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AGENT FEATURE

Robin Owings

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Isaac McDow

PARTNER SPOTLIGHT

Rolls Bakery

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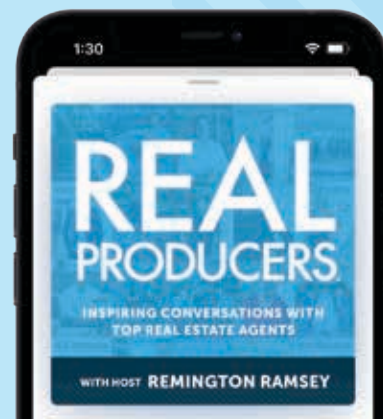


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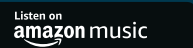
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IT'S TIME TO CELEBRATE NATIONAL HOMEOWNERSHIP MONTH

▶▶ publisher's note

In the fabric of American history, few things have been as pivotal as the evolution of homeownership. From the signing of the Homestead Act by Abraham Lincoln, granting the head of each household the right to a slice of America, to the momentous shift in the 1950s when more Americans owned their homes than not, the quest for homeownership has been not just a pursuit of shelter, but a relentless chase for the American Dream.

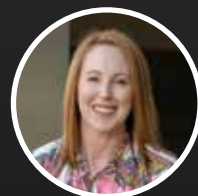
WHY WE CELEBRATE

National Homeownership Week began in 1995, which was a strategy of the administration under President Bill Clinton to increase homeownership across America. Later, in 2002, President George W. Bush expanded the period of observance from a week to the entire month of June. National Homeownership Month reinforces the belief that owning a home is one of the steps towards achieving the American dream.

REALTORS® are central to the celebration of homeownership, and this month is an opportunity to educate, appreciate, and inspire your past, present and future clients.

WAYS TO CELEBRATE HOMEOWNERSHIP:

1. Organize a housing forum (virtually or in-person) to bring together the public and housing experts to talk about the state of housing in your locality.
2. Get involved in your community. There are organizations that help people accomplish the dream of homeownership, and they are always looking for assistance. Look up local area charities and participate in a community service project in honor of National Homeownership Month.
3. Get the community involved by organizing or participating in a community service project. Help build a shelter, host a donation venture, repair a playground, and carry out other similar acts that benefit your community.



Meredith Jones
Owner/Publisher

How will you celebrate National Homeownership Month and help others realize their American Dream?

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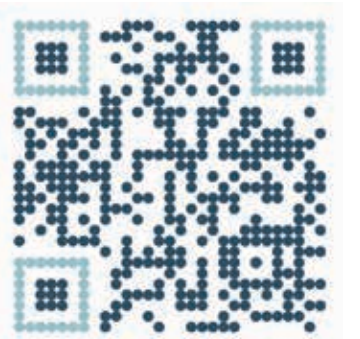
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"I started my business in March 2019," shares Katie Cornutt of her booming business, Rolls Bakery. Her youngest daughter, Lyla, was born with a severe heart defect requiring her full attention. With open heart surgeries and being immunocompromised, her daughter needed full-time care. "I had to be home and care for her," says Katie, who used to be a local REALTOR®.

During this time, Katie's son, Lennon, requested his grandma's cinnamon roll recipe. "Initially, it was therapeutic to make cinnamon rolls," shares Katie. With the dough needing to rise, it worked out perfectly with her daughter's feeding tube schedule. "I was getting something accomplished while taking care of my baby."

One cinnamon roll soon led to another. "I started sharing these cinnamon rolls with my neighbors. We were eating too many," jokes Katie. The neighbors liked her cinnamon rolls so much that they knew that Katie couldn't keep her talent to herself.

"My neighbor told me, 'You should start an Instagram page and sell these,'" recalls Katie. Initially, she thought that the idea was ridiculous before taking the suggestion to heart.

"That was in Easter 2019," she says. Through this process, Katie discovered her joy in baking. "It was fun," she smiles. "I like sharing the joy through food." Soon Katie had a full-time career on her hands. People couldn't get enough of her cinnamon rolls that were made with love.

