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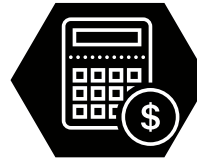
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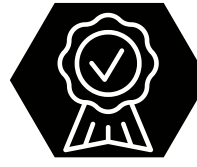
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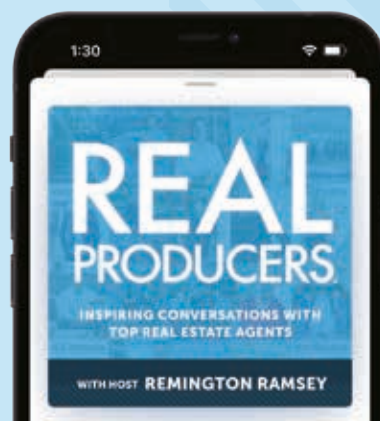


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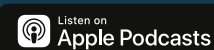
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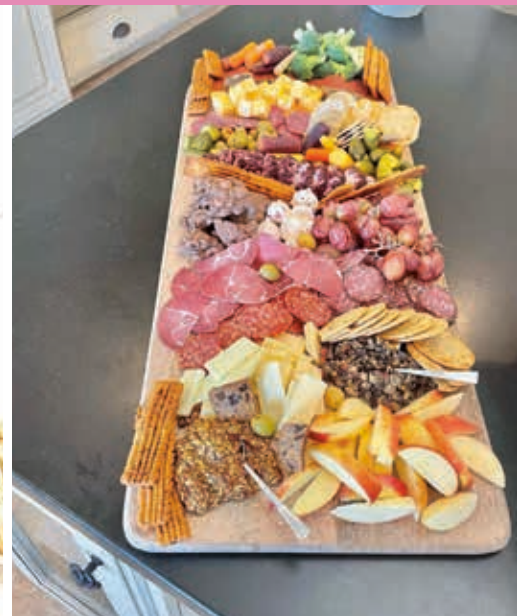


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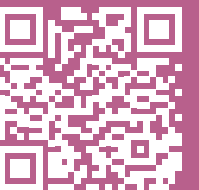


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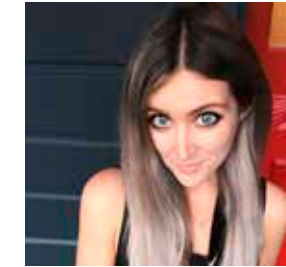
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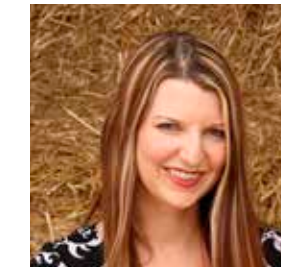
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▶▶ publisher's note

THANK YOU TO OUR RP VETTED BUSINESS PARTNERS

If you are reading this, it means that you have made *Birmingham Real Producers'* Top 300 list! Each of you should have received an email from us congratulating you along with important need-to-know information. If you didn't receive this email, please reach out to us and let us know.

For some of you, this may be the first time you're receiving this magazine and you are wondering what it is and what we're all about. By receiving this magazine, it means that you are in the top 300 producing residential real estate agents in the Birmingham metro area (this is based on your annual residential MLS production numbers) and you will receive a copy each month.

Birmingham Real Producers' mission is to connect, elevate and inspire our community of top-producing agents. We do this by telling your stories and building a community where our top-producing agents can get to know one another on a deeper level, collaborate, and learn from one another.

As a part of our community, you are also eligible to be featured in our magazine! This is a chance to tell the story of your hard work, grit and passion. The best thing about our REALTOR® features is that it is 100% free to you. We can't guarantee anyone a feature, but if you would like to be considered for

one, here are some tips to increase your chances: meet up with a member of our team and attend a *Real Producers* event when you can.

You will also start receiving invitations to our private events. Our events are just for our top-producing agents and our preferred partners. The events are a mix of social and learning events, and we want your input! One of the best things about our learning events is that we can tackle topics that top-producing agents are interested in and care about.

