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Cover photo courtesy of Philip Andrews.



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# PUBLISHER'S NOTE

Dear Real Producers of Richmond,

As we step into July, let's take a moment to celebrate not only the summer vibes but also the spirit of independence. It's a month of fireworks, barbecues, and red, white, and blue as we come together to honor Independence Day.

But beyond the fireworks, July is also a time to reflect on the essence of freedom and independence in our lives. It's about cherishing the liberties we hold dear and striving to uphold them for all.

We can not wait to see you all again in the fall for our next big event, Fall Fest on October 3rd! Stay tuned for more details.

As we bask in the warmth of July, let's keep this quote in mind: "Freedom lies in being bold." Let's embrace boldness in our pursuits, our relationships, and our contributions to the world.

Here's to a July filled with joy, unity, and the sweet taste of freedom. Happy Independence Day to our friends, and happy July to all!



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# FALL FEST

October 3, 2024  
Location TBD

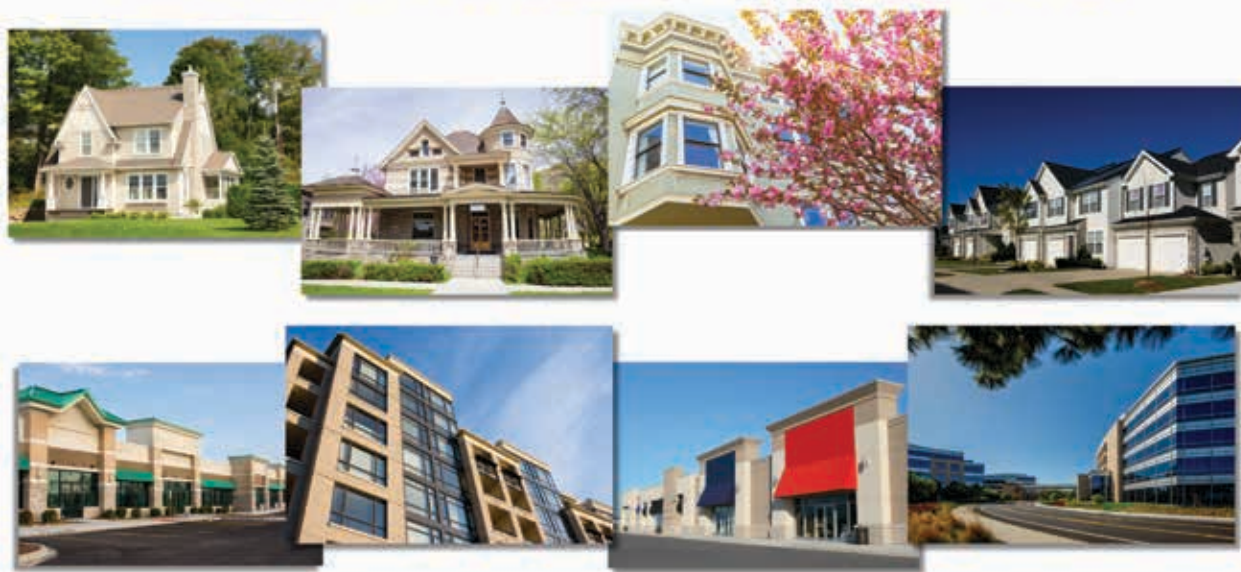
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legal hotline  
By Katie Redwood, Esq.

sign the deed and other documents on behalf of the principal. If the owner of real estate is a Company or Trust, a POA may not be the appropriate document to utilize if a member or trustee is unavailable. If the principal is a corporation or LLC, a resolution or special consent is usually the appropriate document to appoint an authorized signor. When the principal is a Trust, the Trust agreement usually appoints a successor Trustee to execute documents.

If your client needs to obtain financing to purchase property and intends to use a POA at closing, be sure their lender also sees a copy of the document prior to settlement and authorizes its use. Do not wait until the last minute to do so, as the file may have to go back to underwriting pending approval of the document, which may result in a delay. It is important to note that a POA terminates upon the death of the principal. If a property owner dies intestate (without a Will), their heirs will need to sign the contract and convey the property. If the owner dies testate (with

a Will), the beneficiaries or qualified Executor (if granted the power of sale) will need to sign documents.

In Virginia, if an agent signs a Deed or Deed of Trust utilizing a Power of Attorney, the original (or a certified copy) will have to be recorded in the jurisdiction where the property is located. In addition, most title companies will require an affidavit to be signed by the agent stating that the principal is “alive and well” and that their authority has not been revoked. It is a good idea to ask your client for the location of the original at the very beginning of the process to avoid any last-minute surprises or issues at recordation.



**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.**

# Utilizing a Power of Attorney in a REAL ESTATE TRANSACTION

If you are a realtor assisting a client with the sale or purchase of property, but they cannot sign documents during the transaction due to inaccessibility or incapacitation, a Power of Attorney can be a helpful legal tool for closing the deal.

A Power of Attorney is a document that allows a person (the “principal”) to grant one (or more) persons the authority to act on their behalf (the “agent”). A POA can be limited to a

specific action, such as the purchase or sale of real estate, or contain a broad range of general powers.

If a POA is going to be used on a real estate transaction, be sure to send a copy of the document to the closing attorney to review early on so they can ensure all requirements are met – that the document has been properly executed and notarized, and that it has the requisite language included that will permit the agent to



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coaching corner

By Drew DeMaree

# BE THE UNICORN

PART 2

Welcome back! We will continue our discussion of the twelve skills shared by the top one percent of business leaders in Part Two of BE THE UNICORN.

**The ANTICIPATOR** - Unicorns have the ability to anticipate what is coming before the crowd (customer) does. In years past, leaders projected a vision 15-20 years in the future. In the current post-pandemic era, moves are made closer to the upcoming disruption. THIS IS A GOOD THING! Being able to respond and anticipate the needs of our customers faster and more accurately shows progress.

**The PREPARED** - luck happens to the prepared. Forethought and planning are how the Unicorn rolls. Showing up prepared and educated with clearly articulated ideas and solutions is unique. Meetings or presentations are straightforward

because the leader is well-versed in RELEVANT facts with plausible solutions. The prepared look at the situation from all angles, instilling confidence.

**The SELF-AWARE** - This Unicorn is truly mythical, with a clear understanding of strengths and weaknesses. Staying within their wheelhouse sharpens skills, making solutions much more simple. With the ego in check, these Unicorns hover with their skill set sweet spot and don't wander. Knowing your limitations is the easiest way to achieve your goals and allow you to communicate them effectively. Self-awareness is a life-long journey!

**The CURIOUS** - as humans, we are wired to be curious. Science is curiosity in action. Do you know why it feels so good to find out the answer to something

that you have been curious about? ANSWER: Dopamine. Our brain rewards us for being curious and discovering the "why" of things.

Business owners are no clairvoyant, nor do we have a crystal ball telling us what to expect in the future.