MADE WITH LOVE

"Now, I have a brick-and-mortar storefront in Vestavia, Alabama," shares Katie. She also sells her signature cinnamon rolls in 25 retail locations. In addition, Katie does a lot of catering and provides breakfast and lunch to hospitals, churches, and real estate offices. "We also host parties in our space," she adds.



▶▶ partner spotlight

Written by Elizabeth McCabe
Photos by David Graves Photography

Expect more than cinnamon rolls; the options are endless at Rolls Bakery. Indulge in sausage, egg and cheese casseroles, frittatas, pigs-in-a-blanket, yogurt parfaits, and other healthy options.

"I feel that food brings people together," says Katie. Whether happy occasions or sad, food is the unifying factor. "It's a bonding tool that is underutilized," adds Katie.

DREAMING BIG

Looking back at her successful career, she says, "I dreamed big and made it happen." The new tagline to her business is "The real ingredients without the crap." Expect nothing but the best from these delicacies with real butter, cinnamon sugar, and a dash of love.

"Everything is hand rolled and made with love. That just makes it better," she says. Katie makes thousands of cinnamon rolls a week along with her dedicated team.

"Currently, I have seven employees and they are the backbone of Rolls. I'm only as good as my employees are," she adds. "Employee retention is off the chart and I'm very lucky."

BALANCING IT ALL

One of the secrets to Katie's success is that she has learned to balance her successful business along with being a single mother of three children.

"I've been a single parent for 4 years," she says, "with baker hours." She arrives at her bakery at 4 a.m. (sometimes earlier) to make every single item fresh.

It's not easy juggling being a single mother and a thriving entrepreneur, but Katie does make it look easy. "It's been trying to figure out how to make all that work," she laughs. "Now I've got a nanny who spends the night."

A woman of faith, Katie rests assured that the Lord has a plan for her and her kids' lives. "I'm a huge believer," she asserts. "And I've got faith. I'm making the best of it every day."

As for her daughter, she is doing fantastic. "She technically goes to kindergarten and homeschool with me with a tutor from the school," says Katie. Eager to protect her daughter from COVID and the flu, Lyla is learning remotely but is a regular attendee at Rolls.

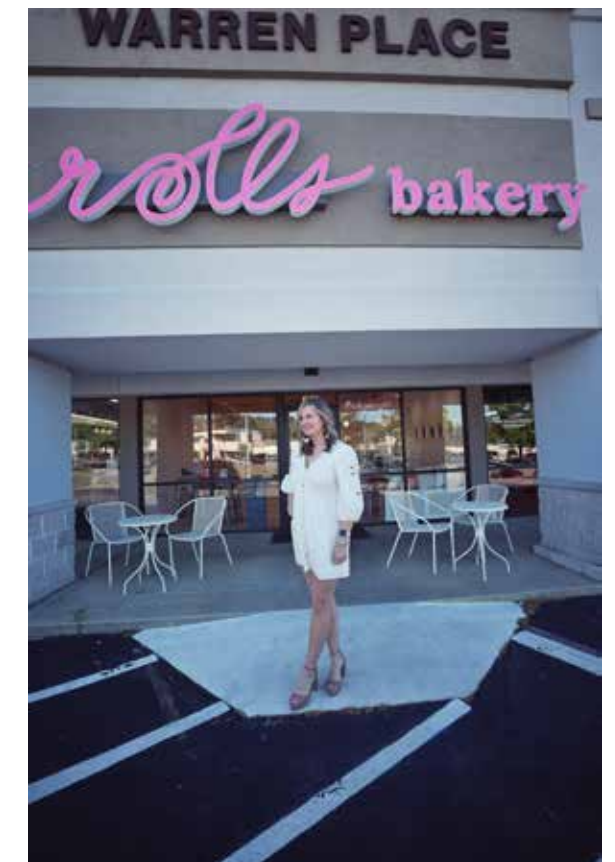
"We call her 'The Boss.' She is really a true miracle, reading and writing." This 6-year-old is a welcome sight at Rolls Bakery, where she likes hanging out with her mom.

SPREADING HAPPINESS

When considering client gifts, spread happiness through scrumptious cinnamon rolls from Rolls Bakery. "We will even create a handwritten note for you," shares Katie. This former real estate agent recommends sending client gifts 30-60 days after closing so agents are remembered.

