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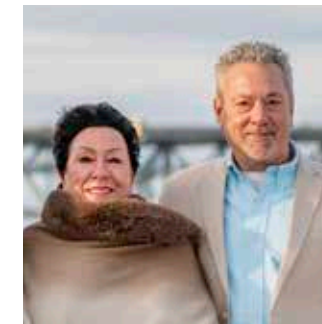
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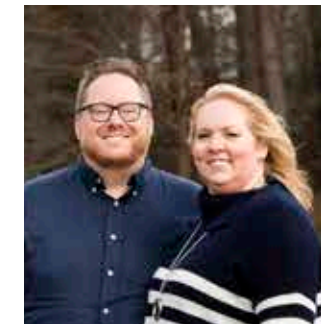
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TARYN & GERALD DEROSE

▶▶ power couple

Story by Maddie Podish
Photos by Mason Murawski Photography

LIZ MOORE & ASSOCIATES



Originally from New Jersey, Taryn and Gerald DeRose's love story began long before their successful real estate career. A blind date while Taryn was attending Rutgers University is what started this love match.

After Taryn graduated with her Bachelor of Exercise Science, she quickly realized her interest in real estate and obtained her license. While she juggled a dual career working in real estate and dancing for the New Jersey Nets basketball team, Gerald continued his father's legacy by becoming a home builder. Gerald grew up being schooled in all aspects of home construction to gain a better understanding of how homes were constructed from the ground up. Gerald's parents moved to Virginia in 1999 and continued building luxury custom homes in the Williamsburg area, specifically Ford's Colony. As the family business expanded, Gerald's parents wanted him to join the family business, so he moved to Williamsburg in 2005 as a fourth-generation home builder.

As Gerald and Taryn's bond deepened, Taryn relocated to Virginia in 2006. There, she assumed the role of Fitness & Lifestyle Director for the Colonial Heritage 55+ Active Adult Community. In this capacity, she managed all the groups, clubs and activities catering to the residents, ranging from card groups and mahjong sessions to dinner dances. Taryn thoroughly enjoyed her daily interactions with the residents, and she forged meaningful relationships along the way. Taryn then decided to return to her true real estate calling.

Despite specializing in different fields of real estate, Gerald and Taryn perfectly balance each other, allowing their clients to receive exceptional service. "When clients ask us a question, we already know who will spearhead the answer," explains Taryn.

This mindset stems from whether the question will need Gerald's building expertise or her explicit eye for detail. "You could tell me a million different paint colors, and I wouldn't know what it was going to look like," Gerald says. "But, if you were to ask if something could be added or taken out, I would know exactly what needs to be done. However, when transforming a house into a home, that credit goes entirely to Taryn."



With complementing strengths, they find themselves as the perfect external viewpoint when navigating challenging situations and being able to give honest feedback when necessary. Gerald expresses, "It's important to have someone to celebrate your victories with and someone who's there to support you every step of the way."

Gerald and Taryn made a switch in 2018, swapping their subdivision routine for the serene country life of New Kent County. Amidst their bustling household with three kids, three dogs, chickens and a rabbit, they immerse themselves in coaching, travel sports, retriever competitions, hunting, fishing and fostering a vibrant engagement within their community. Growing up in the real estate industry, their children have developed a genuine interest in their parents' work, finding joy in providing feedback on various aspects.



As they navigate through life, Gerald and Taryn utilize personal experiences to enhance the service for their clients. Building their first home together established the principle that communication and honesty would be a priority in any transaction. Taryn elaborates, "Whether working with first-time homebuyers or clients who have not purchased or sold a home for many years, we can set the right expectations and guide them through the process so they're not surprised or overwhelmed." Setting the right expectations is crucial for Gerald, as he frequently shares with clients there is no such thing as a maintenance-free home. This level of



"I first interviewed Taryn over eight years ago, and I've been trying to hire her ever since! I am beyond thrilled that they're finally here. She and Gerald are an amazing team – their strengths complement each other and provide a wide variety of skills and expertise to their clients. Their clients are lucky to have them on their team ... and so am I!"

*— Liz Moore, President,
Liz Moore & Associates*

transparency builds trust with clients, assuring them that Gerald and Taryn only have their best interests at heart.

With a continually busy schedule, the couple ensures that they are always up-to-date on clients' situations to ensure that one of them is always readily available to assist. The pair juggles their life well but states that being able to "turn it off" is essential. "We know life doesn't stop, but there are times we must focus on one or the other," shares Taryn. Dinner time is their constant, allowing the family to disconnect from the world and reconnect with each other. "Even with

the crazy schedules, family time will always be a priority," Gerald adds.