In real estate especially, it is crucial to discover and hone your Unicorn qualities, setting yourself up for success. Our coaching clients start with a written plan that we help craft and customize for the individual. We work hard throughout our sessions to anticipate and adjust to market trends. Practice is the key to being prepared; self-awareness is achieved through accountability, and curiosity is satisfied when we have quality communication with our clients. So, be prepared, play to your strengths, know your weaknesses, and stay curious. BE THE UNICORN.

*WE WILL DISCUSS THE FINAL FOUR SKILLS IN THE NEXT EPISODE OF Real Producers!*



Drew DeMaree was born and raised in the Midwest and graduated from Johnson & Wales University.

He has been a licensed REALTOR® since 2005 and a business coach since 2015. Drew has been recognized as a Top 20 MAPS coach for Keller Williams Realty offices throughout the country. He has also operated a brokerage that rose to number 1 in closed sales volume in the area for three consecutive years, and founded The Freedom Companies, an independent coaching, training and events business, in 2020. Drew DeMaree, 804-937-0773, [drew@thefreedomcompanies.com](mailto:drew@thefreedomcompanies.com)



▶ special events

Photos by Philip Andrews



RICHMOND Real Producers'

# HAWANA Nights

MAY 22, 2024



*Richmond Real Producers—you brought the heat to Havana 59! The event was a huge success, brimming with energy, rhythm, and the unmistakable spirit of Cuba. The tropical ambiance, coupled with the historic charm of Havana 59, made for an unforgettable evening.*

A special shoutout to our incredible sponsors who made this night possible: **River City Media, Blazer Heating & Air, S&S Electrical, and Dila Designs.** Your support is invaluable to us and our community. And a heartfelt thank you to our partners: Philip Andrews of River City Media and HD Bros for capturing every lively moment with their expert lenses.

The delicious Cuban-inspired food had everyone coming back for seconds. The vibrant beats from the fantastic DJ team of Gold Event Group kept the dance floor alive all night long. From classic salsa rhythms to infectious reggaeton beats, they made sure the spirit of Havana was felt in every corner.

It takes a village to strengthen our community, and we are deeply grateful to everyone involved. Your participation and enthusiasm make events like these so special. To our community who joined in on the fun, we adore you! Here's to many more nights of celebration and togetherness.

*Richmond Real Producers, you truly brought Havana to life in Richmond!*



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







▶▶ partner spotlight

By George Paul Thomas  
Photo by Philip Andrews

# RED WORSHAM

## WORSHAM INSPECTIONS, LLC

### *Unparalleled Insight And Value*

**Red Worsham, the Owner and Inspector at Worsham Inspections, LLC, embodies the ethos of integrity and family values in his personal and professional endeavors. With a steadfast commitment to honesty and a deep-seated dedication to his loved ones, Red is more than just a businessperson—he’s a trusted ally, driven by a genuine sense of pride in every task he undertakes.**

#### **From Construction to Inspection**

Red’s path to becoming the Owner and Inspector at Worsham Inspections,

LLC, is one rooted in a deep-seated connection to the construction industry. Growing up, Red honed his skills alongside his father, immersing himself in building and renovation. However, his trajectory took an unexpected turn when he enrolled in aviation school at 20, fueled by a passion for flying.

Despite his love for aviation, Red’s career path eventually led him back to his construction roots. Following his time in aviation school, he resumed working in construction, a familiar domain where his expertise

blossomed. It was when his father suggested a shift to home inspections.

“I continued working construction after aviation school until my dad mentioned I should get into home inspections as I had my daughter on the way,” Red recalls.

What fuels Red’s passion for his work is the opportunity to guide clients and agents through the home-buying process with meticulous inspections that prioritize their needs without burdening their wallets.



In an industry rife with changes and challenges, Red remains steadfast in his commitment to providing specialized home inspection services. He's observed a surge in inspectors and inspection companies needing more crucial construction experience, opting instead for a one-size-fits-all approach that may compromise the accuracy of their assessments. Red firmly believes in the importance of specialization, leaving ancillary services like radon testing and sewer scoping to dedicated professionals to ensure clients receive the most accurate information possible.

**Quality Service**

Nestled in Powhatan, Virginia, Worsham Inspections, LLC, is a trusted

home inspection company driven by a dedication to clients and decades of construction experience. Focusing on putting clients first, they offer thorough inspections that empower homebuyers and agents alike.

"We are a father and son home inspection company focusing on a client-first mentality. We have decades of hands-on construction experience, from building homes from the ground up to repairing fires and water damage," Red says proudly.

Central to Worsham Inspections, LLC, is a dedicated team that is passionate about delivering unparalleled service. Red's father and co-owner, Mark Worsham, leads the operations, whose wealth of experience and



tinkering. Armed with a pilot's license, he takes to the skies to explore new horizons, while on the ground, he embraces the thrill of enduro dirt bike riding. For Red, there's no greater joy than spending quality time with his loved ones, whether camping under the stars or delving into the intricacies of motorcycle mechanics.

**A Glimpse into the Future**

Looking ahead, Red envisions a future brimming with personal and professional growth. On a personal level, he plans to continue exploring the world with his family, cherishing moments spent together and possibly delving into the adrenaline-fueled realm of dirt bike competitions.

Professionally, Red is committed to nurturing his business and fostering its expansion while steadfastly focusing on delivering unparalleled service to his clients. As he embarks on this journey, his guiding principles remain unwavering—he is, above all, an honest, family-driven individual who takes immense pride in every aspect of his work.

For Red, integrity is paramount, both in his interactions and in the way he runs his business. He seeks to ensure this core value shines through in every Worsham Inspections, LLC inspection.

For more information on their services or to book an inspection, visit [WorshamInspections.com](http://WorshamInspections.com) or contact them at 434-394-9559.



expertise enriches every inspection. Heather, Red's significant other, plays a pivotal role behind the scenes, complementing the father-son duo. From handling scheduling and marketing to managing social media and office operations, Heather ensures the seamless functioning of the business, allowing the team to focus on what they do best—providing exceptional service to their clients.

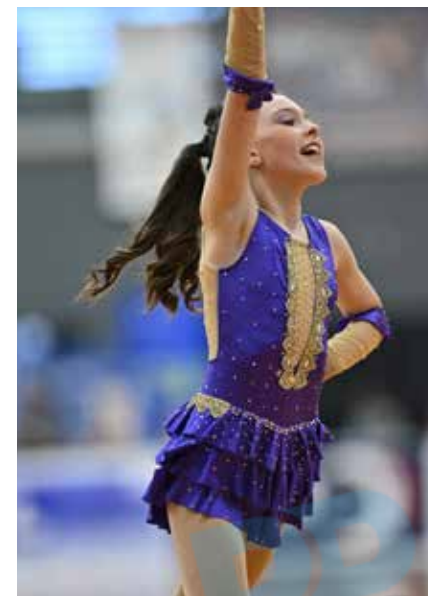
Specializing in comprehensive home inspections, the team goes above and beyond to provide meticulous assessments that empower homebuyers and agents.