Also, consider Rolls Bakery for breakfast, lunches, and lunch and learn. "We will deliver it, set it up, and even stay and serve," explains Katie. It doesn't get any easier than that.

Katie is spreading the love, one cinnamon roll at a time. For more information, check out her website, rollsbakery.com, or give them a call at (205) 490-1111. You won't be disappointed at all!



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ROBIN OWINGS

Listening & Being a True Advocate for My Clients

“People who work with me know that I care, I want the best for them, and I’ll look out for their best interests.”

Robin grew up on a farm in a small town about two hours south of Birmingham. Most of her friends would plan to go to one of two universities for college: Auburn or the University of Alabama. She chose to go across the state to the University of Alabama to have the experience of going away and starting fresh. After graduating with a Bachelor’s degree in Business Management and a Master’s degree in Higher Education Administration, Robin got married and moved to Atlanta where she worked for a college for eight years.

While her husband pursued his master’s degree at night, Robin decided to spend her free time getting her real estate license. She knew she liked real estate from her time working at a real estate

company in Tuscaloosa but thought she’d just dabble in it part-time. Little did she know that after getting her license in 2006, it would become a thriving new career path.

GETTING INTO REAL ESTATE

“Much of my dedication to hard work stems from my upbringing on a farm. My chores had to be done before any leisure time. Although I didn’t realize it at the time, this upbringing had a profound influence on me and continues to serve me well today.”

One year after Robin obtained her license, her husband’s job brought them to Birmingham where she began working full-time in real estate. Despite the challenging transition—and entering the real estate market during the recession—Robin embraced the opportunity.

▶ agent feature

Written by Nick Ingrisani
Photos by Brendon Pinola Photography



“I thought, what in the world am I doing starting real estate in a new town during a recession? But I said, ‘You know what, I can do this.’ I look back and think it was just meant for me to be a REALTOR®. I love helping people, and I’m a people person.”

Her work ethic and determination paid off. In her rookie year, Robin defied the odds and earned the Rookie of the Year award at her company, RealtySouth.

A CARING & FUN APPROACH

Robin doesn’t see her role in real estate as just helping people close a transaction. She’s truly there to advocate for her client’s best interests, making sure they’re satisfied and building long-term relationships.

“I’m not in this for the sale. It’s a big investment and I want it to be right for them. Buying or selling a home is one of the most significant life events that people experience, and certainly one of the biggest, if not the biggest, investments they will make. That’s why it’s important that I’m available to address their concerns and answer any questions they may have every step of the way.”



People who work with me know that I care, I want the best for them, and I’ll look out for their best interests.

She's always listening to her clients' specific needs and is transparent with them at every step of the way. Robin's honest and committed approach has led to a steady stream of referrals and repeat business over the years.

As far as growing her business, Robin prefers to work as a solo agent so she can focus on fully understanding her clients' needs and guiding them through the entire process.



Looking into the future, Robin plans to "keep building relationships, one transaction at a time." She doesn't like to box herself in with specific goals or numbers, but instead simply continues to be fully present with whom she's working with at the moment, one client at a time."

"Word of mouth is a huge way I grow my business. Past clients help me achieve future results and give me the privilege to do what I love every day. For each of them, I am forever grateful."



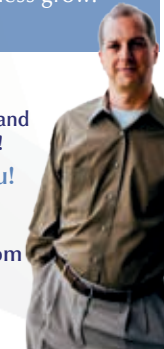
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» agent feature

Written by Zachary Cohen
Photos by Brendon Pinola Photography

ISAAC MCDOW

Living His Values



“My priorities are God, family, then business. That’s a Keller Williams thing, but they are also my values,” Isaac McDow begins.

Since launching his real estate career in 2017, Isaac has become one of Birmingham’s top real estate agents. His success, capped by a 32-transaction, \$9.4 million year in 2023, has helped him create stability, abundance, and opportunity for his family. And yet, Isaac is clear about the order of his priorities. Faith and family always come first.

“I could make \$10 million a year, and if I wasn’t glorifying God and leading my family well, then it’s not worth it,” Isaac says.