Gerald and Taryn have been through almost every avenue in terms of real estate, which makes them the entire package, from being first-time home buyers, making their own home improvements and renovations, purchasing land and building from the ground up. They each have their unique areas of expertise within the buying and selling process that allow them to provide their clients with the most experienced and well-rounded service.

▶▶ power couple

Story by Maddie Podish
Photos by Rachel Saddleire Photography

DEB & KEVIN KELLY

RE/MAX CAPITAL

The gripping history, eye-catching scenery and their love for being close to flowing water led Deb and Kevin Kelly to settle in Hampton Roads more than two decades ago. Both originally from the coastal side of Connecticut, Kevin has a richly diverse background ranging from being an Army veteran who served his country as a Helicopter Crew Chief to being a former submarine designer for Electric Boat in Groton, CT, and Huntington Ingalls Shipyard in Newport News. Deb's energetic and lively personality allowed her to thrive in any job she took on, but real estate has always been her calling.

In 2005, after watching his beloved wife find fulfillment in changing the lives of her clients through real estate, Kevin felt the urge to obtain his license. As they grew side by side, hard work, dedication, knowledge and self-motivation became their pillars of strength. "Knowledge is the power and is key to being successful at anything we do in life," Deb shares. "The more knowledge and experience we have, the better prepared we are." The love and respect that they have for those who serve, as well as their firsthand experience navigating the challenges of relocation, drove them to become certified Military Relocation Specialists.

Equipped with extensive experience and knowledge, Kevin secured his broker's license in 2008. The couple does not rely only on knowledge in their successful careers, though; they also choose to make ethical decisions that positively impact clients and peers alike. Kevin clarifies, "By adhering to the Golden Rule and consistently doing right by those you represent, you will experience an incredible sense of accomplishment, propelling you to strive for even greater achievements."

As their business grew, their clientele rapidly diversified, opening the conversation about Kevin running their property management company, Independence Property Management. Kevin seamlessly executed taking charge of the property management, ensuring their clients receive superb service. Specializing in two different fields of real estate has also allowed Kevin and Deb to express their unique perspectives to achieve optimal results in any situation.



What the duo truly loves to hear is that their services have changed the lives of their clients for the better. Deb shares a story of a military client whose first impression of her was from a Google search. After handling numerous adversities, such as harsh winter weather, intense negotiations and expedited turnaround times, the client declared that Deb deserved the title Award-Winning REALTOR® in Newport News, VA.

The meaningful connections Deb establishes with her clients (frequently sharing that the closing table marks the beginning rather than the end) reflect her genuine commitment to those who entrust her with their representation. "Nothing would be more exciting than seeing one of our dear clients' children getting ready to purchase their first home and having them come to us because of the wonderful job we did for their parents and the positive relationship we built with their family," Deb shares tearfully.



“ Deb and Kevin are a pleasure to work with as they are always upbeat and positive, like a ray of sunshine. In addition, they are laser-focused on serving their clients with the highest level of professionalism. Many of their clients are service members; Deb and Kevin study and learn better ways to improve their ability to help their clients. Finally, their paperwork is impeccable. As a broker, I cannot stress how meaningful it is when paperwork is spot-on every single time. I am thankful they affiliate with and work in my office.

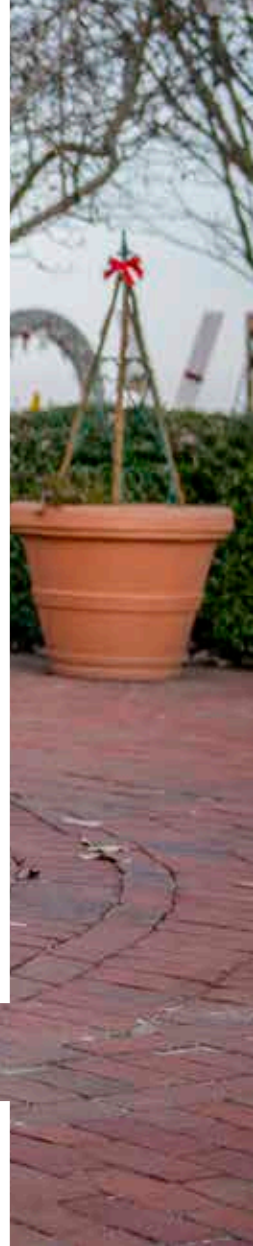
— Bobby Jankovic,
Broker, RE/MAX Capital

When happily taking their clients on a tour of Hampton Roads, Kevin and Deb find themselves falling in love with the area again. You can frequently find them enjoying the rippling shores on the many beaches surrounding them. Their passion for history regularly leads them to local museums and historical sites. As empty-nesters at home, teamwork remains at the forefront, with shared culinary adventures, where Deb’s Italian heritage shines through in her mastery of a mean lasagna.