"What sets us apart is our cost-effective service. We do not charge for trade tools like thermal imaging, drone

usage, driving, etc. Most companies charge extra for using these tools; we don't," Red shares. "We believe the clients should not be charged for using a tool that assists in the inspection. My dad and I have decades of hands-on experience in construction, and we put our clients and realtors' best interests first," he adds.

At Worsham Inspections, LLC, integrity is the cornerstone of their business philosophy.

**Family-Focused**  
For Red, life beyond the inspection site is a testament to the



importance of family and shared experiences. Together with his partner, Heather, whom he has been with since their early 20s, they form a tight-knit unit centered around their daughter, Bella, a talented figure skater who glides effortlessly on both ice and roller skates.



Their household resembles a bustling menagerie, with diverse pets—two cats, a dog, a rabbit, two ducks, and two goats—each adding its unique charm to their family dynamic.

When not immersed in home inspections, Red finds solace in his hobbies, which reflect his love for adventure and mechanical

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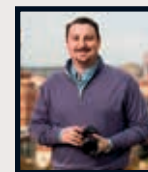
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RICHMOND Real Producers' 2024

# Pet Contest

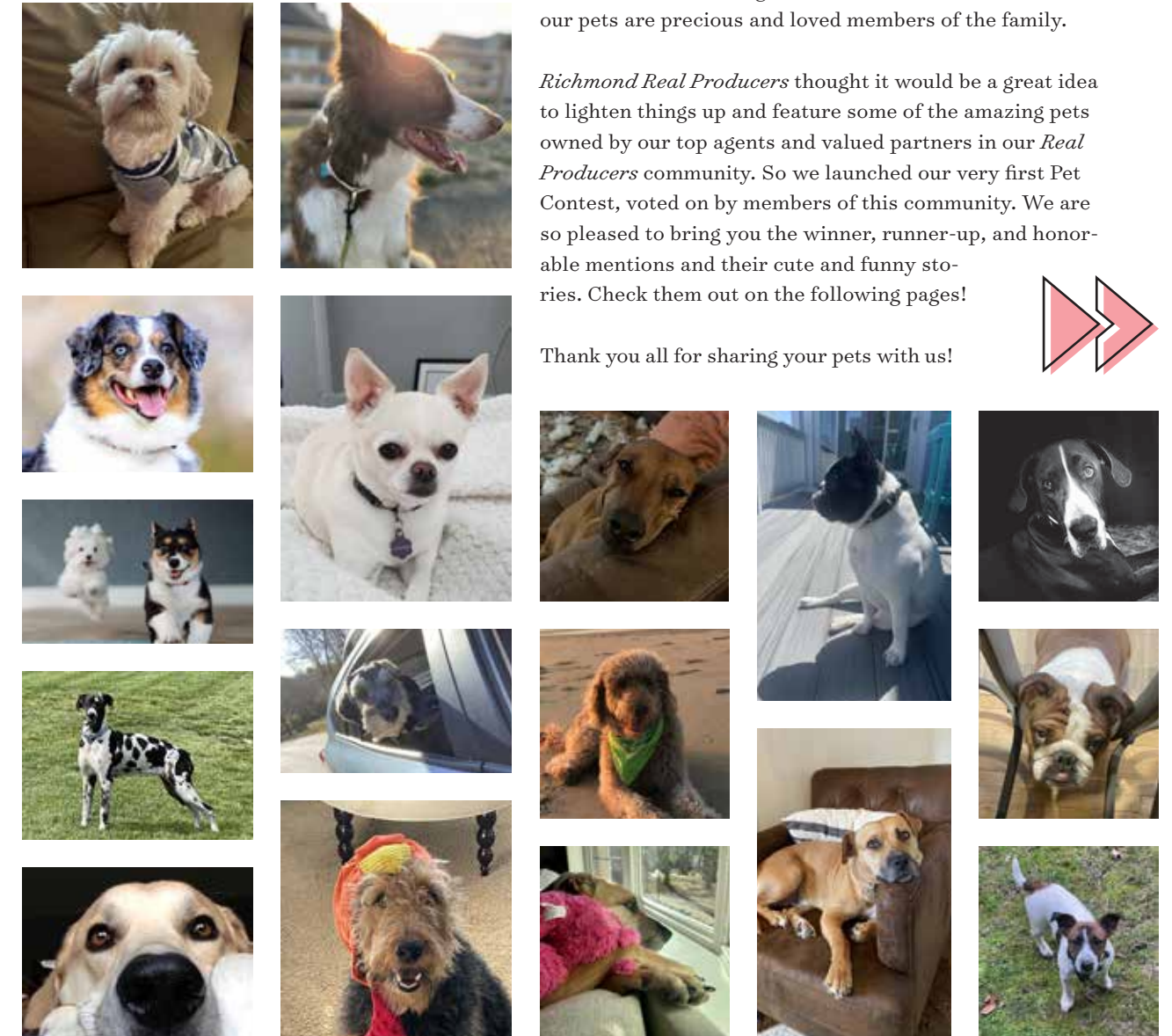
Winners and Honorable Mentions

There's one thing that almost everyone can agree on: we all love our pets. Pets have become a central part of our world.

Our pets provide us with unconditional love. Every person has a unique relationship with their pets. To some, our pets are best friends. To others, they are like a child. But if there is one thing we all have in common, it's that our pets are precious and loved members of the family.

Richmond Real Producers thought it would be a great idea to lighten things up and feature some of the amazing pets owned by our top agents and valued partners in our Real Producers community. So we launched our very first Pet Contest, voted on by members of this community. We are so pleased to bring you the winner, runner-up, and honorable mentions and their cute and funny stories. Check them out on the following pages!

Thank you all for sharing your pets with us!





By George Paul Thomas  
Photos by Philip Andrews

WINNER OF 2024 PET CONTEST

# OLIVE

## Pawsitively Peculiar



### ▶ special feature 2024 pet contest

Owner: Megan Napier, Napier Era

**Real Producers:** How old is your pet?

**Megan:** Seven. The fastest seven years of my life.

**Real Producers:** What prompted you to get a pet?

**Megan:** I was going through a breakup and was really sad. I started browsing online and found Olive. I immediately drove to Norfolk to get her, and it was love at first sight.

**Real Producers:** Tell us your story of how you acquired your pet.

**Megan:** I remember the day I went to pick her up from the breeder. She was 2 ½ pounds of fluff. She was so rambunctious, even teasing her litter mate. I knew instantly that she was my dog. I named her Olive because she was as small as one, and her hair was dark brown as a puppy.

**Real Producers:** What's the personality of your pet?

**Megan:** Olive has a personality of her own. She was super goofy & playful. She loves a good adventure and humans more than other dogs.

**Real Producers:** What do you love most about your pet?

**Megan:** Her tongue is always out. Her tongue literally enters the room before she does. Everyone always laughs at her lazy tongue.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Megan:** Any type of treat. She loves biscuits, chicken,



salmon, and blueberries. She is a very food-motivated dog.

