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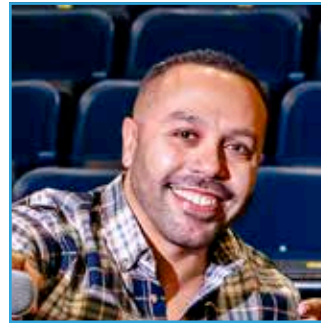
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# JULIAN RIVERA



▶▶ real producer

Story by Jacki Donaldson  
Photos by Rachel Saddleire Photography

## From DJ to Real Estate Pro: Julian's Remix for Client Success

Meet Julian Rivera, an unwavering force who is crushing his multifaceted career while balancing his commitment to family and community. A seasoned local DJ and host, Julian works hundreds of private and public events annually, having recently partnered with longtime friend Comedian Jay Pharoah to open for the legendary Pharrell Williams at the Something In The Water Music Festival 2023 in Virginia Beach. Since getting his real estate license in November 2020, Julian has also been a tenacious REALTOR®, boasting an impressive five stars across every deal he's closed.

To say that Julian, a husband and father of five, is topping the charts would be an understatement. Despite launching into real estate amid the pandemic and encountering plenty of challenges, he has amassed \$45 million in sales, including off-market deals, in fewer than three years; has earned the impressive Rookie of the Year honor in 2021 in all of Hampton Roads; and has received HRRRA's Circle of Excellence Gold in 2021, Platinum in 2022 and now Diamond in 2023. He also received the 2022 Cova Next Gen award for his total business ventures.

Julian is committed to relentlessly pursuing excellence, and quitting just isn't on his setlist. His career has been a dance with diverse beats, from working at local radio stations to running his entertainment company, Exclusive Entertainment. Expanding into real estate wasn't simply a track change; it was a remix, a blend of beats and bricks that showcase his adaptability, illustrated by a recent client experience in which Julian took center stage while working with an amazing couple looking for their dream retirement home. When obstacles threatened the deal, Julian refused to miss a beat. "When hope seemed nowhere in sight, we got more creative," he comments. "After a 60-day hold, my buyers exited the initial contract, received money from the seller to avoid a fun legal battle and then found an even better home, and most importantly, they were happy." This challenging yet triumphant journey defined Julian as an agent who orchestrates unforgettable experiences for his clients.

Julian credits his background since high school as a DJ for defining his journey. "I was one of the only DJs who could go to all types of events that cater to different people — different races, different genres, different ages, literally everyone," Julian explains. This versatility, which began in the DJ booth, now echoes in the diverse clientele he serves in real estate. "I treat my clients in real estate similar to my wedding clients," he mentions. "I DJ more than 50 weddings a year and more than 200 events on top of the weddings. Just like getting married, buying and selling a home is a significant memory that I take





very seriously. My reviews are five stars across the board because I always put the clients first and ensure I leave a lasting impression.”

When he is not spinning records or assisting clients as they buy and sell homes, he pours into the community, donating his time by hosting and DJ’ing events like the annual Special Olympics Polar Plunge fundraising event, Roc Solid Foundation fundraising events and Senator Aaron Rouse’s annual fundraisers, to name a few. He has also served on the Young Professional Board for the Special Olympics and is the official host and DJ for ODU’s basketball and football programs.

Julian’s definition of success is providing great value and service to all clients, rocking the DJ scene and having a happy and fulfilling life with his family. He is particularly proud that he and his wife have the freedom to own their house and multiple rental properties, including short-term rentals locally and in Snowshoe, WV, as well as a few mid- and long-term rentals. “We are always learning about real estate so we can provide a ton of value to the next person,” reveals Julian, whose entrepreneurial melody extends into other business endeavors. He co-owns Code Ninjas, a kids’ education center that teaches children how to code while building video games. He has two locations locally. He is an investor in a handful of other

businesses and real estate properties, partnering with other like-minded people.

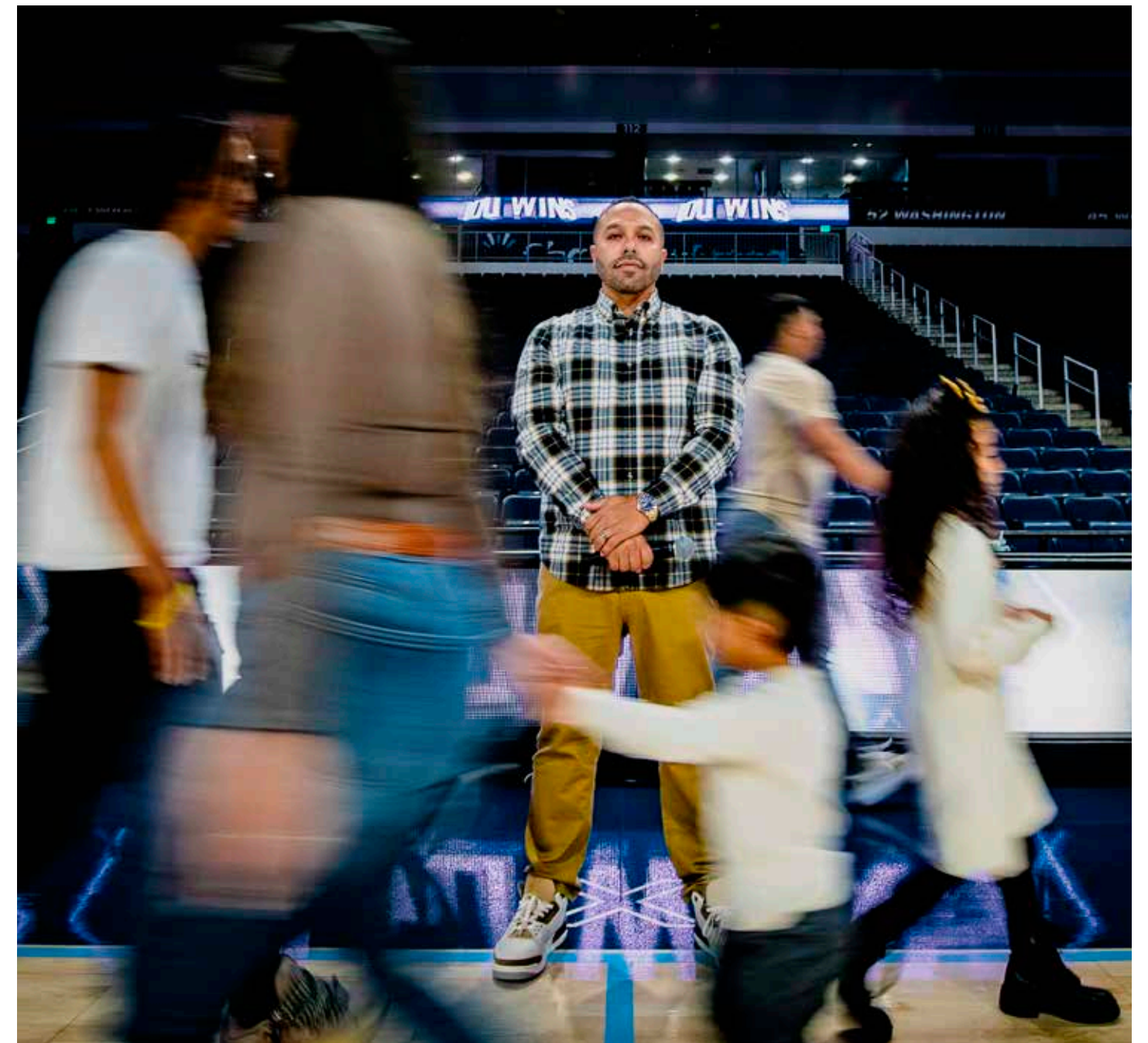
Freedom to Julian also looks a lot like spending quality time with his family. He and Myra have two amazing children together, Mia (7) and Myles (2), as well as three older kids, Julian (19), JeDehl (18) and Jhane (15). Julian enjoys traveling, playing with his kids, swimming and skateboarding, and he can often be found DJ’ing for his real estate colleagues at their parties and events in and out of Virginia.

