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Virginia Beach 23452

MEET THE HAMPTON ROADS REAL PRODUCERS TEAM



JONI GIORDANO-BOWLING
Publisher
joni@realproducersmag.com
(757) 348-7809



JACKI DONALDSON
Managing Editor
hrrealproducers@gmail.com
(352) 332-5171



MARY KROMER
Social Media Manager
mary@adigitalmarketingconsultant.com
(732) 606-5236



MADDIE PODISH
Writer
Msparks7382@gmail.com
(757) 634-8998



DAN STEELE
Writer
757-667-1556
dan.steele28@gmail.com



DAN CLARK
Writer
757-206-4144
dan@danclark.realtor



LEAH WALLACE
Photographer
info@leaharielphotography.com
(757) 202-7666



MASON MURAWSKI
Photographer
murawski.photography@gmail.com
(757) 504-6461



CHARLES TOWNSEND
Photographer
charlestownsendvideo@gmail.com
(757) 559-4745



RACHEL SADDLEMIRE
Photographer
rachelthephoto42@gmail.com
(336) 970-1386



KELLY FREELY
Photographer
(757) 600-9394
beachykelly@gmail.com



MISTY PREWITT
Photographer
misty@misty savestheday.com
(757) 620-0082



DAVE BOWLING
Director of Events
dave.bowling@n2co.com
(757) 450-2899



IRAN PARKER
Event Coordinator
Iran@asharpevents.com
(757) 450-1936

If you are interested in contributing or nominating real estate agents, affiliates, brokers, owners, or even yourself for stories, please email us at joni@realproducersmag.com.

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Kate Marks

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Story by Maddie Podish
Photos by Leah Wallace, Leah Ariel Photography

Early in the morning, you may see a figure in the distance with a cup of coffee heading to the beach to soak in the picturesque sunrise. Leading up to this moment, you may not realize you are looking at Kate Marks, a REALTOR® whose experiences have come full circle to shape who she is today.

Before stepping into the world of residential real estate, Kate's path was anything but conventional. Armed with her degree in economics and finance from UVA (GO HOOS!), she delved into the complexities of commercial real estate, utilizing her knowledge in logistics and risk management. However, her passion for creativity led her to New York, where she briefly pursued acting and, later, teaching in Richmond, where she also coached basketball.

Feeling compelled to exercise her creative side, she started working in interior design, leading her to fall in love with architecture and transforming spaces into their true potential. In 2013,

she returned to Virginia Beach, weaving her diverse experiences into a tapestry of expertise. Wanting to return to real estate, she found herself yearning for more than just working out the logistics but wanting to build meaningful relationships with those she works with.

Now, after 11 years in the industry, she has surrounded herself with professionals who aim to provide the same level of service she does. From videography to staging, Kate works alongside her vendors to show off a home's natural beauty while highlighting unique architectural features.

“““

I've overcome a lot in my life and business. If you're not overcoming something, you're not growing.



She shares, “I try to focus on getting everything done so my clients can fully focus on one of the biggest financial decisions of their lives.” Along with superior marketing strategies, she uses her degree to analyze and understand the market so she can articulate to her clients their best options. She formulates a fun working environment with minimal stress by aligning herself with top-tier professionals and cultivating meaningful relationships.

With a diverse background, Kate chuckles when asked if she's faced any challenges. “I've overcome a lot in my life and business,” she reveals. “If you're not overcoming something, you're not growing.” In such a competitive industry, she preaches being confident and persevering, stating, “Understand you'll have highs, and sometimes you'll have lows. It's the flow of the industry — don't stress about it. Enjoy life during those lows and come back refreshed.” Born with a competitive gene, she understands that comparing yourself to others can be difficult. With a positive mindset that everyone can win in real estate, Kate shifted her competitiveness to herself, striving to meet her goals instead of comparing herself to others.

For Kate, success isn't about the numbers; it's about having a happy and content life. She finds true fulfillment in the relationships she builds, cherishing the lasting connections she's made and creating a vibrant working environment that allows her to thrive. Looking ahead, Kate's dreams intertwine her personal and professional aspirations seamlessly. While focusing on expanding her creative endeavors, she remains grounded in pursuing happiness in her career and personal life.

Outside of work, her interests are as diverse as her career journey but with one constant — the outdoors. From surfing to attending concerts, she embraces life's adventures with open arms. Her family remains close while living in different areas after leaving their hometown of Franklin, VA, where her great-great grandparents founded the paper mill that still stands today.



Property Peace of mind

“Kate was one of the very first agents I hired after becoming a Managing Broker in 2014. She was effectively just starting out in residential real estate, as well, entering only the second year of her career at the time. Turns out, joining forces with her was one of the best decisions that I have ever made. Kate is smart, professional, tenacious and a formidable advocate for her clients, having now sold over \$85 million in real estate. I have watched Kate become the go-to luxury specialist and new-construction expert in premier, highly sought-after oceanfront submarkets such as the North End of Virginia Beach and Croatan. Having closed nearly \$28 million in 2023 alone, Kate is a HRRR Circle of Excellence Diamond Award recipient and at the top of the top 1% individual producers in Hampton Roads; she is well-deserving of every accolade in our industry — the very best of the best.”