**Real Producers:** What makes your pet special?

**Megan:** She loves sitting on a paddleboard with me, and sometimes, I put her in my purse when I go show homes. She makes me laugh so much, and all my clients adore her.

**Real Producers:** Does your pet have any tricks or funny habits?

**Megan:** She can boogie board.

**Real Producers:** Do you have any funny nicknames for your pet?

**Megan:** There are so many. I usually call her Baby Olive because, in my mind, she is still a puppy.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Megan:** No special meaning. I just thought she looked like an Olive when she was a puppy.

**Real Producers:** What is your favorite thing to do together with your pet?

**Megan:** Paddleboard. She cries when I say, "Let's go to the river."

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Megan:** She gets in the dishwasher—literally in the rack on top of the plates—to make sure everything is pre-rinsed.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Megan:** Unconditional love, companionship & snuggles

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Megan:** She loves playing fetch with her squeaky toys.

## Q&A with Olive

### Real Producers:

Tell me about your idea of a perfect day.

**Olive:** Waking up next to my mom, stepping on her face to make sure she is up, getting a nice big breakfast, and going for a walk in the neighborhood. Then go for a car ride with my mom to get more treats, and in the afternoon, sit on the paddleboard on the James River while my mom paddles me up the river. Then I would like to have a nice big nap in the sun, have dinner, sleep and repeat.

**Real Producers:** What's one thing that most humans just don't get about you?

**Olive:** I am actually not this prissy little dog. I love to go paddleboarding, on hikes, on long walks, and even roll around in stuff in the backyard—just like a big dog!

**Real Producers:** If you could give humans one piece of advice, what would it be?

**Olive:** To relax and enjoy life more! I nap all day without a worry in my mind.

**Real Producers:** What are your goals and dreams for the future?

**Olive:** Being on the cover was one of them! Also, an endless supply of dog biscuits.



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**Real Producers:** Do you have any funny nicknames for your pet?  
**Stephanie:** We have so many - LG, 'Retta Grace, Wetta Waces (OMG, I'm a dog dork)

**Real Producers:** Does your pet's name have any significant meaning to you?  
**Stephanie:** My imaginary third child would have been Loretta.

**Real Producers:** What makes your pet special?  
**Stephanie:** She's just the sweetest. She is still a puppy, so she's still young at heart and playful but also the most lovable.

**Real Producers:** What is your favorite thing to do together with your pet?  
**Stephanie:** Watch TV (haha)

**Real Producers:** What is the naughtiest thing your pet has ever done?  
**Stephanie:** She sneaks out of our fence all the time! On the other side of our fence is a retaining wall that, in some areas, is 10 feet. She jumps off the retaining wall to get to the lake and chase other dogs!

**Real Producers:** What is the most rewarding thing about being a pet owner?  
**Stephanie:** She loves me the most.

**Real Producers:** What is your pet's favorite game to play or toy to play with?  
**Stephanie:** I like to play nap time, but she's actually really good at fetch.



## RUNNER UP, 2024 PETS CONTEST LORETTA GRACE

*Owner: Stephanie Brown,  
SBRG Real Estate*

**Real Producers:** What do you love most about your pet?

**Stephanie:** Her personality! She is hilarious! She LOVES to wear clothes and accessories. If she doesn't have clothes on, she will go into her little clothes basket, pull out a sweatshirt and

shirt, bring it to you, and will not leave you alone until you put it on her!

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Stephanie:** Starbucks Pup Cup (I do these at home for her) and Cheez Whiz (gross!)

**Real Producers:** What makes your pet special?

**Stephanie:** She's the sweetest. She was for my daughter, but honestly, we got her last year at a time when I was having a hard time finding joy in things. Business was hard and scary, and she brought me out of a funk!

**Real Producers:** Does your pet have any tricks or funny habits?

**Stephanie:** She does the normal tricks of sitting, lying down, and so on, but she also really loves to watch TV!



**Q&A with  
Loretta Grace**

**Real Producers:**

Tell me about your idea of a perfect day.

**Loretta Grace:** My perfect day is waking up in bed with my mom (my dad doesn't let me sleep in the bed, so this would be a dream) and snuggling for at least an hour. Then we would eat a breakfast of bacon, sausage, and cheese, my favorites! Then we would go on a walk around the lake; I like to walk around the lake and bark at the other dogs on walks so they know it's my lake. Then, straight back for a nap. Walking makes me sleepy. My mom says I snore, but I think she makes it up. Wake up and eat, obviously. Then my friends would come home from school, and I would get the zoomies, and they would play with me for hours until I needed another nappy. Wake up and eat again, clearly. One more late afternoon walk after the sun goes down; I get very hot in the sun. Come home to a little snacky and then bedtime with my mom!

**Real Producers:** What's one thing that most humans just don't get about you?

**Loretta Grace:** Most humans don't understand how excited I am to meet them. I love meeting new people. When I meet a new human, I like to jump on them to show them how excited I am and then just puddle at their feet so they know to rub my belly.

**Real Producers:** If you could give humans one piece of advice, what would it be?

**Loretta Grace:** I've been waiting to be with you all day. Please love on me before you do anything else!

**Real Producers:** What are your goals and dreams for the future?

**Loretta Grace:** My goal is to play with my neighbor, Bella. I love to watch her through the windows. We bark at each other and run the fence lines together, but our parents won't let us play because my mom says I'll eat her.



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# 2024 Pet Contest

special feature  
2024 pets contest

## Honorable Mentions

### Lemon

*Owner: Shannon Murray, The Murray Morris Group w/ Keller Williams Richmond West*

**Real Producers:** What do you love most about your pet?

**Shannon:** Her always happy tail and gentle nature. We call her the happiest dog on earth.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Shannon:** BACON!

**Real Producers:** What makes your pet special?

**Shannon:** She is such a lover and sleeps under the covers with us which can be tricky since she is a Great Dane. Very well behaved and does great with other dogs. Could've been a therapy dog in our opinion. She has the best energy and will win the hearts of even non-dog lovers. A true gentle giant with the best personality.

**Real Producers:** Does your pet have any tricks or funny habits?

**Shannon:** At home, she almost always has a "lovie" in her mouth. She carries one around, and we think it's like her pacifier. She never destroys them (on purpose, lol), and sounds so funny when she barks while one is in her mouth. She is also very scared of the wind on windy days.

**Real Producers:** Do you have any funny nicknames for your pet?

**Shannon:** 'Lem de Lem', "Lemmers," "Lemmy," "Poopsy," "Mama."

**Real Producers:** Does your pet's name have any significant meaning to you?

**Shannon:** Yes! All of our pet's names have been chosen based on my love for Beyoncé. We started with Sasha (RIP), then Carter (RIP), then Jazzy, Diamond, and finally Lemon. All of these names reference something about Beyoncé. Plus, Lemon is just the cutest name!