Birmingham Real Producers is made possible by our Preferred Partners, and they are how we make this community free of charge to our REALTORS®. Every one of these businesses has been referred to us by top agents and vetted by us. They are some of the best businesses to work with, and when you meet one of them at an event, be sure to thank them for supporting and investing in your community.

Last year, we launched *Birmingham Real Producers*, and we're excited for what's in store for 2024!



Again, Congratulations!

Meredith Jones
Owner/Publisher

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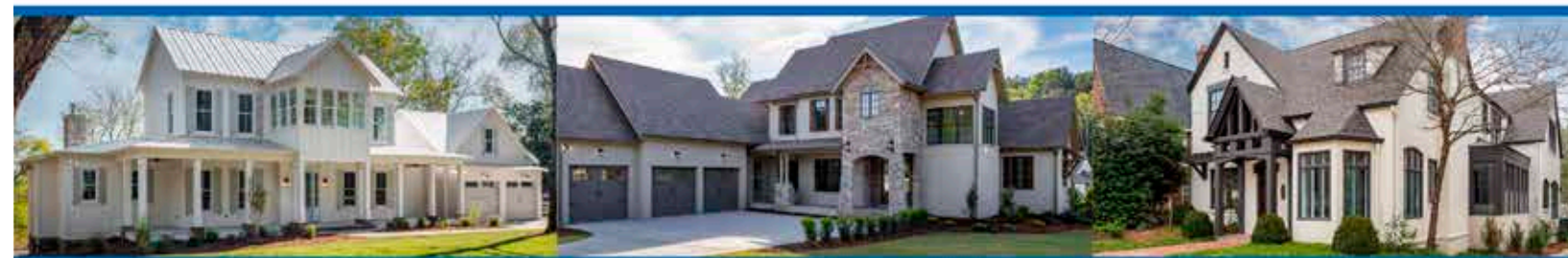
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*Mackay &
Amandalyn*

BARR

TIMBERLINE SECURITY
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Real estate agents have plenty to worry about, from marketing their services to closing complex deals. One often overlooked challenge of their work — and life — is the potential safety hazards they encounter daily. Real estate agents travel solo to unknown parts of the state, enter homes with no surveillance, and meet with strangers regularly. While most of these situations are undertaken with little perceived threat to safety, Mackay and Amandalyn Barr of Timberline Security Solutions remind us that it only takes one dangerous incident to change someone's life forever. That's why Mackay and Amandalyn are putting their expertise in firearms training and private investigations out into the community through Timberline Security Solutions; their goal is to stop dangerous encounters in their tracks.

Timberline Security Solutions' motto speaks for itself: Hit First, Hit Fast, Hit Hard.

DRAWING ON THEIR HISTORY

Mackay began his shooting career at a young age. He grew up hunting and shooting firearms and later enlisted in the Alaska National Guard. Over the next few years, he underwent countless hours of firearms training for his various roles in the Army, rising to become a Captain and taking a tour in Afghanistan.

After eight years in the Army, Mackay left in 2015, but his time as a firearms expert didn't end there. He attended civilian courses and competitions to enhance his firearms knowledge and tactical training expertise. From 2015 through 2023, he built a home inspection business while laying the groundwork for Timberline Security Solutions.

“This was a natural progression. It’s something I knew I loved and enjoyed. It just made sense to pursue it in this way,” he shares.

When Mackay met Amandalyn seven years ago, she was an active real estate agent. Based on her personal experience, she was sold on the idea of Timberline Security Solutions.

“It’s a very personal issue for me,” she shares. “I was the victim of an assault as a teenager, and I was a REALTOR® and single mom when I met Mackay. I had been in some not-so-great situations while showing houses. Once, I got stuck in the rain in a bad area and didn’t know who to call. I called Mackay; this was before we were ever dating. He dropped everything to come and get me. We started shooting lessons together, and I eventually became a competitive shooter and certified instructor, passionate about making sure other women can defend themselves and their children. He showed me there are options other than being a victim.”

TIMBERLINE SECURITY SOLUTIONS

Mackay and Amandalyn co-founded Timberline Security Solutions in 2023. Their primary objective is to teach folks how to use defensive pistols while increasing their situational awareness. Because of the nature of the real estate business

and Amandalyn’s history as a REALTOR®, real estate has become one of the primary industries they serve. Timberline offers CE classes for REALTORS® and various training opportunities for men and women with several women-only training opportunities, both on and off the gun range.

