feature.

Q: WHO ARE OUR PARTNERS?

A: Preferred partners, listed at the front of the magazine, fund and support this community. They are top professionals in their fields, have ads in every issue, and participate in our events. Every preferred partner has been recommended by one or more of you. Together, we aim to build a powerhouse network of the best REALTORS® and affiliates, helping each other grow stronger.

Q: DOES REAL PRODUCERS HOST EVENTS?

A: Yes! We host quarterly events exclusively for this community, bringing together the best of the best at local venues to network, collaborate, and elevate our businesses. We will share event details through the magazine and on social media.

Q: HOW CAN I RECOMMEND A BUSINESS OR FEATURE STORY?

A: If you want to nominate a REALTOR® for a feature story, recommend top-tier affiliate partners, or get involved in networking, please contact me via email or phone. I look forward to hearing from you.

Contact: betty.lee@realproducersmag.com
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Luke 6:31

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Jeremy Million

AMERICAN MOVING & STORAGE



When Jeremy Million moved from Ohio to Virginia to attend Liberty University, he had no idea he was beginning a journey that would lead him to owning American Moving & Storage, a respected and community-focused company. With a strong sense of duty, Jeremy joined the Army National Guard during his studies, deepening his passion for service.

He was at a crossroads after finishing school and leaving the National Guard. “I didn’t know exactly what I wanted to do,” he says. So, with just a small pick-up truck, he posted an ad on Craigslist offering moving services. He was stunned when he got his first call, sparking the beginning of his entrepreneurial journey.

“I was surprised I was good at it—and that I liked doing it,” he recalls with a smile. As more requests came in, Jeremy quickly realized the growing demand for reliable moving services. With this new-found momentum, he saw the potential for turning his side gig into

a full-time venture. Over the next few years, Jeremy expanded his operations, investing in additional vehicles and hiring a dedicated crew. What started as a small local service quickly became the reputable American Moving & Storage.

In 2009, a pivotal moment arrived for Jeremy’s growing enterprise. He met an older gentleman who, upon seeing Jeremy’s drive and integrity, offered to sell him a piece of land. Jeremy saw an opportunity and purchased the property, using it to build his first storage facility. This expansion laid the foundation for American Moving & Storage’s storage branch, which has since grown to include climate-controlled and non-climate-controlled units and other upgraded amenities. Today, American Moving & Storage serves over 400 clients for storage and completes approximately 1,200 moves each year, offering services that range from full-house relocations to single-item moves. True to the company’s tagline, Jeremy’s team ensures that “No job is too big or too small.”

The company’s identity is steeped in Jeremy’s time in the military, a legacy reflected in the name American Moving & Storage. His team includes several former service members, and the company has built a reputation for its commitment to treating clients with fairness and respect. “We treat our clients how we would want to be treated,” Jeremy explains about the principle that sets them apart in the industry.

As American Moving & Storage grew, so did its services. Today, the team offers moving services, professional packing, clutter removal, and short- and long-term storage options. Whether clients are relocating locally or cross-country, Jeremy’s team ensures they handle every detail with care. Always willing to go the extra mile, Jeremy and his team work around clients’ schedules to make moving as seamless and stress-free as possible.

For Jeremy, business ownership has always been about more than just financial success. The company is as much about the team as the clients. “I love that by owning this business, I’m not just helping our clients but also creating jobs,” Jeremy shares. “One of my team members has been with me since the very beginning, which means a lot to me.” Jeremy takes pride in being able to support his employees. This commitment to his team and community reflects Jeremy’s dedication to building a company that makes a difference.

Outside of work, Jeremy enjoys managing his short-term rental properties, including a farmhouse in Lebanon, OH, and a cabin in Columbus, IN. When he’s not helping clients move, he loves fishing and spending quality time with his wife and three children.

If you’re planning a move or need secure storage solutions, look no further than Jeremy Million and his team at American Moving & Storage. They are committed to providing top-notch service with integrity, ensuring each client feels like family.