Without his wife, Myra; his mother, Brenda; and his very supportive family, Julian reveals that he could not have

mastered his symphony of beats, transactions and life rhythm. “I’m old enough to admit I am not Superman,” he shares.

“Even he needed Lois Lane.” Although he doesn’t want people to remember him as a superhero, he does hope that they recall him as someone who gracefully juggles real estate, DJ’ing, his other businesses and family life. “I want to be remembered as a person who helped others find their dream homes, brought joy to the masses through music and was there for my family through thick and thin,” he expresses.

In this encore of Julian’s career, the transition from DJ maestro to real estate virtuoso is not just a remix; it’s a sonic journey, where each home is a note, and every client’s satisfaction is a standing ovation.







“Julian Rivera is the epitome of hard work, dedication and flat-out hustle. He has turned his passion for helping people into an extremely successful career, not just in real estate sales, but also in the multiple other ventures he’s involved in. His hard work and dedication to his clients and achieving the absolute best outcome for them is rivaled only by that of his family, for which Julian is a phenomenal father, husband, son and brother. I consider myself honored and extraordinarily lucky to not only be a part of his ascension in real estate, but also call him a friend.”

—Eli Miller, eXp ICON Agent, Supervising Broker/Mega Team Lead

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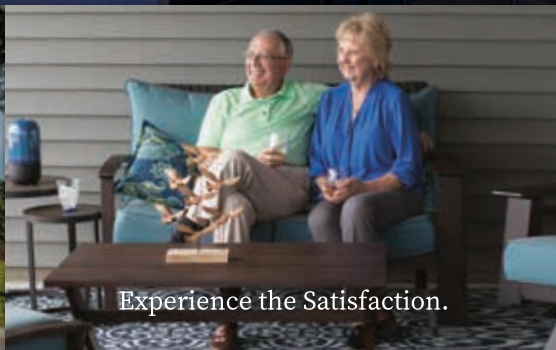
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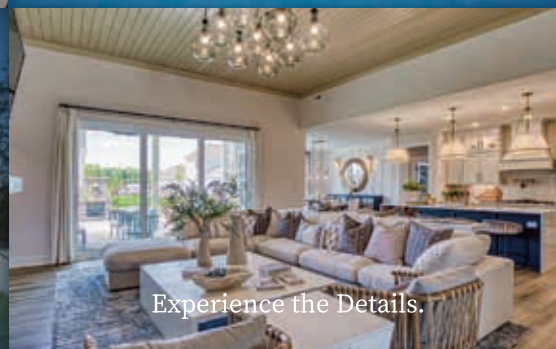
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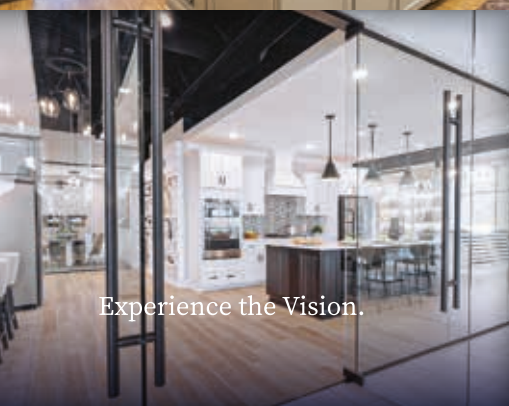
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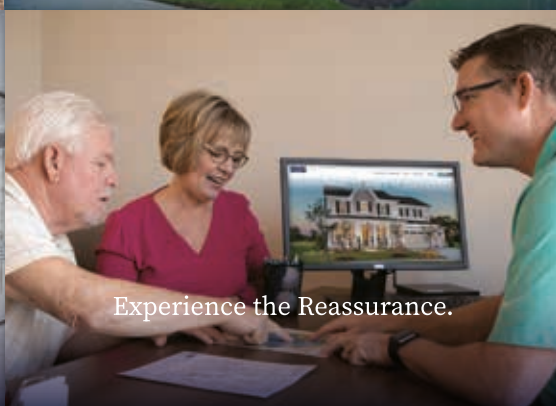
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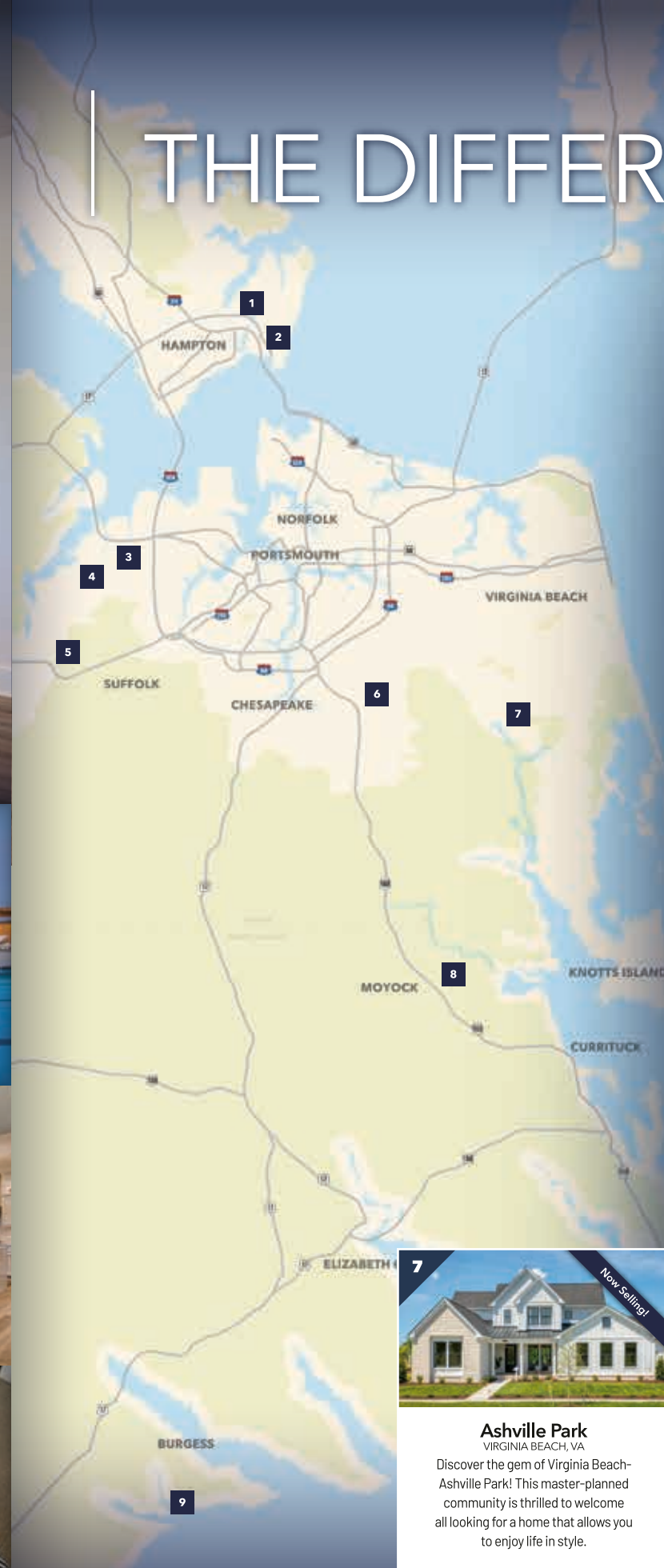


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# Melissa Boyce

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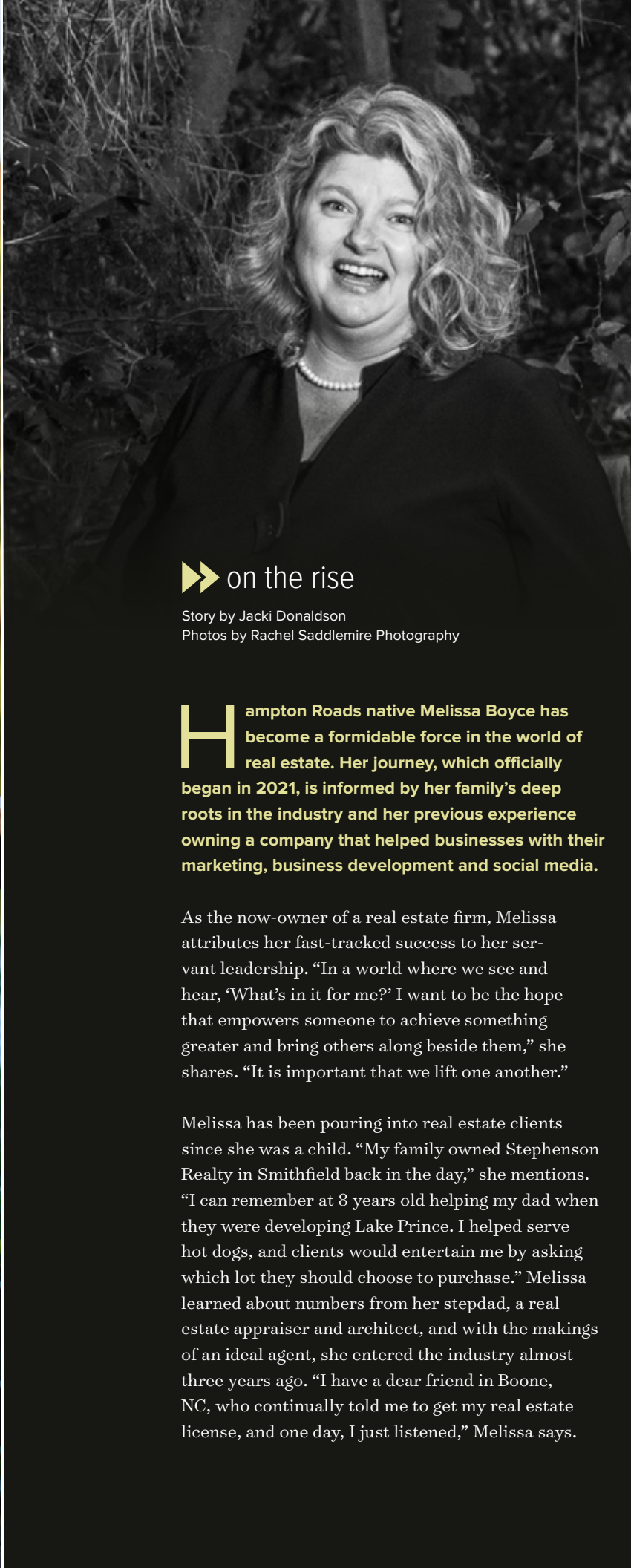
## ► on the rise

Story by Jacki Donaldson  
Photos by Rachel Saddle mire Photography

**H**ampton Roads native Melissa Boyce has become a formidable force in the world of real estate. Her journey, which officially began in 2021, is informed by her family’s deep roots in the industry and her previous experience owning a company that helped businesses with their marketing, business development and social media.