**Real Producers:** What is your favorite thing to do together with your pet?

**Shannon:** We go on a 3-mile morning walk almost every day. We treat this as our morning meeting time (we are a husband and wife team) while getting our steps in and Lemon looks forward to it every day (and is sad when we can't). She has become a bit of a neighborhood celebrity because of these walks and even has a mini fan club.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Shannon:** As a puppy, she used to ALWAYS chew our rear wood steps to the point where we had to demolish it, but now we have something even better, and she has been very good ever since.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Shannon:** The unconditional love and pets are the best company! We would take Lemon everywhere if we could (and we try).

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Shannon:** She LOVES to play tug but she is so strong that she has an unfair advantage so she usually settles for fetch with one of her many lovies (bear, hello kitty, flamingo). She also loves to run and get her zoomies out.

### Luna

*Owner: Mary Soroka, Mission Realty - REAL Broker*

**Real Producers:** What do you love most about your pet?

**Mary:** She has the sweetest disposition and loves nothing more than snuggling on your lap, even though she's not exactly lap dog material. Well, maybe she loves to fetch more. But when she's not fetching, she's snuggling.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Mary:** Pupicles

**Real Producers:** What makes your pet special?

**Mary:** She's incredibly intelligent

**Real Producers:** Does your pet have any tricks or funny habits?

**Mary:** Her tongue is a little too long for her snout, so she always has her tongue sticking out. It's adorable.

**Real Producers:** Do you have any funny nicknames for your pet?

**Mary:** Luna Tuna, Lunatic, Luna Baboona

**Real Producers:** Does your pet's name have any significant meaning to you?

**Mary:** We adopted her when she was eight, so we didn't get to name her, but her name is very fitting, and we love it.

**Real Producers:** What is your favorite thing to do together with your pet?

**Mary:** Walk through our woods and trails together

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Mary:** Eaten a plastic Christmas tree ornament

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Mary:** We have 4 cats also whom we adore, but there is something so special about adding in the love of



a dog to the mix. It's just enhanced our lives so much. Things become so much more fun because we get to include Luna in things. We got to rescue this 8 yr old gal and get to enjoy and share our 10 acres with her and knowing that she just loves it so much here makes it really special.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Mary:** She will fetch pretty much anything. Whatever she's currently playing with is her favorite toy!

### Trubie

*Owner: Beth Baldwin, Virginia Capital Realty*

**Real Producers:** What do you love most about your pet?

**Beth:** Her smile and wonderful personality.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Beth:** Frosty paws.

**Real Producers:** What makes your pet special?

**Beth:** Her breed is Rhodesian Ridgeback, and she was bred to hunt lions. She's very attentive.

**Real Producers:** Does your pet have any tricks or funny habits?

**Beth:** So happy to see us that she smiles.

**Real Producers:** Do you have any funny nicknames for your pet?

**Beth:** Trubie is short for Troubaritz. We got her from the Troubador ranch in OK.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Beth:** African name for African breed.

**Real Producers:** What is your favorite thing to do together with your pet?

**Beth:** Cuddle on the couch.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Beth:** I have a picture of her in her crate covered in fluff from where her bed exploded somehow. lol!



**Real Producers:** What is the most rewarding thing about being a pet owner?

**Beth:** Always having a friend to walk with. We go daily for several miles.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Beth:** All of her stuffed friends. Mainly a pink dragon.

## Violet

Owner: April Pillsbury, eXp Realty LLC

**Real Producers:** What do you love most about your pet?

**April:** She has love for everyone!

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**April:** When she steals our things - we have to "trade" her a treat for the item she took off with.

**Real Producers:** What makes your pet special?

**April:** Her soulful eyes. She always gets what she wants. You can't say NO to them. Besides being adorable- she uses her paws like they are hands.

**Real Producers:** Does your pet have any tricks or funny habits?

**April:** She can play hide and seek. She is way better at the seek part.

**Real Producers:** Do you have any funny nicknames for your pet?

**April:** Boo-boo, Pumpkin

**Real Producers:** Does your pet's name have any significant meaning to you?

**April:** To tell liter apart, the pups wore colored collars, and she wore purple ones!

**Real Producers:** What is your favorite thing to do together with your pet?

**April:** Go for long walks/runs

**Real Producers:** What is the naughtiest thing your pet has ever done?

**April:** She is a kleptomaniac. All day long and for anything. Just so she can get your attention and make a "trade".

**Real Producers:** What is the most rewarding thing about being a pet owner?

**April:** Unconditional love.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**April:** Chewing bones and fetching. She loves a squeaky ball.



## Dexter

Owner: Tamara McGhee, Mission Realty

**Real Producers:** What do you love most about your pet?

**Tamara:** His hugs.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Tamara:** Anything food-related.

**Real Producers:** What makes your pet special?

**Tamara:** He's a sweet rescue dog that we adore, and he chose us!

**Real Producers:** Does your pet have any tricks or funny habits?

**Tamara:** He likes to eat dessert before dinner.

**Real Producers:** Do you have any funny nicknames for your pet?

**Tamara:** Homey

**Real Producers:** Does your pet's name have any significant meaning to you?

**Tamara:** Our son was watching the TV show Dexter and liked the name.

**Real Producers:** What is your favorite thing to do together with your pet?

**Tamara:** Watch sports and car rides.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Tamara:** Get into trash cans.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Tamara:** It's having a loyal companion who loves you regardless.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Tamara:** The kong



## Ginger

Owner: Mari Kotze, Cabell Childress Group @ Long & Foster

**Real Producers:** What do you love most about your pet?

**Mari:** She is a part of me - the yin to my yang - she goes everywhere with me.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Mari:** She loves Dentastix.

**Real Producers:** What makes your pet special?

**Mari:** Everyone says she is the chilliest Chihuahua they have ever met. She is quiet, sweet, happy, and loves everyone she meets. She makes everyone feel like they are special.

**Real Producers:** Does your pet have any tricks or funny habits?

**Mari:** The princess primarily lays on pillows. She is a sun and heat magnet. If left in the car for a few minutes, I might come back to her sunbathing on the rear dash.

**Real Producers:** Do you have any funny nicknames for your pet?

**Mari:** Pee Pee (in a high-pitched voice) or Gingee-Poops.

**Real Producers:** Does your pet's name have any significant meaning to you?

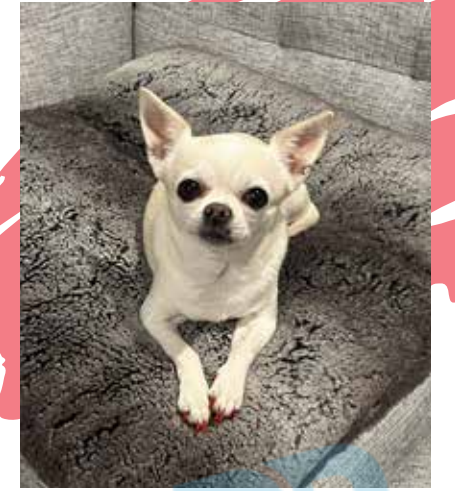
**Real Producers:** What is your favorite thing to do together with your pet?