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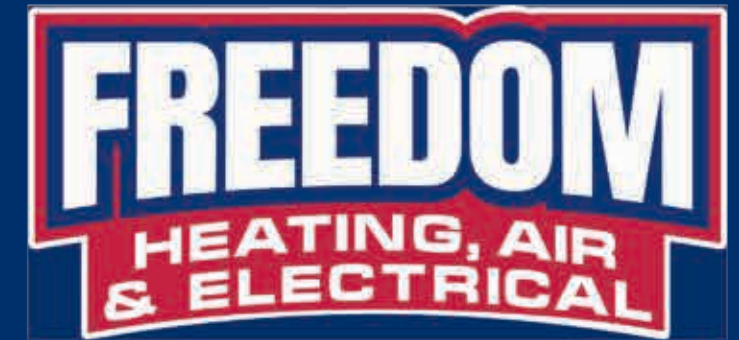
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“Everything changed moving forward,” she explains, after receiving a devastating diagnosis: lupus, stage three chronic kidney disease, and fibromyalgia. The doctors immediately put her on steroids, but the toll on her body, confidence, and spirit was immense. “I was swollen and was wearing wigs that didn’t feel or look natural,” Alyshia remembers. “My confidence was gone.”

For an entire year, Alyshia endured treatment after treatment, but nothing seemed to help. By 2014, her kidneys began to fail, and she was rushed into chemotherapy. For six grueling months, she underwent chemo, which helped stabilize her condition but left her feeling battered and broken. She desperately searched for hope and a light in the darkness.

“I knew I never wanted any women in my community to go through what I was going through alone,” she remarks about the inspiration for her grassroots organization, Making Lupus Look Good. Along with her sister, Alyshia started creating custom wigs, organizing makeovers, and setting up photoshoots for women with lupus, helping them reclaim their confidence. She also started a support group called The Survival Circle in the community to create the support she wished she had found in her darkest moments.

In 2016, Alyshia’s lupus resurfaced stronger than ever, this time attacking her brain. Initially diagnosed as a



Story by Maddie Podish | Photos by Kristina Rose Photography

In October 2012, Alyshia Merchant’s life took a traumatic turn. What started as flu-like symptoms spiraled into something far worse. While juggling college, a full-time job, and her responsibilities as a single mother, Alyshia began feeling progressively more ill. At first, her doctor dismissed her concerns, advising her to take more vitamins. But within two weeks, her condition deteriorated rapidly. Her hair fell out, her body was covered in rashes, and fluid buildup made her feel like she was drowning in her own body.

MERCHANT

“
IT FELT LIKE
THEY WERE
WILLING TO
GIVE ME A
HANDOUT
BUT NOT A
HAND UP.
”



pseudo-tumor, Alyshia fiercely advocated for better care, eventually finding her way to Johns Hopkins. “They listened, they treated me, and the seizures stopped,” she recounts, grateful for the doctors who finally understood her struggle.

During this time, Alyshia was living in Section 8 housing and on disability, using her own money to fund her nonprofit. When someone suggested she try real estate, the idea stuck. By 2019, she decided to re-enter the workforce, but her rent increased, and her disability was cut. “It felt like they were willing to give me a handout but not a hand up,” she recalls. Feeling God’s call, Alyshia earned her real estate license in 2020, passing on the first try.

At first, Alyshia struggled. She doubted herself, thinking she couldn’t even sell water to a fish. But amid her frustration, she felt God speak: “You’re going to be the Lupus REALTOR® and close deals to heal.” That message ignited a fire in her soul. Alyshia knew she needed to connect her passion for helping others with her real estate career. Advocacy was her heart’s passion. “To be successful, you have to follow your passion unapologetically,” she asserts.

Alyshia continues to thrive in her real estate career, closing 132 deals in just over three and a half years through her social media presence, where she educates the disenfranchised community about housing opportunities while being vulnerable and sharing her story. She’s the Vice Chair of

Roanoke City’s Fair Housing Board, has served as a DEI Committee Member for Virginia REALTORS®, has received the Affordable Housing Hero Award from Virginia Housing, and continues to advocate for lupus. She creates a safe space for her clients, assuring them she will meet them exactly where they are. She also started working with Roanoke Redevelopment and Housing, the organization that once supported her, to give back to those in need. “It really has all come full circle,” she smiles.

Alyshia’s daughter, Alieyah, now 17, dreams of becoming a psychologist, and they’re exploring colleges together. Alyshia will speak at Alieyah’s high school in December, along with a list of other schools, to teach students about real estate. This opportunity excites her because she wants young people to know that many paths to success exist.

Despite all her achievements, Alyshia is grounded by her family. “Life is short and not all about making money, so when I’m with my family, I’m present for them,” she shares. And when she can, she travels, finding peace and balance to help manage the stress that could trigger her lupus.