“Real estate agents put themselves in odd, precarious positions such as being alone with people they don’t know well, in vacant houses, and not always in the best neighborhoods. We offer these services to give them a step up in personal protection,” Mackay says. “They are their own advocates when it comes to personal safety. There is no one that takes it as seriously as they can. When seconds count, the cops are minutes away.”

OUTSIDE WORK

Outside work, Mackay and Amandalyn are devoted to their family life. They homeschool their three kids, Joshua (14), Hannah-Claire (12), and Gatling “Gator” (4), and have a small hobby farm with cows, pigs, chickens, and a greenhouse. Amandalyn also has a passion for herbal medicine.

“I’m probably the only firearms trainer and shooter who brings homemade herbal medicine to the gun range,” she laughs.

Faith is another important aspect of Mackay and Amandalyn’s lives. They are involved in their church, from attending on Sundays to supporting churches throughout the nation with security solutions.

“God comes first in our life — God, family, then guns,” Mackay smiles.

For more information, visit <https://www.timberlinesecuritysolutions.com>.



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MARY MARTIN BROWN

***Pivoted
During the
Pandemic to
Real Estate***

It was the best of times. It was the worst of times for REALTOR® Mary Martin Brown of eXp Realty Birmingham.

“I got my real estate license on January 1, 2020,” she recalls. “Then, the world shut down. I thought I made the worst decision of my life.” At the age of 24, a surprise awaited her. “It turned out to be the best year to get into real estate because of the reduced rates,” she smiles.

Everything worked out for her, especially with her connections. “All the people in my sphere of influence were buying their own house.” Mary Martin’s business grew each year for the first 3 years. “I added 4 million in volume each year,” she comments. For the past 3 years, she has earned the top rank at her company.

This stay-at-home mother found her purpose and passion in real estate, which suits her to a tee, especially with her sales background. “My husband was working in the mortgage industry,” she says. “I have a sales background and wanted something that involved selling in some capacity, but not from 9-5 in an office. I didn’t want to do mortgages, but did want something in that industry. Real estate seemed like a good fit for me.”

FINDING HER NICHE

Mary Martin’s success in real estate came naturally. “I really found my niche in social media marketing and nurturing past clients,” she notes. This go-getter excels in client gifting instead of traditional marketing.

“I don’t pay for online leads,” she shares, “I really take care of the people who are in front of me. They take care of me by sending me business.”

OVERCOMING OBSTACLES

That doesn’t mean real estate is always easy. As Mary Martin says, “The hardest part of this job is that you can have the best month of your career and then you have to start back at zero the next month. You never ‘make it,’” she candidly comments. “You are always looking for the next client and the next transaction.” Sometimes the greatest lows in real estate can occur after the greatest highs.

“You have to be confident of who you are and what you bring to the table,” says Mary Martin. Even recent years have posed challenges. “No one knew that rates would go over 8 percent. You have to be adaptable. This job is always changing. I’m always looking for the next best thing.”



“
You have to be confident of who you are and what you bring to the table.
”

Fortunately, hard work pays off. Mary Martin encourages those new to real estate, “Don’t be a secret agent. There is a misconception with new agents that after you get your license, the phone is going to ring the next day. There is no instant gratification in real estate. You have to put your head down and grind; there is no easy button.” However, if you put in the time and effort today to build your business, the results will come in due time.

Real estate isn’t about flashy cars. It’s about helping others and connecting with your tribe. Although real estate can be very isolating, Mary Martin has found connection and camaraderie with other REALTORS®.

“It’s important to find your real estate tribe,” she says. Mary Martin has found friends in the real estate industry, which has helped her to find balance. “You can feel like you’re the only REALTOR® in the planet,” she says, “but we are all dealing with the same economy and the same ups and downs.”





FAMILY FIRST

When not working, it's all about family to Mary Martin. She is married to her husband, Mackenzie Brown, and they are blessed with two children, Lyla (4) and Tucker (2). "Lyla is my mini me in every way," she says. "I fully intend to hand the business down to her."