After a scenic drive down the coast to Georgia, you’ll find Deb and Kevin’s two lovely daughters, Lindsay and Nicole. Lindsay and her husband, Nick Bottoms, share a home with their two handsome sons, Carter and Kent. For more than two decades, Nick has dedicated himself to the United States

Navy, serving as an active-duty Master Chief in the Engineering Department of Submarine Group Ten. Meanwhile, Lindsay thrives in her child counseling practice at Southeast Georgia Counseling & Play Therapy, LLC. Derrick, a Navy veteran, is employed in government service while Nicole thrives in her role as an Internal Auditor at FIS. Together, they share Kevin and Deb’s other two grandchildren, Kennedy and Harlem.

Grateful for each other, their family and friends, they embrace a journey defined by partnership, dedication and the pursuit of excellence in real estate. As they look to the future, they hope to continue their legacy of being ethical and trustworthy agents who positively impact the lives of their clients and everyone around them.



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▶▶ power couple partner spotlight

Story by Jacki Donaldson
Photos by Charles Townsend Photography

MATT LINDNER & SARA KISER LINDNER

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If you've never worked with Matt and Sara Lindner, owners of First Virginia Title and Escrow, LLC, in beautiful Williamsburg, then you are missing out. The married couple, who grew up in Smithfield (across the street from each other) welcome the chance to dazzle you with what they can do and how they do it. "We really work hard to get things done while providing peace of mind and making the settlement process joyful and smooth," they share.

First Virginia Title and Escrow, LLC, is an independent, locally-owned and operated Virginia title insurance and real estate settlement agency that has been serving the Commonwealth of Virginia since 2005. Everyone on the team is a licensed title agent, and partners and customers can enjoy personal touches of service — like a mobile notary closer coming to them. "We are happy to go to REALTOR® offices, lender offices, homes, workplaces or other public locations," Sara shares. "We have gotten a lot done at Starbucks!"



So Much to Love

Sara, with a background in real estate, mortgage and title and settlement, and Matt, a scientist by training with experience in engineering, chemistry and the automotive industry, love their work for many reasons, which you will love, too. Here are some of them:

- They get to creatively solve problems, Sara by leveraging her 18 years in the title and settlement market and Matt by bringing his unique experience to show staff new ways to attack challenges and organize long, complex processes to be thorough and robust. The self-proclaimed nerds find putting all the pieces of a puzzle together through detective work extremely rewarding.
- Being 100% independent allows them to offer the highest quality of service at competitive costs.
- They value continually improving processes as the world changes with scenarios like a tightening credit market, new wire and real estate fraud schemes and emerging cybersecurity threats.
- They regularly operate outside of core business hours because buyers and sellers can't always get time away from work. Their closer travels far afield to reduce the burden on customers for a convenient and comfortable experience, and they can also provide Remote Online Notarization.
- They treasure a personal touch, and everyone who works with them knows they can pick up the phone and get right to the person handling their file or get the leadership on the phone just by asking.
- They can help shape the industry and serve buyers and sellers as fiduciaries. Matt has recently been elected to the Virginia Land Title Association Board of Directors and is serving as the Legislative Director for the Trade Association. Sara serves on the Education Committee, and another employee serves on the Events Committee.
- Their staff is a joy to work with.

Matt and Sara find that in life, folks remember those who have helped them, and they are honored to be in the helping business, serving their clients so comprehensively that they come back again and again.

Experienced Advice

Serving REALTORS® and lenders is also at the forefront of Matt and Sara’s mission, and they kindly share the following three tips for helping home buyers and sellers positively navigate their real estate transactions.

- 1. Stay vigilant.** The industry is becoming more of a target for fraudsters and increasingly complex schemes every day. The more lenders, REALTORS® and other service providers do to inform customers and validate every bit of information, the better off the industry will be.
- 2. Don't get discouraged.** Although a tough year lies ahead with the current market, the more real estate professionals work together, the better their clients will fare.
- 3. Don't let clients skimp** on basic homebuyer protections to try to save a few dollars at the closing table. Get a home inspection and a survey so that buyers know what they are getting. Buyers should also get an owner’s title insurance policy to protect their claim. Title insurance rates have been steadily coming down, so the coverage is very affordable.