“God took me from Section 8 to six figures,” Alyshia reflects. Though lupus is a daily battle, Alyshia continues pushing forward, determined to live her best life and uplift others along the way. “There’s no cure, but you learn to live your best life, and that’s exactly what I’m doing,” she declares.

cover story

TONYA BREDAMUS

TONYA BREDAMUS' journey to becoming a REALTOR® is unique, filled with twists, turns, and a whole lot of love for her family and community. Growing up in St. Petersburg, FL, Tonya's family moved frequently, but one thing remained constant: her dream of settling in a small town with the charm of changing seasons. That dream came true when her in-laws moved to the area and introduced her to Martinsville. "I fell in love with Martinsville," she recalls, "and now, 20+ years later, this place truly feels like home."

Though she first earned her real estate license in Florida at age 18, her path initially led elsewhere. Tonya attended the University of South Florida, where she earned a bachelor's degree in elementary education. After a brief stint teaching, she became a stay-at-home mom, homeschooling her four children—Audrey Hope, Emma Faith, Liam Patrick, and Boaz Joseph. Homeschooling offered the flexibility to support her daughters' acting careers, traveling for auditions and out-of-state opportunities. "It was the perfect fit for our family at the time," Tonya says.



**KELLER
WILLIAMS
MARTINSVILLE
HOMES BY
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Story by Maddie Podish
Photos by Kristina Rose Photography

Once her two youngest sons entered public school, Tonya found herself with newfound time and a desire to return to real estate. “I realized I had all this extra time, and I wanted to get back into something I loved,” she explains. She got her Virginia real estate license in April 2021 and hasn’t looked back. “Real estate is perfect for me because I like helping people, and I love challenges. A lot of people look at it as a sales job, but I believe it’s about helping people.”

Tonya is passionate about working as a buyer’s agent, relishing the excitement of helping clients find their dream homes. “The thrill of hearing what someone wants and making that connection to find them their dream home is my favorite part,” she beams. Her love for the Martinsville area shines through in her work, especially when helping out-of-state buyers discover the magic of the town she holds dear. “The people here are the friendliest in the world,” she remarks. “You can go anywhere and strike up a conversation with a stranger, and you’ll be met with a smile.”

Family remains the cornerstone of Tonya’s life. Married for 27 years to her high school sweetheart, Tim, who now serves as a pastor, they share a strong partnership in family and business. Before Tim was asked to lead the church, the couple led their church’s youth group, and Tonya recently had the special opportunity to help



one of their former youth group members purchase a first home. Tim continues to support her real estate career. “He’s always been incredibly supportive,” she states. They reserve their Sunday evenings for planning their week, prioritizing family time amidst busy schedules. “Crockpots are great,” she laughs, reflecting on the little hacks that make balancing work and life easier.

Tonya is currently helping her eldest daughter work on her first TV show, *See/Saw*, which takes place in Martinsville. The whole family is excited to see where this new project will lead, especially because it ties back to the community they love.

When not busy with their careers or supporting their children’s dreams, Tonya and Tim enjoy hiking, playing pickleball, and relaxing with their dog, Paddington. Tonya also loves cross-stitching, doing puzzles, reading, and endlessly seeking self-improvement. And as if all that isn’t enough, she’s working toward her broker’s license.

Through it all, Tonya maintains a positive, grounded outlook. For her, success is about more than professional achievements. “Success is just doing what you love and helping people along the way,” she asserts. And Tonya Bredamus is doing just that—living her best life with her family by her side, with a heart full of gratitude for the journey.

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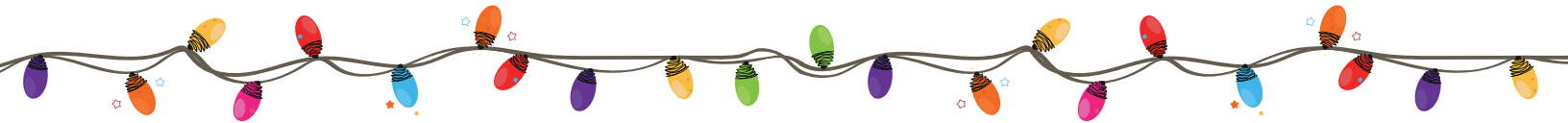
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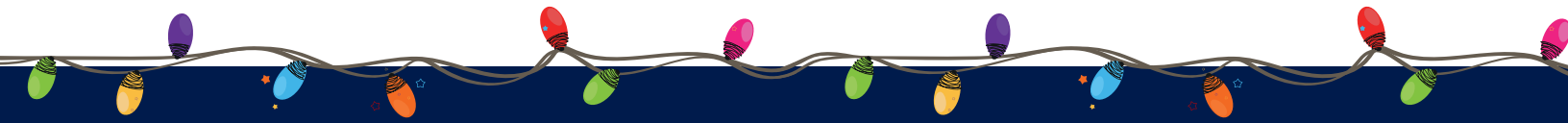
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