LIVING HIS VALUES

Isaac was clear about his values before beginning his career with Keller Williams Realty. Born and raised in Birmingham, family and faith have long stood at the center of his life. He has three older biological siblings and four younger adopted siblings, and his

parents fostered countless other children throughout the years. Isaac and his siblings grew up on 20 acres; tending the land was always a family event. This family-centered upbringing shaped Isaac into a hard-working, family-loving individual.

“My parents taught me from a young age that if you want something out of life, it takes hard work and dedication,” Isaac continues. “I started my first job at a vet clinic when I was almost 14. I was homeschooled, so I got up in the morning, cleaned the kennels, and then did schoolwork, sports, and church. That was life.”

As Isaac got older, he remained committed to faith and family. He’s proud of his accomplishments as a REALTOR®, too. Without his thriving career, much of what he does outside work wouldn’t be possible.

After beginning his career on another team, Isaac now leads his own group of agents at McDow Real Estate Group with Keller Williams Vestavia. McDow Real Estate Group currently includes Isaac, two additional full-time agents, and an administrative assistant.

“I want to grow purposefully. One day, I want to move out of a hands-on selling role and into developing people in the business. That’s the ten-year goal,” Isaac shares.

“**IF YOU WANT SOMETHING OUT OF LIFE, IT TAKES HARD WORK AND DEDICATION.**”



THE MYTH OF BALANCE

While many entrepreneurs set out to achieve the elusive experience of work-life balance, Isaac takes another approach. He believes that true balance is a myth. Instead, things are constantly in motion, always out of balance in some small way. And that’s more than okay; it’s the nature of life.

“I appreciate the busier times and the slower times. The Bible says there is a time for all things — a time to mourn and to be joyful. There’s a time to be at home and a time to be at work,” Isaac says. “I have to spend the time at work to provide well, and then I go home and give it my all. There is no magic pill.”

Isaac and his wife, Erin, have two kids, Liam (10) and Lydia (8). When he’s not selling real estate, you’ll find Isaac on the baseball field watching his son play ball, on the softball field watching his daughter, or running his church’s summer softball league. He and his family enjoy going outside, hiking, traveling, and exploring new places. Isaac is also a deacon and sings in the choir at Faith Presbyterian Church in Oak Mountain.

“If there is no magic pill, then it’s all about making sure all of your priorities are being cared for,” Isaac continues. “Everything needs a certain amount of time. If you want to sell a certain amount of real estate, it takes a certain amount of time and leverage. If you want to be a good husband and father, it takes a certain amount of time. You have to pick what’s most important, and I choose to pick loving God, loving my wife, and loving my children, then selling real estate. I want to teach my children to glorify God by being kind and loving. I want to leave a legacy of faith and character.”

FUN FACT
Isaac is a big *Lord of the Rings* buff. He read *The Hobbit*, *The Lord of the Rings* trilogy, and *The Silmarillion* in 2023 and plans to revisit them each once a year.