Defining success as helping others around them grow, learn, be personally and professionally fulfilled and feed their families, Matt and Sara are most grateful for family and the friends who have become family, as well as their senior rescue pit-mix,



Layah. “She’s our four-legged child,” they share. “Aside from our days spent at First Virginia Title, we work for her.”

When they are not working, Sara and Matt’s activities tend to revolve around kayaking, cooking and eating. “We are big foodies,” they mention. “If we’re not at Fat Canary, Casa Pearl or Dominion Dogs, we are probably cooking at home; house specialties are currently green curry chicken fried rice, BBQ ribs and pizzas.”



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PAUL & CAROLINE BAUER

The Bauer Group Real Estate Solutions

▶▶ power couple

Story by Maddie Podish
Photos by Susan Fowler, Fowler Studios

Communication, patience, encouragement, positivity and a sense of humor are pivotal to this dynamic duo's success. Paul Bauer retired as a Senior Chief of the United States Navy after serving for 21 years. His passion for new connections and daily challenges redirected him to real estate after utilizing his dual master's degrees in healthcare and business administration at his prior healthcare management job. As Paul entered his fifth year as a REALTOR®, Caroline's office job in healthcare was leading to burnout. "There were a lot of discussions and what-if conversations," says Caroline, "but I saw the potential of what we could accomplish together and decided, let's do it."

In 2020, Caroline left her job at Sentara and dove into the waves of real estate with her husband. In the beginning, clear communication led them to realize their unique strengths, making their first year one of their best.

While Paul excels in handling clients' experiences in the field with his naturally outgoing personality, Caroline thrives in the realm of organization, ensuring that every transaction is a well-oiled machine.

Because of their connection to the military lifestyle, they have a deep understanding of the challenges some of their clients may face. "In the

military community, making that connection offers an extra level of respect, trust and comradery," shares Paul.

The ever-changing real estate market is no match for the Bauer's strategic planning and positive mindset. In late 2023, Paul obtained his broker and loan officer licenses, allowing the team to become self-sufficient while better serving their clients. These additional licenses have created what they describe as a "one-stop shop" that presents their clients with an easy and smooth transaction during an often challenging and monumental life event.

With a smile, Caroline expresses, "Together, we are so much more than what we are individually. Having my best friend to share not only the wins with, but also to have a shoulder to lean on during the lows is the most fulfilling part of working together."



Two ongoing wins for them are raising their beautiful daughters, Haley (19) and Avery (12). As Haley powers through her first year at CNU studying social work, Avery navigates seventh grade. The family's movie nights are filled with laughter and energy as their three kittens, Ziggy, Spam and Olive, join in on the fun. The couple has shared many laughs, including visiting both Maine and Alaska and never seeing a real moose. "Caroline is convinced they are fake news," chuckles Paul.

Along with traveling and spending time with family, the couple enjoys recharging through their favorite hobbies. While Paul



HAVING MY BEST FRIEND TO SHARE NOT ONLY THE WINS WITH, BUT ALSO TO HAVE A SHOULDER TO LEAN ON DURING THE LOWS IS THE MOST FULFILLING PART OF WORKING TOGETHER."

partakes in bike riding, you'll find Caroline curled up reading a book or dancing. Everyone in the family is a huge college football fan (go Buckeyes!), and they try to travel to at least one Ohio State game a year.

previous home on Lake Anna. "While Lake Anna was well outside of our usual territory, we were happy to help our clients anywhere in the state," explains Paul. "Through the process, we became great friends and still get together for dinner whenever we can."

In their united front, Paul and Caroline embody the belief that together, they are more than the sum of their parts. Their strong communication foundation, coupled with patience, encouragement, positivity and a consistent sense of humor, enables them to tackle any challenge they set their minds to. Their story is an inspiration for those seeking to engage in similar family ventures and discover fulfillment in the process.

With each new client they work with, their circle grows. Paul and Caroline share how they helped a couple find their new home on the Hampton waterfront while selling their

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EDWIN & REBECCA RODRIGUEZ

**IRON VALLEY
REAL ESTATE
AND THE
PRESTIGE
AGENCY**

▶▶ power couple

Story by Maddie Podish
Photos by Charles Townsend Photography

Edwin Rodriguez, Managing Broker/Owner for Iron Valley Real Estate Hampton Roads (IVREHR), armed himself with knowledge while preparing to purchase his first home. His studious habits led the broker supervising the transaction to challenge Edwin to take the real estate course. “More than 20 years later, I am still in the business and assisting clients,” smiles Edwin.