**Mari:** Snuggles and car rides.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Mari:** Not come back when I called her? She is practically an angel!

**Real Producers:** What is the most rewarding thing about being a pet owner?



**Mari:** Having a best friend that not only brings you joy but makes the world a better place.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Mari:** She is getting older and doesn't play with toys, but she goes crazy at the beach - the sand gives her the zoomies!

## Pishi

Owner: Anousheh Khalili, River Fox Realty

**Real Producers:** What do you love most about your pet?

**Anousheh:** She is the sweetest baby, but my whole family is obsessed with her giant soft ears!

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Anousheh:** Anything peanut butter!

**Real Producers:** What makes your pet special?

**Anousheh:** She's the sweetest, best dog in our family! She is the cutest tricolor corgi ever and has "peanut butter eyebrows."

**Real Producers:** Does your pet have any tricks or funny habits?

**Anousheh:** She's still a puppy, so everything she does is silly! She loves to pile all the kids' toys in one spot and then hide her bones in a pile. She also loves coming to the River Fox office to see her adoring fans!

**Real Producers:** Do you have any funny nicknames for your pet?

**Anousheh:** Peesh, Princess Peesh, Miss Girl.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Anousheh:** Her name is a Farci word for "kitty". Until this dog, we were cat people only, and I am half Iranian and grew up using this word for anything super cute!

**Real Producers:** What is your favorite thing to do together with your pet?

**Anousheh:** Bring her to visit her friends at my husband's business (Triple Stamp Press) and River Fox!



**Real Producers:** What is the naughtiest thing your pet has ever done?

**Anousheh:** Pooped on the floor at the office.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Anousheh:** Seeing the love grow between all the family members.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Anousheh:** Ball is life!

## Harper

Owner: Eleni Filippone, Rick Cox Realty Group

**Real Producers:** What do you love most about your pet?

**Eleni:** She is sweet, smart, and obedient. She gives amazing hugs, which I have never seen in a pet before. Both paws are wrapped around your shoulders when you allow them to. It is so sweet.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Eleni:** She loved Blue Buffalo Nudges and is also a big fan of Peanut Butter.

**Real Producers:** What makes your pet special?

**Eleni:** Harper is a rescue puppy. She is one of only two in her litter with heterochromia iridium (different colors in her eyes). She is a mix of many beautiful breeds, Australian Shepherd, Brittany Spaniel, Corgi, Collie, Beagle, and more. She is truly unique.

**Real Producers:** Does your pet have any tricks or funny habits?

**Eleni:** Harper will sit on command, give us her paw, and roll over when asked (with the promise of a treat).

**Real Producers:** Do you have any funny nicknames for your pet?

**Eleni:** Sometimes we call her HarpSnaps. She was named by the rescue because a financial supporter of the rescue had the honor of naming two in the litter. We loved it so much we kept it.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Eleni:** We waited a long time to bring a pet into our family. She is a loving companion to us all, giving us all attention when we arrive and wanting to be with



us all the time. It is an unconditional love that everyone should have in their lives.

**Real Producers:** What is your favorite thing to do together with your pet?

**Eleni:** She loves to go on walks and explore the woods and trails around our home.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Eleni:** She has found and eaten the kids' Easter candy. We have found empty wrappers that look to be licked clean with very little chew marks.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Eleni:** She provides all the rewards with her love and affection. She owns us, lol.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Eleni:** Tennis Balls.

## Macie-Grey

Owner: Andy Taylor, The Junkluggers of Central VA

**Real Producers:** What do you love most about your pet?

**Andy:** She never met a stranger. Everyone is a friend of Macie-Grey's!

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Andy:** Sweet potato treats!

**Real Producers:** What makes your pet special?

**Andy:** She is basically human. I won't be surprised one day when she wakes me up by speaking to me!

**Real Producers:** Does your pet have any tricks or funny habits?

**Andy:** She can stand up and walk around on two legs.

**Real Producers:** Do you have any funny nicknames for your pet?

**Andy:** When I introduce Macie-Grey to customers, I always say, "She is the brains of the outfit," and it's true!

**Real Producers:** Does your pet's name have any significant meaning to you?

**Andy:** She rides with me every day, all day, sometimes for 10 hours or more in the truck. She goes to my meetings with me (when allowed), and when she can't, she patiently waits for my return.

**Real Producers:** What makes your pet special?

**Andy:** She is ALWAYS dressed in Junklugger Green! She is our company mascot and loves to ride in our trucks. She is always the hit at the Christmas Parades every year!

**Real Producers:** What is your favorite thing to do together with your pet?

**Andy:** Swim and ride the waves @ OBX

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Andy:** Jumped out of the window of my truck at 35mph.



**Real Producers:** What is the most rewarding thing about being a pet owner?

**Andy:** Unconditional love and loyalty

**Real Producers:** What is your pet's favorite game to play or toy to play with?

**Andy:** Lacrosse (she loves to chase the ball)

## Lewis

Owner: Amy Lloyd Lindsay, exp Realty

**Real Producers:** What do you love most about your pet?

**Amy:** He adores me and follows me everywhere. He thinks he needs to protect me from everything! He loves to snuggle with me, and he always stares at me!! He is my shadow, and he's always at my feet.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Amy:** He likes peanut butter and milk bones.

**Real Producers:** What makes your pet special?

**Amy:** He's loyal. He's a picture perfect Frenchie!

**Real Producers:** Does your pet have any tricks or funny habits?

**Amy:** He likes to sit on chairs like a person!

**Real Producers:** Do you have any funny nicknames for your pet?

**Amy:** Sir Louie.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Amy:** It does. It's my grandfather's name and my Dad's middle name.

**Real Producers:** What is your favorite thing to do together with your pet?

**Amy:** Take naps, he always gets a spot on my legs behind my knees and just sits

there until I get up. I think that's his favorite thing to do with me too!

**Real Producers:** What is the naughtiest thing your pet has ever done?

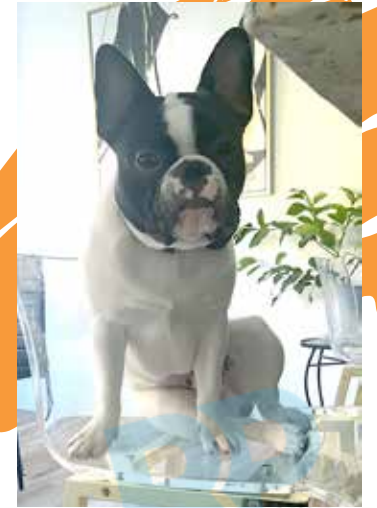
**Amy:** He ate one of my kid's plastic toy dinosaurs...he required emergency surgery and was in ICU for three days. Of course, I had to save him, but that was an expensive toy dinosaur!

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Amy:** I think it shows compassion. Lewis is completely dependent upon me to survive. He loves me unconditionally!

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Amy:** He actually likes to chase flashlight lights. It's strange, I know! Similar to a cat, a laser is the best way to describe it!