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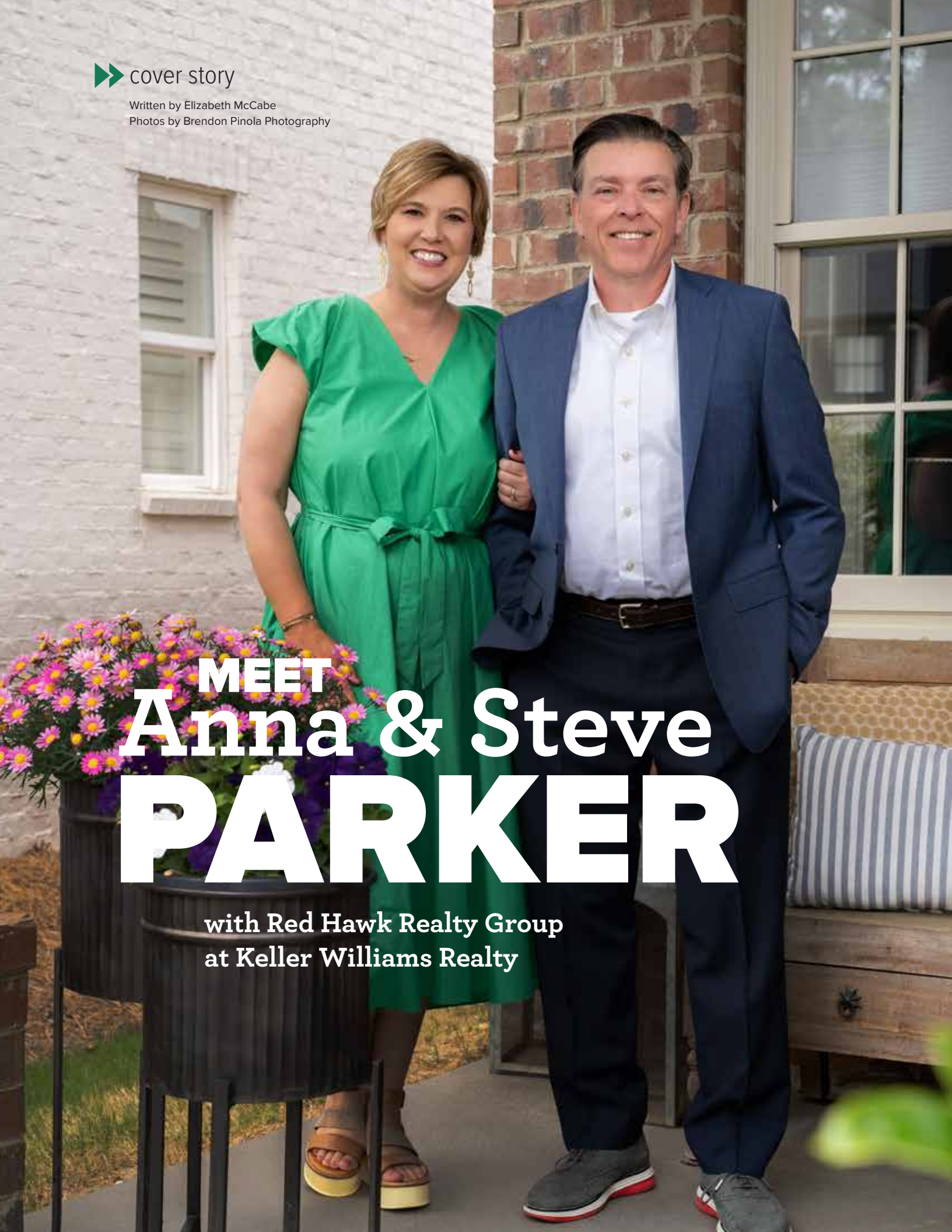
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In real estate, where stories of triumph and resilience often intertwine, Anna and Steve Parker stand out for their perseverance and entrepreneurial spirit. Their journey from humble beginnings to becoming a powerhouse couple in the industry illustrates unwavering determination, strategic vision, and a passion for serving others.



Steve Parker's foray into real estate was a significant pivot from being a geologist, where he spent two decades navigating the intricacies of earth sciences and environmental consulting.

"Real estate is a second career for me," he explains. "I did environmental consulting and decided to make a change."

In 2007, fueled by a new challenge, Steve made the bold decision to transition into the world of real estate. Little did he know that his timing would coincide with the onset of one of the most challenging periods in the history of the housing market—the Great Recession.

Undeterred by the daunting circumstances, Steve plunged headfirst into the world of distressed properties, short sales, and foreclosures. "The market was terrible," he admits. However, he saw the silver lining. It was a trial by fire, an opportunity to learn and grow in an environment where resilience was paramount. Despite the adversities, Steve remained steadfast. "I didn't know any differently," he admits.

Meanwhile, Anna Parker, a devoted stay-at-home mom at the time, found herself embarking on a new chapter alongside her husband. With three children to support, Anna returned to her roots in retail management, drawing upon her experience in customer service and business operations to complement Steve's endeavors in real estate. "I worked in store management at a local boutique called Wrapsody," she says. "It was great." It honed her skills working with customers.

As Steve says, "We survived, put our head down, and did whatever we needed to do to make it." Their partnership, both in life and in business, proved to be a formidable force.

BETTER TOGETHER

Eight years ago, Anna got her license. She explains, "Steve was at the point where he was busy and wanted to hire someone to help him. I asked him, 'What about me?'" Steve said yes.

Together, they made a dynamic duo. Having transacted around 30 deals their first year together, they decided to make the switch to Keller Williams

Realty. Anna explains, “We did 60 deals that year because of their models and systems. We really had the mindset that this is a business.”