Lyla and Tucker have grown up in the real estate industry. "They both absolutely love to come to showings with us, go to flips, and check out the process."

"Mackenzie is in the real estate industry as well," she adds. A licensed REALTOR®, Mackenzie focuses more on the investment side and flips houses. "We get to work together in our own way," she says.

When not working, Mary Martin enjoys spending time at the lake during the summer. "My in-laws have a house at Lake Martin," she notes. "We are there whenever we get a free weekend." They also enjoy spending time in Auburn and Tuscaloosa, where they root for their football teams.

A WOMAN OF FAITH

Mary Martin is a woman of faith. "We are very rooted in our faith in the Lord. Everything that has happened in my career has come from God. He has redeemed every stressful thing. Every client lost has returned tenfold," she says. "God is in control and we are along for the ride."

FINAL THOUGHTS

In a world where the real estate industry is often associated with luxury and excess, Mary Martin and her family are working hard to create their own brand—one that emphasizes hard work, family values, and a focus on what truly matters. As Mary Martin aptly puts it, "Set up your kids [for success] and your future. Work part-time hours so you can prioritize what really matters—being with your family." Mary Martin Brown's journey in the real estate world is not just a success story; it's a testament to resilience, adaptability, and the enduring importance of family in the midst of professional pursuits.

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I always give all the credit to God. Somehow he provided me the ability to pay for my house and my real estate license as a single father at the time.

Jorge YAU

An Inspiring Story of Perseverance & Giving Back

In the bustling world of real estate, few stories resonate with the raw, inspirational power of Jorge Yau's journey. A native of Mexico City, Jorge's tale is one of resilience, hard work, and an unwavering commitment to family. His story is a testament to the transformative power of the American Dream.

Jorge arrived in the United States 20 years ago, choosing to leave behind his familiar life in Mexico City for an opportunity to chase the American Dream. His initial period in the US was full of challenges due to not speaking any English and holding a heavy heart from parting with his family.

"When I first arrived, I was living with six guys in a small house with no heat or air conditioning."

He worked at a Mexican restaurant for ten years until getting married, and his ex-wife's career in the Air Force took them to Germany for four years. His curiosity in real estate was piqued by shows on HGTV that showcased the industry and its potential. They eventually moved to Alabama, and that's when Jorge's interest in real estate started to take root.

GETTING INTO REAL ESTATE

Jorge and his ex-wife decided to buy a house in Alabama when they relocated, and unfortunately, he faced discrimination from the agent who was helping them with the purchase. Around that time, he saw a friend's Facebook post about a career night where they'd explain how to obtain a real estate license and



talk about the career path. This prompted Jorge to get his license in January 2019. He was also in the middle of their divorce at the time and adjusting to a new life with a young daughter.

“I always give all the credit to God. Somehow he provided me the ability to pay for my house and my real estate license as a single father at the time.”

Jorge’s transition into real estate was rocky, but he was determined to find success for himself and his young daughter. He worked tirelessly, balancing his

restaurant job with his new career, until real estate became enough to support his life. He sold his first house two months after getting his license, and it wasn’t long before his hard work paid off; within two years, he topped the sales charts at his company, Keller Williams, and has been there ever since. His bilingual skills and deep involvement in the mortgage process have made him a trusted advisor in the real estate community. He also credits the exceptional team at Keller Williams with supporting him on his journey.

“I’ve been surrounded by really good people who care about my situation, my struggle, and also my ambition to do what I want to do. Being in this great group of people I admire gave me a different perspective of the things people can achieve when you put the work into it.”

LIFE CAN CHANGE IN AN INSTANT

Jorge’s life took a dramatic turn when his daughter was diagnosed with Hodgkin’s lymphoma. This harrowing experience brought a new perspective and deepened his commitment to his family and community.

“When I first got the call about my daughter’s sickness, it made me reevaluate my whole life. That diagnosis day changed my life.”

His daughter’s battle with cancer, now in remission, inspired Jorge, his ex-wife, and his daughter to start a non-profit initiative. They go to the children’s hospital every month to deliver gifts which his daughter calls “pieces of hope” to children undergoing chemotherapy.