## Sadie

Owner: Jennifer Stevens, The Strum Group - Long & Foster Realtors

**Real Producers:** What do you love most about your pet?

**Jennifer:** Her calm, gentle nature

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Jennifer:** Steak

**Real Producers:** What makes your pet special?

**Jennifer:** We adopted her after she was found with all her puppies, which sadly were all dead. She went through major depression but is now the happiest pup!

**Real Producers:** Does your pet have any tricks or funny habits?

**Jennifer:** My husband works nights, and when he comes home in the morning, she always gives him a hug!

**Real Producers:** Do you have any funny nicknames for your pet?

**Jennifer:** Frita (my kids say she smells like Fritos)

**Real Producers:** Does your pet's name have any significant meaning to you?

**Jennifer:** No, it was the name the shelter gave her, so we didn't want to confuse her and change it

**Real Producers:** What makes your pet special?

**Jennifer:** She had a rough first year of her life. Tale was between her legs, and she hid from us for the first three months we had her. Now she is the best and happiest girl!

**Real Producers:** What is your favorite thing to do together with your pet?

**Jennifer:** Take long walks

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Jennifer:** Tore the heads off of my daughters Barbie's



**Real Producers:** What is the most rewarding thing about being a pet owner?

**Jennifer:** The special bond and always having them waiting for you by the door when you get home

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Jennifer:** Any stuffed animal toy, she goes bonkers over

## Auden of RVA

Owner: Neil Hodge, Small & Associates

**Real Producers:** What do you love most about your pet?

**Neil:** His personality and unconditional love.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Neil:** Green Beans

**Real Producers:** What makes your pet special?

**Neil:** The many looks that he gives me. Also, his ability to sense when I am feeling bad or having a bad day.

**Real Producers:** Does your pet have any tricks or funny habits?

**Neil:** He loves to get in the tub.

**Real Producers:** Do you have any funny nicknames for your pet?

**Neil:** No, Auden.

**Real Producers:** Does your pet's name have any significant meaning to you?

**Neil:** It means friend.

**Real Producers:** What is your favorite thing to do together with your pet?

**Neil:** Snuggle on the sofa watching TV.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Neil:** Pulled about six rolls of toilet paper all over the house.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Neil:** Having Auden's beautiful face meet me at the door when I get home.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Neil:** He loves to fetch his Kong.



## Winifred

Owner: Tracy Kerzanet, The Kerzanet Group LLC

**Real Producers:** What do you love most about your pet?

**Tracy:** She's hilarious

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Tracy:** She loves to eat. Any food or mention of food works.

**Real Producers:** What makes your pet special?

**Tracy:** Her funny facial expressions and personality, she's basically a person.

**Real Producers:** Does your pet have any tricks or funny habits?

**Tracy:** She snores like a grandpa.

**Real Producers:** Do you have any funny nicknames for your pet?

**Tracy:** Just spiraling off of her real name. Winnie, weenie, Wii Wii, wonky tonk.

## Real Producers:

Does your pet's name have any significant meaning to you?

**Tracy:** No.

## Real Producers:

What is your favorite thing to do together with your pet?

**Tracy:** Go to the bay. She swims.

## Real Producers:

What is the naughtiest thing your pet has ever done?

**Tracy:** Nothing, she's perfect.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Tracy:** This cool little being that lives in your house and hangs out.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Tracy:** She has an octopus she's obsessed with.



## Bella Rose

Owner: Jamie Younger, Long & Foster

**Real Producers:** What do you love most about your pet?

**Jamie:** She makes me smile.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Jamie:** Adventure brand bison & bacon strips.

**Real Producers:** What makes your pet special?

**Jamie:** How I got her. A friend from long ago drove up with a Jack Russell puppy in the front seat just as I was adjusting my sign on a street corner. I was still sad about losing our 14-year-old dog a couple of months earlier. He said that his girlfriend had a whole litter of crate-trained puppies, and I

picked Bella up the next day on Christmas Eve. A God wink for sure.

**Real Producers:** Does your pet have any tricks or funny habits?

**Jamie:** Jumps like a jackrabbit!

**Real Producers:** What is your favorite thing to do together with your pet?

**Jamie:** Play catch and watch her jump high after a bouncing ball.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Jamie:** Chewed up a puppy pad.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Jamie:** Unconditional love from a dog, which is GOD spelled backward.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Jamie:** Squeaky toys.



## Gracie-Lou

Owner: Jaimee Fulton,  
Summit Properties RVA

**Real Producers:** What do you love most about your pet?

**Jaimee:** When she's loving on us, trying to put her big body right on top of us to be as close as possible. She loves scratches, especially on her butt. If your hand is hanging over the chair, she will put her butt right under your hand and move it to get you to give her scratches.



**Jaimee:** Gracie is only 2 years old and we got her because we unexpectedly and tragically lost our Airedale Terrier named Lucy. We named her Gracie in honor of Lucy as "Grace" means to do honor or credit to, and her middle name "Lou" after our sweet Lucy.

**Real Producers:** What is your favorite thing to do together with your pet?

**Jaimee:** Playing ball and tag with the family, snuggling on the couch, walking, and running.

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Jaimee:** When she was under 1, she had a gated-off area in the house, and she chewed a door frame and part of the laminate floor because she wasn't happy we left her.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Jaimee:** Gracie-Lou is so happy when we get home. She watches out the big front window when she hears the kids' buses pull up or the garage door open. Seeing the love she has for them (and how she is protective over my young daughter) is heartwarming. My kids were so heartbroken when we lost Lucy, and I'm just so happy Gracie-Lou is there for them.

**Real Producers:** What is your pet's favorite game to play, or toy to play with?

**Jaimee:** She has a whole basket full, but currently, she loves her Grinch doll, her squeaky Frappuccino, and, of course, her football.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Jaimee:** Gracie-Lou loves her toys! She gets so excited when she sees the "Bark Box" delivered each month with new toys. She carries the toys around to snuggle with them. She also loves playing fetch and catch with her big brothers, especially football.

**Real Producers:** What makes your pet special?

**Jaimee:** Gracie-Lou loves being with all of us all the time! She gets sad when everyone goes back to school and works after the weekends. She loves to snuggle and play with the kids, and she sleeps with my son Cooper at night. She loves to play with other dogs, too, so we try to get her to doggy daycare a couple of times a month to hang out with her friends. She loves her toys and treats. She doesn't like it when we leave her and has been known to grab things off the counter to show her indignant emotions to us when leaving her, so we now leave a paper plate on the corner of the counter that she will sometimes grab when we leave and tear it up. It's just enough for her to feel defiant so she doesn't mess with anything else

**Real Producers:** Does your pet have any tricks or funny habits?

**Jaimee:** When she gets excited, she starts zooming around the house, running back and forth, jumping over the furniture with her butt tucked under, trying to get you to chase her.