As the now-owner of a real estate firm, Melissa attributes her fast-tracked success to her servant leadership. “In a world where we see and hear, ‘What’s in it for me?’ I want to be the hope that empowers someone to achieve something greater and bring others along beside them,” she shares. “It is important that we lift one another.”

Melissa has been pouring into real estate clients since she was a child. “My family owned Stephenson Realty in Smithfield back in the day,” she mentions. “I can remember at 8 years old helping my dad when they were developing Lake Prince. I helped serve hot dogs, and clients would entertain me by asking which lot they should choose to purchase.” Melissa learned about numbers from her stepdad, a real estate appraiser and architect, and with the makings of an ideal agent, she entered the industry almost three years ago. “I have a dear friend in Boone, NC, who continually told me to get my real estate license, and one day, I just listened,” Melissa says.



Melissa’s client stories are a testament to her enthusiasm and commitment to serving. For a client in Hawaii, she recently did a video tour, which the client shared with her daughter and grandkids. The daughter responded, “Mom, this agent is so excited about the memories she can already see us making as a family. I love her.” When another client, a single mom, was not able to overbid on a home she wanted, Melissa led with her heart. “The listing agent’s email was related to the Prayer of Jabez,” she comments. “In my offer recap email, I made a statement about that Prayer, as I say it every day. The seller received more than 10 much-higher offers on that property and even some cash offers, but my client’s was chosen.” Melissa’s attention to something very important made for an amazing closing.

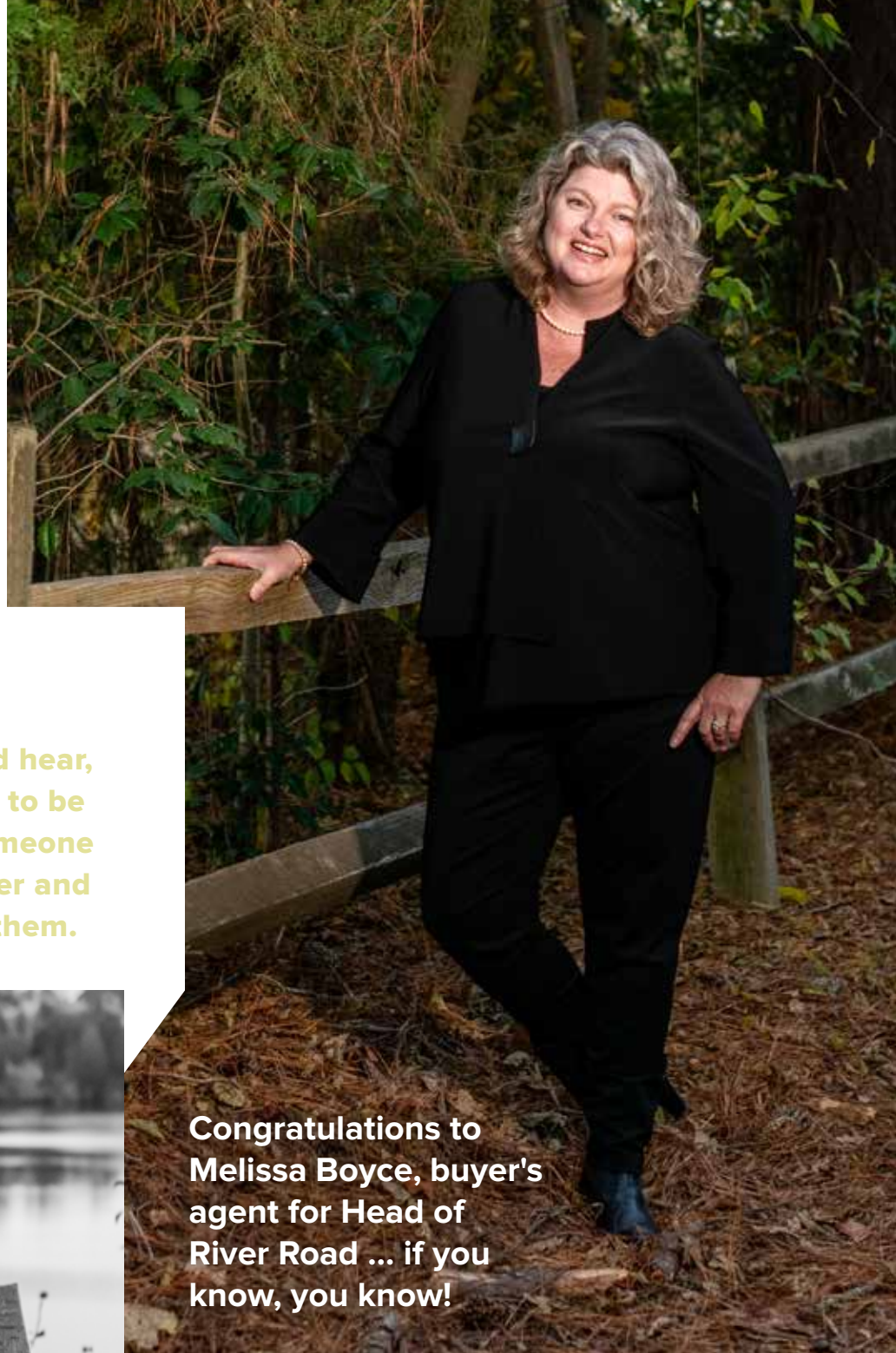
Understanding her clients’ “why” and what’s important to them helps Melissa walk in their shoes. “I want to fully know my clients,” she expresses. “I want to know where they want to grocery shop, what they do to unwind, how they handle stress, what keeps them up at night, why they want to start a new chapter.” This approach translates into meaningful relationships — and thoughtful closing gifts. “A few clients valued a spotless home, so I gave them an amazing cleaning service before they moved in,” Melissa states. “Another client was expecting a first baby and had been wanting an amazing bag she would not have bought for herself. Each client is unique. I started my favorite tradition in 2023 gifting past clients Christmas wreaths to kick off the holiday season. When others think of me, I want them to feel warmth and friendship. I want them to understand that I always have room for them at my table.”