“All of that is coming from real estate. In the beginning, living paycheck to paycheck, I couldn’t afford it. Now, thanks to the income I can produce in this business, it’s allowing us to be able to help somebody else. So real estate really changed our lives for the better. Not just on the economic side - you get to meet so many people, learn their stories, and to be part of that; it’s not just a transaction. You really get to become friends with a lot of them.”

Jorge is immensely grateful for the support of his ex-wife throughout the whole process. Despite going through the divorce, they’ve been incredibly supportive of each other and have done all they can to create a great life for their daughter.

GIVING BACK TO THE COMMUNITY

Jorge’s impact extends beyond his professional achievements. He is a founding member of the Hispanic REALTORS® of Alabama, a group he helped grow from a handful to thirty members. Their goal is to empower the Hispanic community by helping them navigate the market, sharing insights, and helping others succeed in real estate.

For Jorge, real estate is more than a career; it’s a vehicle for change, a way to create generational wealth, and a platform to give back. His work ethic, underscored by his belief that “hard work always beats talent,” has not only shaped his career but also allowed him to be a present and supportive father.

Outside of work, Jorge cherishes nothing more than spending time with his daughter, whether it’s fishing, exploring thrift stores, or watching movies. His journey reminds us that the road to success is often fraught with challenges, but with perseverance, a supportive community, and a heart dedicated to family, remarkable transformations are possible.



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CATHY O'BERRY

A Career
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“The real estate industry is so relational,” says REALTOR® Cathy O’Berry with ARC Realty. “It’s all about the relationships,” she smiles. With one client, she sold his family ten houses. “Now I’m selling his kids’ house. When I show up at the door, they know it’s time to start packing.”

Cathy has built an impeccable reputation, one satisfied client at a time. In the process, many of her clients have turned into friends. “There have been so many fabulous friendships that have come from real estate,” she says. Whether helping a client pack up their home to move or connecting with past clients, Cathy goes above and beyond for her clients.

FROM NEWSPAPERS AND BEYOND

Interestingly, real estate was never on the radar for this Top Producer.

Cathy’s career began in the midst of ink and newsprint. Her stepfather, a former radio personality, ventured into the world of advertising and onto a weekly newspaper and was a well-known public figure.

“Soon after high school, I went to work for him,” she says. The newspaper covered seven municipalities and was welcomed by many. However, the trajectory of her career took an unexpected turn when tragedy struck – her stepfather succumbed to a massive heart attack at the age of 54.

Despite the profound loss, Cathy courageously continued publishing the newspaper on her mother’s behalf for four years after her stepfather’s passing. The newspaper, once her father’s domain, became her responsibility. This period not only showcased Cathy’s dedication but also revealed the indomitable work ethic instilled by her stepfather. From janitor to publisher, Cathy

learned the ropes of responsibility and problem-solving in the often tumultuous world of journalism.

In 1994, the newspaper was sold, marking a pivotal moment in Cathy’s life. Enter Pam Segars-Morris, a friend and former advertiser with the newspaper, who would become the catalyst for Cathy’s foray into real estate. Pam, the owner of SeBro Realty, recognized Cathy’s potential and encouraged her to explore the world of property transactions. Guided by Pam, Cathy immersed herself in the real estate realm, shadowing her for a year while obtaining her real estate license in 1996.

Cathy’s commitment to learning and adapting to new challenges manifested as she transitioned from the newspaper industry to the dynamic and competitive field of real estate. Her dedication and perseverance paid off, earning her the title of Rookie of the Year in her inaugural year. Drawing on her stepfather’s wisdom, she leveraged her extensive network, cultivated during her newspaper days, to build a successful career in real estate.

FINDING WORK-LIFE BALANCE

Despite her achievements, Cathy faced a health crisis in 2009, a consequence of burning the candle at both ends. Although she was supposed to attend a closing, she drove to the Hoover Fire Department, only to discover that her blood pressure was 210/139.

“I ended up in the hospital that night. From that day forward, I went to every ‘ologist’ there was, but no one could figure out what happened to me,” says Cathy.