As a veteran, Edwin served his country for 23 years in the United States Navy, retiring as an Information System Technician Senior Chief Petty Officer (ITCS). Upon experiencing Mike Little’s rapid response and straightforward approach as the Principal Broker of IVREHR, Edwin recognized that becoming a member of one of the fastest-growing brokerages in Hampton Roads was imperative.

By his side is his wife, Rebecca, who served as a fraud investigator for more than a decade at two of the largest healthcare companies in the area. Needing a change of pace, Rebecca shifted to supporting Edwin behind the scenes of his thriving real estate career while enjoying precious quality time with their grandchildren. Years later, while contemplating a new career path, she saw a familiar person post a job ad on Facebook. Kevin Torcia



of The Torcia Agency - Goosehead Insurance, greatly impressed by Rebecca’s inherently compassionate nature and later hidden sales talent, promptly seized the opportunity and welcomed her onto his team.

Fueled by her exceptional work ethic, Rebecca embarked on a significant endeavor, launching The Prestige Agency - Goosehead Insurance on February 1. This momentous achievement was built from her meticulous planning, dedication and passion for providing extraordinary service to her clients. Edwin loves seeing his wife thrive in a career she genuinely loves. “Helping clients find insurance that allows them to afford the home they want without additional stress is so fulfilling,” Rebecca shines.

As the couple journeys deeper into their careers, they have found that clear communication and open-mindedness allow them to support and uplift each other. “She’s my wife,” shares Edwin. “It’s hard not taking her struggles personally.” Rebecca adds, “Being able to be that outside perspective and keeping the line of communication open not just for advice, but also as a soundboard, truly lets us support each other in our different fields.” Edwin’s extensive network of professionals and spit-fast response time and Rebecca’s organically growing sphere keep the duo busy.

Finding time for one another flows instinctively into their chaotic schedules. The butterflies in their stomachs still flutter as they enjoy making each other laugh and having meaningful conversations. “He’s my best friend, not just my husband,” Rebecca beams. Edwin enjoys taking every moment to show off his gorgeous partner on frequent date nights that shift to listening to music on their way home. In their close-knit blended family filled with love are five children – Elijah (23), Frankie (23), Anjelica (21), Taina (21) and Adrian (11). Raised on a farm in a quiet town with a strong sense of family, Rebecca recognizes the importance of dedicating time to family activities. This commitment has resulted in a home bursting with laughter during family game nights, surrounded by their children and grandchildren – Aubrey (7), Kalani (3), Gabriel (2) and Karlos (1).



Grateful for the trust bestowed upon him by clients who choose him over numerous REALTORS® to guide them through one of the most significant transactions of their lives, Edwin aspires to be someone who selflessly assists those around him, consistently exceeding the call of duty. In awe of his work ethic in real estate, Rebecca knows

“When you think of a power couple, you think of the Rodriguezes! Edwin and Rebecca are both hard-working, caring and fun individuals to be around. They add to the IVRE culture in every aspect. Two of the kindest souls I have ever met in life!”

— Mike Little | Principal Broker-Owner, Iron Valley Real Estate Hampton Roads



Edwin’s generosity and empathy start at home. Their drive for exceptional service bonds them and allows clients a sense of ease throughout the transaction process.

Edwin regularly shares with new agents, “You are only as good as your knowledge of the contract and your team’s ability to execute. Your team comprises lenders, home inspectors, handymen and all other parties who assist in your transaction. Pick your team WISELY! It will make or break your career.”

As they pave the way for their unique careers, their paths intertwine. Though their journeys may differ, they ultimately lead to a client finding their dream home.

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FAQ

ABOUT THIS MAGAZINE



Welcome to *Real Producers!*

Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents on the Peninsula in Hampton Roads, VA. The Peninsula is defined as from the Chesapeake Bay Bridge-Tunnel in Hampton to the greater Williamsburg area and everything in between. We pulled the MLS numbers (by volume) from January 1, 2023, through December 31, 2023, in the Peninsula and Williamsburg area. We cut the list off at #300, and the distribution was born. For this year's list, the production level for our group was between just below \$5 million and \$50 million in 2023. The list will reset at the end of 2024 for next year and will continue to update annually.