For Anna and Steve, success was not merely measured in transactions closed or commissions earned, but in the relationships they forged and the lives they impacted along the way. Their dedication to serving their clients with integrity, empathy, and professionalism earned them a reputation as trusted advisors and advocates—a distinction they hold dear to this day.

Homeownership is near and dear to their hearts. Anna explains, “I moved 17 times [as a child] and my parents never owned a home until I was a senior in high school. I know the challenges of packing up and moving.” Helping families find a home to call their own is important. For Anna and Steve, Hoover is home. Making the decision not to move when their children became school-aged, they have been in Hoover for 22 years, putting down roots in the process.



Photo courtesy of the Parker Family

EXPANDING THEIR TEAM

As their business continued to flourish, the Parkers seized the opportunity to expand their team, merging forces with another successful couple, Jerry and Karen Sager, to form Red Hawk Realty Group in 2020. It was a strategic move that not only bolstered their market presence but also enabled them to leverage their collective expertise and resources for the benefit of their clients.

Today, Red Hawk Realty Group stands as a shining example of collaboration, innovation, and shared vision. With a diverse portfolio of clients ranging from first-time homebuyers to seasoned investors, the Parkers continue to redefine the standards of excellence in the real estate industry, one transaction at a time.

“When we started in the real estate world, our mindset was to get by, pay our bills, and provide for our family. Now that our family has changed, our goal is to build wealth through real estate,” says Anna. The Red Hawk Realty Group has helped them accomplish that.

Past referrals are essential to them. Anna shares, “We pride ourselves on our sphere of influence and past referrals from our clients and friends. That is a big part of our business. I am super grateful for that. That means that people trust us to take care of their friends and family as well.” Steve adds, “We are now helping our clients’ children buy homes. That is very humbling.”

FAMILY + FUN

Away from the hustle and bustle of the real estate market, the Parkers find solace and joy with their family. They are blessed with three children, Ella (25), Maura (23), and Jackson (20). Ella just purchased her first home and Maura just passed her real estate exam. Jackson is a student at the University of Alabama focusing on finance and commercial real estate.

When not working, Steve loves to barbecue and smoke meat. Anna has her own culinary skills as a mixologist. “I make a mean Margarita. It’s really yummy,” she shares. Together, they like to entertain and have people over to spend time on their patio as well as watch football and sports.

“We also like to try new restaurants in town,” says Anna. You can also find them at their local church, where they are very involved.

PASSION, PERSEVERANCE AND PURPOSE

Looking toward the future, the Parkers remain committed to their journey of growth, both personally and professionally. Whether it’s expanding their investment portfolio, venturing into new business endeavors, or simply continuing to serve their clients with excellence and integrity, they approach each opportunity with enthusiasm and optimism.

In a world where uncertainty abounds and challenges loom large, Anna and Steve Parker serve as a shining example of what is possible when passion, perseverance, and purpose intersect. Theirs is a story of resilience, determination, and unwavering faith—a true inspiration for aspiring entrepreneurs and dreamers alike.

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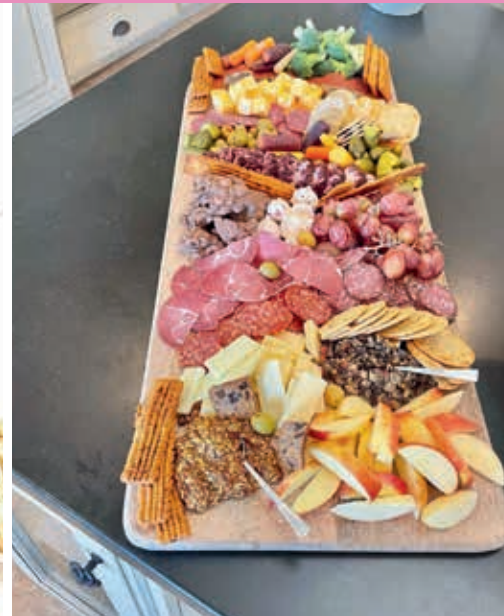
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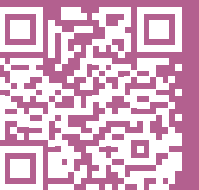
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