**Real Producers:** Do you have any funny nicknames for your pet?

**Jaimee:** Just our sweet Gracie-Lou.

**Real Producers:** Does your pet's name have any significant meaning to you?

## Moose

Owner: Monica Kincaid, Red  
Key RVA / Brokered by eXp

**Real Producers:** What do you love most about your pet?

**Monica:** How amazing she is with our kids. She doesn't run away or need a leash, either.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Monica:** Salami or bacon

**Real Producers:** What makes your pet special?

**Monica:** She was gifted to us when she was eight months old. She is the star of our street as she sits in the bay window and watches everyone walk by.

**Real Producers:** Does your pet have any tricks or funny habits?

**Monica:** She follows me (mom) around everywhere.

**Real Producers:** Do you have any funny nicknames for your pet?

**Monica:** Salami mommy

**Real Producers:** What is your favorite thing to do together with your pet?

**Monica:** Take her on hikes

**Real Producers:** What is the naughtiest thing your pet has ever done?

**Monica:** Nothing. She is seriously the best animal I have ever had.



## Benjamin

Owner: Jessica Pi, Boyd Realty Group

**Real Producers:** What do you love most about your pet?

**Jessica:** His snuffles.

**Real Producers:** How do you bribe your pet, i.e., what is their favorite treat?

**Jessica:** Chicken

**Real Producers:** What makes your pet special?

**Jessica:** He was raised by cats and leaps pretty good for a dog.

**Real Producers:** Does your pet have any tricks or funny habits?

**Jessica:** Hides toys from his cat sister.

**Real Producers:** Do you have any funny nicknames for your pet?

**Jessica:** Old man

**Real Producers:** Does your pet's name have any significant meaning to you?

**Jessica:** The whole family named him.

**Real Producers:** What makes your pet special?

**Jessica:** Too many things to name. But mostly, he loves people.

**Real Producers:** What is your favorite thing to do together with your pet?

**Jessica:** Go on long walks through Richmond.

**Real Producers:** What is the naughtiest thing your pet has ever done?

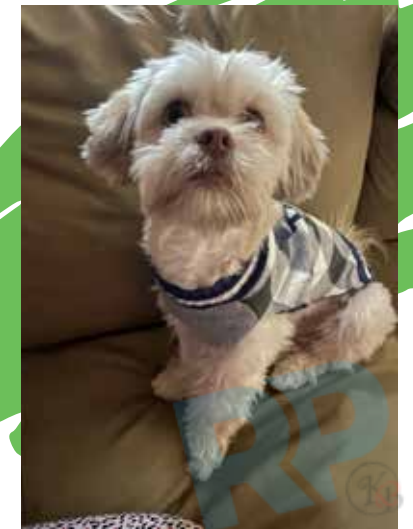
**Jessica:** Tear up the paper and then hide under the couch.

**Real Producers:** What is the most rewarding thing about being a pet owner?

**Jessica:** Unconditional love

**Real Producers:** What is your pet's favorite game to play or toy to play with?

**Jessica:** Keep away from his big brother cat.



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-William O.

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Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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**Disclaimer:** Information based on MLS closed data as of June 5, 2024, for residential sales from January 1, 2024, to May 31, 2024, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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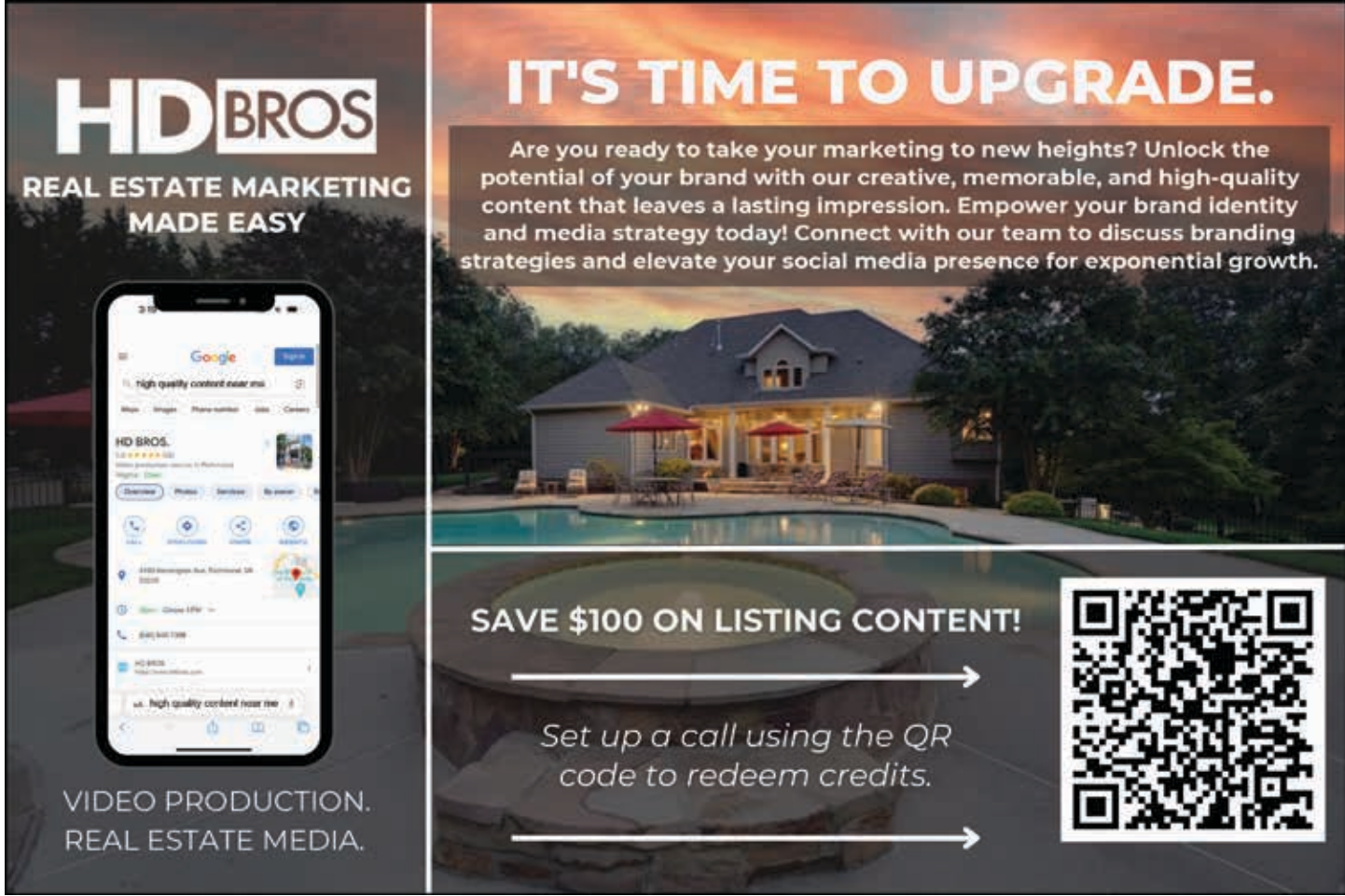
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