Melissa credits her mom for giving her the book *How to Win Friends and Influence People* when she was 15. “That book inspired my foundational belief of how I do business today,” she expresses. “You should always give more than you take.” Passionate about learning and growing, Melissa often listens to podcasts and reads and then uses what she learns to leave an imprint on others and help them leave a legacy like she is working to do.

Melissann, Melissa’s 16-year-old daughter, and Forrest, her 14-year-old son, are both already delving into real estate. “Both kids are homeschooled, and they attend showings, home inspections and appraisals with me,” Melissa explains. “Clients enjoy Forrest’s perspective on any concerns he may have about the home. His standards are high. Melissann is an amazing designer, and clients love her vision when they are building their home or remodeling.”

Most grateful for her family and for every moment that she gets to see another day God has created, Melissa defines success through God's eyes. "If at the end of the day I can give back, help someone and give another person hope, I will be humble," she voices.

When she is not busy working, Melissa adores spending time with her husband, Travis, and their kids, four dogs, four cats and 14 bunnies. They hope to add a miniature Highland cow to their team. Favorite family pastimes include traveling and partaking in outdoor activities like hiking and visiting mountains, four-wheeling, dirt bike riding and going on picnics.



**In a world where we see and hear, 'What's in it for me?' I want to be the hope that empowers someone to achieve something greater and bring others along beside them.**



**Congratulations to Melissa Boyce, buyer's agent for Head of River Road ... if you know, you know!**

When asked what folks may not know about her, Melissa thoughtfully reveals, "I went sky diving. I love to garden and can food. I laugh uncontrollably at times. I could sit around a bonfire for hours. I will write a book in 2024. I was a graduating member of the Suffolk Leadership Challenge and Watauga Leadership Challenge. And I want to own a general store one day where people gather and take time to slow down for what is important (each other) and we welcome you with a smile."

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## ▶▶ spotlight REALTOR®

Story by Maddie Podish  
Photos by Mason Murawski

### Berkshire Hathaway HomeServices RW Towne Realty

Lori Gomoke has always dedicated her heart to changing the lives around her for the better. As a Hampton Roads native, she attended all three Churchland schools before obtaining her Associate in Business Administration from Tidewater Community College. Before receiving her real estate license in 2009, she managed an orthodontic practice, taught group fitness at Taylor Bend YMCA and was an upline manager for Lia Sophia Jewelry.

Realizing she needed a change of pace and a more flexible schedule to spend time with her children, Gabrielle and Zachary, she decided to leave the orthodontic practice. “I still worked, but I chose my hours for the gym and jewelry jobs,” she explains. “One day, I was praying and felt led to look into real estate. I thought I was doing it for fun, but God had bigger plans.”

Throughout her years in real estate, Lori has developed a passion for educating her buyers and sellers about the ever-changing market. She continually adds knowledge from previous experiences to give her clients the smoothest transaction. She recalls one of her last listings, which had what seemed to be a couple of bees at the time. After a local beekeeper came out, investigated and removed the bees, the home was ready for an eager buyer who had waived the home inspection. After a couple of

months, Lori received a call from the buyer’s agent explaining that the floor had to come up because, as the weather was warming, the owner started seeing something on the walls. Lori proclaims, “It was honey and beeswax! The moral of the story: ALWAYS get a home inspection, and bees are incredible!”

Even though Lori believes her road in real estate has been great, she touches on how if she could go back and give herself advice, she would trust in God more. “That’s the one thing I would have done differently, not let the tail wag the dog regarding dropping everything,” she reveals. “I had to learn to exhale.” Lessons like this one taught her that communication is critical in any conversation. “People want to be heard and understood,” she comments. “This skill is great for all my clients, but it especially comes in handy with the many divorce cases I have handled.”

As her clients go through changes that lead them to need new homes, Lori remains steadfast at the brokerage where she first hung her license 14 years ago. The fantastic ongoing training and non-competing brokers led her to choose Rose & Womble Realty. From the beginning, Managing Broker Jimmy Gillerlian saw potential in her. Throughout the years, Rose & Womble has held either the first or second slot for sales/listings. Recently, they merged with their counterpart to combine their success, creating Berkshire Hathaway HomeServices RW Towne Realty. The future looks bright as Lori’s clients can experience the best from both companies.





Meeting new people as a result of the merger of the two companies was not the first time Lori welcomed new faces into her life. Her family has grown by two since having her grandchildren, Jeremiah and Alexandria. Smiling, she says, “They call me Lolly and are the joy in my heart.” The family stays close (living about 1.5 miles from each other) by celebrating birthdays, holidays and life in general. “We end up in the kitchen no matter whose house we are at, and you can learn a lot about life in the kitchen!” she laughs.

With her family, Lori believes in creating cozy atmospheres to create lasting memories and a safe space for all conversations. With her clients, she is no different, and Knotts Coffee, Mays Parlor and 54 Beans are some of her go-to client meeting places. With her family bonding so much in the kitchen, it only makes sense that she loves giving Cutco knives as her closing gifts. “My clients love them and use them regularly,” she says. “I even have different types of knives so they can start a collection.”

Quality time with family blends into finding time for herself. From throwing pottery to making jewelry, you can always find Lori crafting. She enjoys “walks and talks” with her friends, which build trust, an attribute she hopes to be remembered for. “I want to be someone who helps others find their full potential, happiness and joy but most of all, Christ. Life is a journey that should not be traveled alone. There are so many trials in life, but there is also freedom.” Lori has found her definition of success, “loving the life you live and living it with the people you love,” through her work in real estate, her family and Christ.