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

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more. A link to our nomination form is on our Facebook page (facebook.com/peninsularealproducers).

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT OR TEAM?

A: Zero, zilch, zippo, nada, nil. The feature costs nothing my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers based on achievement and nominations.

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 and 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 preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and the best affiliates 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 real estate agents, please let us know. Send an email or text to joni@realproducersmag.com or call 757-348-7809.

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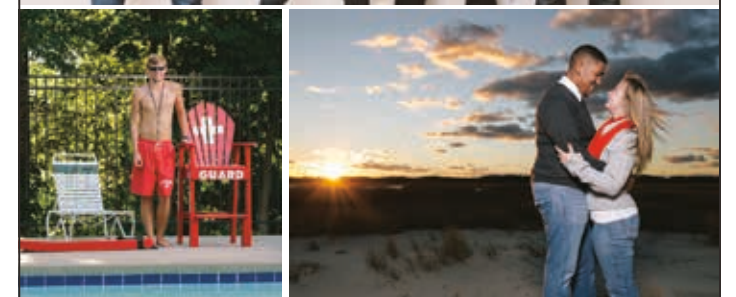
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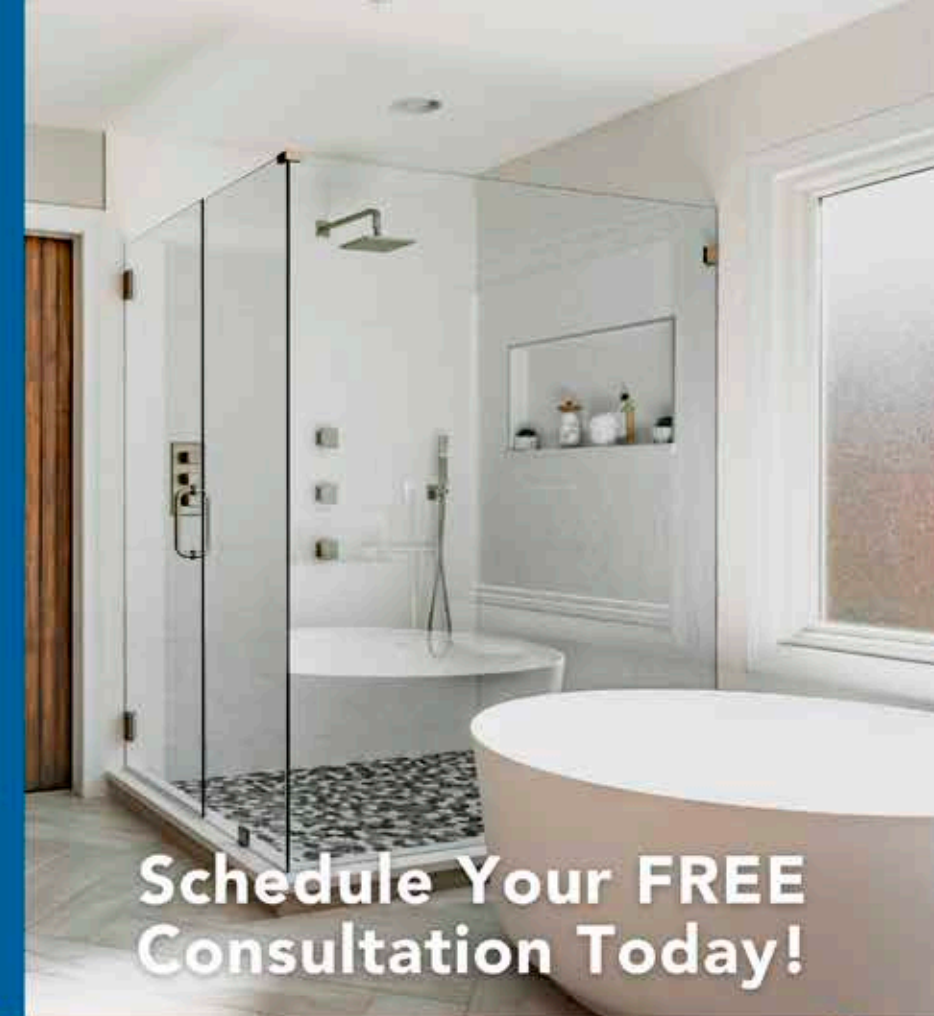
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"From the very beginning of our home buying adventure, to our closing date, this has been an amazing experience, and it's all due to the team that we had! Thank you all so very much. My family and I are beyond happy and excited to have our first home, and we owe it to all of you!"

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