Recognizing the need for change, she embarked on a journey of self-discovery and natural healing under the guidance of Rhonda Dial, an herbalist



with decades of experience. This transformative period not only altered Cathy’s lifestyle but also deepened her commitment to holistic well-being, reflected in her choice of organic practices, from diet to skincare.

“Rhonda helped me to change my life and taught me about the body, including how important it was to drink water,” says Cathy. “I survived on Cokes and coffee. I tell her that she is my guardian angel; she saved me.”

To this day, Cathy jokingly refers to herself as an “organic freak.” She says, “I have not had a soda since 2009. I also bought a water machine that produces alkaline water. I’m pretty much a water snob.” She also buys organic meat and eats a diet with lots of fruits and vegetables. “If it doesn’t rot, I try very hard not to eat it.”



▶▶ cover story

Written by Elizabeth McCabe
Photos by Brendon Pinola Photography



Photo by Audrey Seymour,
Audrey Creative

EXCELLING IN TECHNOLOGY

A top real estate agent, Cathy excels in merging technology with her marketing strategies. Her days are filled with learning and using the latest digital tools, especially social media advertising, to enhance her real estate business. Cathy's deep commitment to understanding and applying these technologies has made her a standout in the industry, resulting in impressive sales and satisfied clients. Her ability to use advanced digital platforms for virtual tours, digital staging, and effective online marketing sets her apart, showcasing her dedication to providing top-notch service in the modern real estate market.

LIFE OUTSIDE REAL ESTATE

When not working, Cathy always makes the best use of her time. She loves to learn, whether researching natural cures or more about real estate. She comments, "I love studying current events. That comes from my newspaper background and how it relates to the Bible."

She is married to Mike Dunn and between them they have five children and seven grandchildren. "I have two daughters who are 19 years apart," shares Cathy. Her oldest daughter is Leah Christein, a graduate of Samford University and an entrepreneur in her own right. Leah became a REALTOR® and worked with Cathy for several years helping grow her business.

Her youngest daughter, Mychael O'Berry, went on to be a successful golfer, playing Division I golf at Auburn University. Her team won the SEC championship in 2021 and they were fortunate to also play in two national championships. Now she resides in Boston, putting her MBA to good use.

FINAL THOUGHTS

As the real estate landscape evolves, Cathy remains at the forefront, armed not just with market knowledge but with a genuine understanding of the human element involved in every transaction. For her, real estate is not a part-time endeavor but a full-time commitment to the protection of the most significant investment in her clients' lives.

When you hire the Cathy O'Berry Group, you aren't just engaging with real estate professionals – you're forming a partnership with a team who values relationships over transactions. The Cathy O'Berry Group demonstrates Cathy's enduring legacy, a legacy built on resilience, compassion, and the unwavering belief that real estate is more than just a business – it's a journey of meaningful connections and lasting impact.

PURPOSE AND PASSION

In 2010, Cathy emerged from this personal renaissance with a renewed sense of purpose and a passion for not just selling houses but building lasting relationships. Armed with over 28 years of real estate experience, she founded the Cathy O'Berry Group, consisting of herself; Susan Scifres, her office manager/personal assistant; Clara Berguson, REALTOR®; and her husband, Mike Dunn, who joined the industry in 2020.

The Cathy O'Berry Group is not your average real estate team; it's a testament to Cathy's belief that transactions extend beyond the mere exchange of properties. Cathy and her team assisted a client in transitioning to a condo in downtown Birmingham. Beyond the contractual obligations, they packed, moved, and unpacked for the client, showcasing a level of dedication rarely seen in the real estate industry.

With a career spanning over two decades and having sold more than 2000 houses, Cathy's success is not solely measured in numbers but in the meaningful relationships she has built with her clients. Her dedication extends beyond the closing table – she attends funerals, checks on clients' homes, and establishes connections that surpass the transactional nature of the real estate business.

In Cathy's eyes, real estate is not just about finding houses for clients; it's about being a problem solver, a friend, and a compassionate guide through the complex process of buying or selling a home. "I think one of the things that sets me apart from other REALTORS® is my level of education and experience, along with providing a whole lot of comfort and ease in a very complicated process."



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