**360**

I have had the pleasure of working with Lori for over 15 years as her managing broker. From day one, Lori has been a consummate professional, focused on the needs of her clients, sacrificing her personal time to make sure that every client she represents reaches their real estate goals. Outside of her real estate career, I find that Lori is a truly nice, genuine person who cares about others and returns that same commitment to her community.

— Jimmy Gillerlain, Managing Broker, Berkshire Hathaway HomeServices RW Towne Realty



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# QUALITY ASSURANCE INSPECTIONS

Quality Assurance Inspections, commonly known as QAI, is a home inspection company that prides itself on delivering high-quality inspections in the real estate market. The QAI team is dedicated to going above and beyond to accommodate clients' needs and busy schedules, making them a reliable partner for real estate professionals.

## Stephanie Fields: A Personal Connection to Excellence

Operations Manager Stephanie Fields, an integral part of the QAI team, is proud of the loyalty and personal interest the company embodies. "I am personal friends with the owners," she explains. "Knowing that I have a special-needs daughter, they understood how critical job flexibility is to me." When the position became available, they reached out to Stephanie, and it turned out to be one of the best decisions she ever made.

## Paul Muir: A Diver Turned Inspector Turned Manager

Paul Muir's story is equally interesting. A retired Navy diver with a strong background in construction, he joined QAI in 2017, hitting the ground running. "Home Inspecting can be strenuous and demanding on the body if you are performing 10 crawlspace inspections a week, not to mention the hot attics in the summer months," he explains. "When Jay and Totch asked me to manage the company in 2022, I jumped at the opportunity because I still love this work and how important it is to our clients and agents." With more than 2,000 inspections under his belt, Paul brought a wealth of experience to the team. His deep understanding of the industry and commitment to thorough inspections have helped QAI stand out in a crowded market.



## Commitment to REALTORS®

The QAI team members understand that real estate is a 24/7 industry, and they pride themselves on timely

reports, usually delivering them within a few hours, and are always available for follow-up questions or just to discuss the report with the client if they need further clarity. The client's fee goes beyond just the inspection, which is especially true for the many overseas military clients buying a house "site unseen."



The Virginia Department of Professional Occupational Regulation (DPOR) lists the minimum requirements to obtain a home inspector license, but QAI inspectors far exceed those requirements before being hired. They perform more than double the minimum supervised inspections and must also perform proficiently under a panel of senior inspectors before hiring, with the result being streamlined and consistent inspections regardless of which inspector is assigned to the job.

The QAI team also loves empowering real estate professionals in the home inspection process by providing educational sessions to brokerage offices by request. During these quick Lunch & Learn briefs, they discuss QAI services, the home inspection process, expectations and their approach to certain unique situations in their findings and provide tips on how to look for certain "deal killers" to avoid wasting time and money on an inspection. They also guide agents in writing Property Inspection Contingency Removal Addendums (PICRAs) to help protect agents and the client during repairs.

At QAI, community involvement is a core value. The company and its inspectors actively engage in various community initiatives such as food bank donations, coaching youth sports and participating in home-buyer workshops. The team's commitment to making a positive impact extends beyond home inspections. Stephanie and Paul define success as the happiness of their clients, the joy of their families and the opportunity to give back. They believe in living life to the fullest and leaving a positive impact on those they encounter, making them remarkable ambassadors of the QAI brand.



**Get to know Stephanie:**

“My son is 21, enrolled at TCC for cyber security and works part-time at a car restoration body shop. He’s very active in church and enjoys all things computer-related. My daughter is 13 and has Down syndrome. She is a joy and always happy — besides the teenage hormones. She enjoys being outside, playing in the water and going to Ocean Breeze. I am a competitive bodybuilder, so I spend a lot of my free time in the gym. During the summer, I can be found at the beach, and I love being outside in nature.”



**Get to know Paul:**

“My wife and I are empty-nesters except for our three chihuahuas and two cats. My wife of 27 years is a cosmetologist and works from home. My daughter lives in Virginia Beach and works at the Norfolk Commonwealth Attorney’s Office. We are new owners of an RV and love to camp at every opportunity, frequenting the state parks of Virginia, aiming to stay at all of them, including private camping grounds.”



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and systematic, allowing people to relax and enjoy the fun part of buying a home while she handles the details that can often seem overwhelming. Katie has guided countless families into homeownership, turning the impossible into possible. Check out a few of her 5-star reviews. Their experiences speak louder than words!

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Katie and her team kept us informed every step of the way. She was very pleasant to work with and reassuring during the whole process. We never had to guess where we were during the process. We will definitely recommend her and her team. - Michael G.

★★★★★ CLIENT REVIEW

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▶ featured REALTOR®

Story by Danielle Kidwell  
Photos by Leah Ariel Photography

## IRON VALLEY REAL ESTATE HAMPTON ROADS

Sebastian Martinez's journey into the world of real estate is a story of transformation and a deep desire to help others. Starting his career as a helicopter mechanic for the U.S. Navy, he made a bold decision to switch gears in late 2021. Now, as a successful REALTOR® with Skyline Realty Group, Sebastian is living his dream of profoundly assisting people.

"I wanted to start a more fruitful life with my wife, Nikki," he says. "I have always been someone who loves to coach and help others succeed where I've succeeded." Leaving behind a career as a helicopter mechanic after separating from the Navy, he embarked on a new adventure in the world of real estate. For Sebastian, the attraction of real estate lies in the incredible potential to make a significant impact on people's lives.

"I was a friend of Eric Edwards for a long time before even contemplating real estate, and he opened my eyes to the endless possibilities," Sebastian explains. "It was a no-brainer to start a new career at his firm." The choice to join a veteran-owned business that goes the extra mile for its clients came naturally to Sebastian, and the opportunity to learn from Eric Edwards, Mike Little and Andy Nelson — individuals Sebastian looks up to — sealed the deal.

# SEBASTIAN MARTINEZ



Sebastian's commitment to helping others succeed is evident in his role as the founder of the Skyline Realty Group. His favorite moments in real estate have been mentoring and guiding his agents toward becoming top producers. However, even before he reached this level of success, he remembers the crucial role that mentorship played in his journey. "I don't know if he knows this, but I'll never forget the long days and nights of learning from Andy when he would stay at the office way after hours just to keep teaching me about real estate and how to be better every day," Sebastian shares. "The hands that have molded me in real estate have, in part, touched the lives of all my clients and our collective success stories." Sebastian's thirst for knowledge, negotiation skills and unique ability to clearly explain all aspects of real estate set the tone for his strong team of agents.



“SEBASTIAN IS A CONSUMMATE PROFESSIONAL AND PASSIONATE REALTOR® WHO GUIDES HIS CLIENTS WITH HONESTY, TENACITY AND KNOWLEDGE FOR EVERY TRANSACTION. HE HAS ALSO BECOME A GREAT TEAM LEAD AND NOW IS SPENDING HIS TIME CULTIVATING OTHER AGENTS' CAREERS AND LIVES IN A POSITIVE, IMPACTFUL FASHION.”  
— MIKE LITTLE, PRINCIPAL BROKER-OWNER, IRON VALLEY REAL ESTATE HAMPTON ROADS

Sebastian's regular podcast choices and favorite business books are a testament to his commitment to self-improvement. He regularly tunes into *Keeping Current Matters* and the *Massive Agent* podcasts. His favorite business books include *Think and Grow Rich* by Napoleon Hill, *Can't Hurt Me* by David Goggins and *The ABCs of Real Estate Investing* by Ken McElroy. Sebastian loves to meet with clients at places like Cantina Laredo in Town Center, local coffee shops or in his office's comfortable and welcoming environment. As a thoughtful gesture, Sebastian gifts his clients an American flag with their house etched into it, ensuring they forever remember their home, even if they move.

Sebastian's family includes Nikki, the couple's 9-month-old son, Roman, and a full house of three dogs and an American shorthair cat. When they're not hitting the beach, they enjoy sitting by the fire and relishing the great outdoors. Sebastian's interests extend to hunting, playing video games and spending quality time with his friends. Many people might be surprised to learn that Sebastian played the drums for five years and was a traveling soccer player for a decade in his youth. Today, he is an avid outdoorsman, finding solace in the countryside while indulging in his love for hunting.

"I am still beyond passionate about helping others achieve their success in real estate," Sebastian expresses. "Whether buying, selling or investing, I am here to help, educate, coach and win." Sebastian wants to be remembered as a bright star in a dark sky, someone who offered valuable advice, perspective and love to those in need. His goal is to make others feel good and leave a positive impact on their lives. He is most grateful for his wife and son, who bring immense joy to his life.



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## An Interview with HRRA'S 2024 President of the Board



**KIM GEORGES**  
2024 PRESIDENT OF THE BOARD

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Drawing upon a rich legacy, I, as a seasoned REALTOR® with over 27 years of experience, attribute a substantial part of my professional growth to NAR's invaluable contributions. Through participation in REALTOR® designations, active engagement with the association, assuming leadership roles, and fostering connections within the real estate community, I have witnessed firsthand the indispensable role that NAR plays in our industry.

Membership in NAR is not merely a formality; it is a cornerstone of our profession. The association diligently strives to provide us with the essential resources and tools required to deliver unparalleled service to our clients. In the realm of real estate, professionalism serves as the hallmark that distinguishes REALTORS®, and NAR remains unwavering in its dedication to upholding and enhancing these standards.

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By Aubréa Shackelford, VP of Communications & External Affairs, Hampton Roads REALTORS® Association

**A HEAD AND SHOULDERS ABOVE THE REST**



Kim Georges, 2024 President of the Board



Jay Mitchell, 2024 President-Elect



Jeremy Caleb Johnson, 2024 Immediate Past Chairman

With a new year comes a new leadership team for the Hampton Roads REALTORS® Association (HRRA), a chance to take all our accomplishments into a new season and cast a fresh vision for the future of the association. As we have transitioned to becoming fully self-governed over the past few years, we have undergone many transformations. During her tenure, 2022 Chairman of the Board Barbara Sgueglia successfully elevated the association all around, bringing us fully into the present and setting up the association for further progression. 2023 Chairman of the Board Jeremy Caleb Johnson sought to put a halt to seismic changes, with a focus on advancing what the association already does well — advocacy, education and community outreach. From expanding the association's government affairs and advocacy efforts in the Southside Hampton Roads area to offering top-notch education from nationally renowned speakers to expanding our positive impact in the communities in which we live and work through volunteerism and charitable giving, we are proud to witness the fruition of Jeremy's vision.

So, what's next? Under new bylaws, HRRA has sunset the Chairmans of the Board title in exchange for the prestigious President of the Board, and Kim Georges, managing broker of Howard Hanna Real Estate Services, is the first to hold the name. Her focus for this year? Professionalism. As a broker who has mentored countless agents in their real estate careers, Kim has always believed that the most successful agents prioritize professionalism, positivity and productivity. Professionalism, she believes, is best achieved through obtaining designations through the REALTOR® organization. In her experience, agents who have obtained their Graduate, REALTOR® Institute (GRI) are "a head and shoulders above the rest" and are ready to take the real estate world by storm faster than their contemporaries. Under her leadership, HRRA has plans to bring more designation opportunities right here to Hampton Roads, including

several courses needed to obtain the GRI. In 2024, members will have the opportunity to acquire the Accredited Buyer Representative (ABR), Military Location Professional (MRP), Pricing Strategy Advisor (PSA), Senior Real Estate Specialist (SRES) and At Home with Diversity (AWHD) designations, as well as the Luxury Homes Certification (LHC) in-house. Through partnerships with companies such as Dynamic Directions, HRRA members can also take several online designation courses at a discounted rate, which will increase their professionalism from the comfort of their own offices. HRRA could not be more excited for the year ahead and hopes to see many more members taking advantage of the professional development benefits their REALTOR® membership affords them. We are committed to providing superior education that will set our agents up for successful careers ahead.

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# Real Producers Magazine Celebration Party: A TRIUMPHANT AFFAIR AT CHESAPEAKE HOMES BUILDER DESIGN GALLERY



The *Real Producers* Magazine Celebration Party for September, October and November 2023, hosted at the Chesapeake Homes Builder Design Gallery, was a tremendous success. Cassie Smith, Nicole Maggio-Deaton and the Chesapeake Homes team curated a festive atmosphere filled with delicious food and lively entertainment, making the event a memorable one. Special thanks to our vetted *Real Producers* preferred partners for contributing to the diverse libations that enhanced the celebration.

This exclusive gathering, where featured agents receive articles for free because of peer nominations, underscored the community spirit within the real estate industry. The

Chesapeake Homes Builder Design Gallery provided an elegant backdrop, and the organizers' attention to detail ensured a seamless and enjoyable experience for all attendees.

The evening showcased the industry's camaraderie, offering professionals the chance to connect and build relationships. This successful celebration reflects the dedication and passion of real estate professionals, with events like these playing a crucial role in fostering collaboration and appreciation within the thriving community. In essence, the *Real Producers* Magazine Celebration Party at Chesapeake Homes was a triumph, reinforcing the industry's commitment to excellence and community building.



### AGENTS CELEBRATED AT THIS EVENT INCLUDED:

- Cole Hart, OWN Real Estate
- Nina Olander, Keller Williams
- Kathryn Kramer, Howard Hanna
- Val Milan, Swell Realty
- David Cacace, BHHS RW Towne Realty
- Kelsey Derby, RE/MAX
- Joe Carmada, AtCoastal Realty
- Robert Pickles, Keller Williams
- Melody Cespedes, 1st Class Realty
- Eli Miller, Encompass Real Estate Solutions brokered by eXp Realty

### NOT PRESENT BUT CELEBRATED IN SPIRIT:

- Shelly Taylor, Shel's Home Team brokered by eXp Realty
- Scott Meredith, BHHS RW Towne Realty
- Eric Reed, Verian Realty
- Eric Edwards, Iron Valley Real Estate (we will celebrate them at the next magazine celebration party)

### PARTNER FEATURES INCLUDED:

- Sarah Dodson, Prosper Insurance
- Justin Miller, Veterans United Home Loans of Hampton Roads
- Trish Edwards, Cinch Home Warranty







And please give a special thank you to the following vetted preferred partners who came out to celebrate with us and gifted framed copies of the articles to those we featured in these issues.

- Samantha Snyder, True North Title
- Carrie Williams, Atlantic Bay Mortgage
- Jay Bennett, Quality Assurance Inspections (QAI)
- Becky Amos-Mohrhussen, AnnieMac Mortgage
- The Elite Team
- Christie Woytowitz, LoanDepot
- Kim Dombrowski, Impressive Home Staging
- Rusty Parker, OVM-AnnieMac Mortgage
- Greg Bell & Alvin Lapitan, The Broker

Nominate your favorite agents, brokers and industry leaders through the link available at [facebook.com/hrealproducers](https://facebook.com/hrealproducers) page



# Kimberly Vap

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Kimberly has been originating loans since 2011 with extensive knowledge of VA, first-time buyers, and self-employed borrower mortgage loans. Her expertise helps clients make smart and strategic financial decisions beginning with their mortgage loan. Kimberly works to build wealth through real estate for every family, every day.

When she's not helping her clients achieve their goals of homeownership, Kimberly devotes her time to serving as a member of the Board for the Women Against Violence and Development Committee of the Samaritan House.



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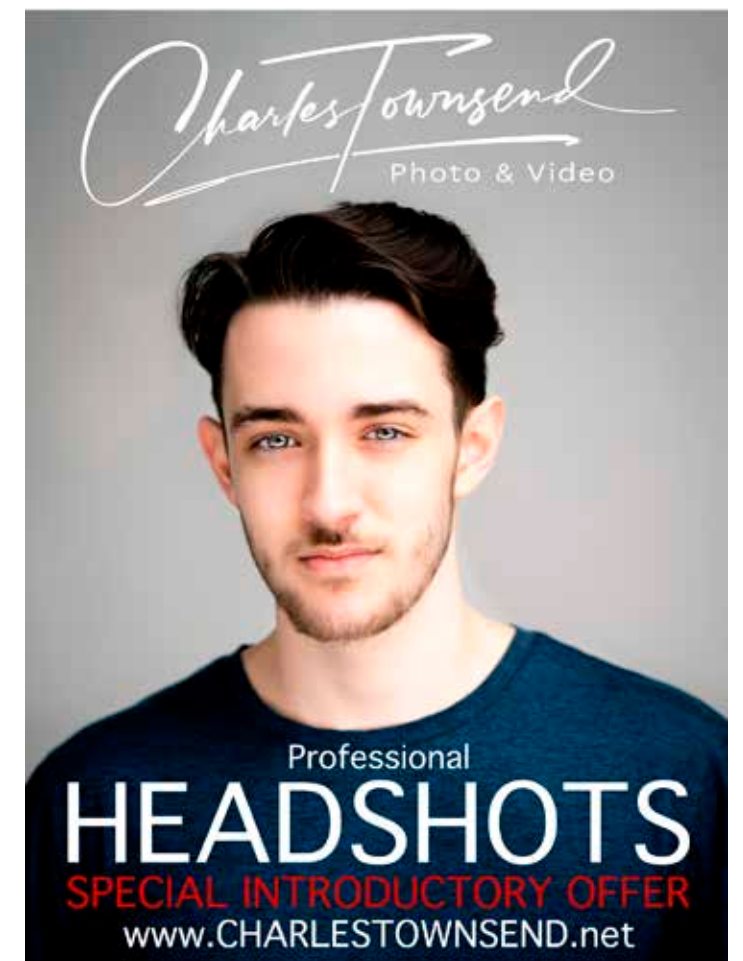
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# FAQ

## 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 500 agents in Southside Hampton Roads. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in the Hampton Roads' south side area. We cut the list off at No. 500, and the distribution was born. For this year's list, the minimum production level for our group is \$8.6 million in 2021. The list will reset at the end of 2022 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 nomination currently looks like this: Email us at [joni@realproducersmag.com](mailto:joni@realproducersmag.com) with the subject line "Nomination: (Name of Nominee)" and explain

why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

### 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.

### 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 for 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 to [joni@realproducersmag.com](mailto:joni@realproducersmag.com).

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