— K. Brady McNaughton,
Managing Broker, Howard
Hanna, Oceanfront

Driven by her passion for the arts, Kate loves supporting up-and-coming artists, regularly visiting the vibrant atmosphere of the Vibe District. She explains, “I think it’s so important for a community to fan the flames of the arts and to have a creative outlet.” There, she indulges in the diverse array of galleries and locally-owned restaurants, nurturing her appreciation for creativity and community.

Finding happiness fuels Kate’s outlook, which brings new possibilities every day. As the sun begins to set, you can see her enjoying the last rays of the day on the beach, filled with excitement and anticipation for the new beginning that tomorrow will bring.



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▶ team spotlight

Story by Jacki Donaldson
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RICHARD CALDERON

THE CALDERON TEAM

Berkshire Hathaway HomeServices RW Towne Realty



In the competitive business landscape, every entity endeavors to uncover a quality that sets it apart. From entrepreneurial startups to multinational corporations, leveraging attributes that define a brand is the cornerstone of success. Through his bold initiatives and creative endeavors, REALTOR® Richard Calderon shines as a champion of distinction. Ask him what his secret sauce is, and he'll respond with one word: tacos.

Passionate about his Mexican heritage and always searching for authentic dishes that compare with those in his home state of California, Richard's unconventional approach of spotlighting local taco spots on Instagram and TikTok has earned him a loyal following, valuable community connections and the coveted title of "Taco REALTOR®."



Through promoting taco shops on his platforms, his Google list of more than 20 local spots has amassed about 42,000,000 views, and he has seen shop owners become clients. Endorsing other businesses online has resulted in a larger sphere, and two years ago, the Navy veteran who obtained his license in 2012 converted his solo business model to a team format to better service buyers, sellers, builders and investors.

The Calderon Team, a top-performing team of six at Berkshire Hathaway HomeServices RW Towne Realty, capitalizes on its expertise to provide clients with a superior full-service experience. "Growing the team has been really exciting," Richard shares. "Everyone values building rapport and staying in touch with clients, and we are a creative bunch always bouncing ideas off each other, which is how we get better. We determined that last year, 51% of our clients had worked with us more than two times." With closing gifts that include helicopter rides around a client's new neighborhood, dog ID tags with a pup's new address engraved and giveaways of free tacos for a year, the team leaves indelible memories on its clientele.

Richard's team is a one-stop-shop of sorts, as its collective reach includes property management, resales and new construction. Richard works for multiple builders consulting on the development side and can often be found at new-home sites. The most rewarding part of his work is that every day is different and that by aligning with builders, he is helping to bring affordability to the area.



Richard Calderon



Jade Fuentes



Tamarah Clayton

Photo by Sandra Leigh Photography



Michael Scott



Joseph Johnson



Ramona Weber

Photo by Sandra Leigh Photography

TACO TALK

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Instagram: [realtor_richard](https://www.instagram.com/realtor_richard)
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Outside of real estate, Richard actively engages in his community, serving as the Chairman for the HRRRA New Homes Committee, and he enjoys freshwater/saltwater fishing, playing the drums and embarking on new adventures. He cherishes time with his wife, Sharon, whom he met when he came to Norfolk with the Navy. He and Sharon are the proud parents of three cats, Brodi, Cali and Lexi, and in their free time, they enjoy indulging in, yes, tacos. They recently trekked Raleigh for a weekend of Mexican cuisine on what they call their “Taco Tours.”

Richard considers himself an open book, not only about tacos, but also about real estate. “I am happy to answer questions about how things work or how I create videos,” he remarks. “And if you want to steal a video, go right ahead. Helping other agents succeed helps me succeed.”

What do you love about The Calderon Team?

Michael Scott

The camaraderie we have as a team and the experience for each of us to draw from. Having a team means that even if I can't help you, I have someone who can.

Joseph Johnson

The diversity our team brings.

Tamarah Clayton

The willingness to step in and help no matter what. A

true team-like dynamic of support and shared desire to succeed.

Ramona Weber

The experience and knowledge we have among us, the way we can rely on each other and how our personalities mesh.

Jade Fuentes

We have a supportive and knowledgeable team that is always willing and able to step in or lend some guidance when needed.

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In the world of mortgages, Katie Brinson is a force to be reckoned with. She's not just a loan officer; she's a relentless advocate for her clients, and an experienced mortgage advisor with a heart and a passion for helping her clients leverage their investments to create generational wealth. Katie works with all types of borrowers and is known for her specialization in self-employed clients. She has created a process that is streamlined

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

★★★★★ CLIENT REVIEW

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

★★★★★ CLIENT REVIEW

Her professionalism, attention to detail, and prompt communication made the entire process smooth and stress-free. I appreciate their dedication to finding the best options for me and guiding me through each step with expertise - Sophia B.

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KIMBERLY VAP

CLEAR MORTGAGE

Kimberly Vap, Senior Loan Officer at Clear Mortgage Powered by City First Mortgage, firmly believes that homeownership is the cornerstone of familial stability, fostering long-lasting prosperity, and she consistently imparts this wisdom to her clients. “I have seen it in my own family, as my grandparents worked non-stop all their lives, and when they retired, they had no savings at all,” Kimberly shares. “Their only asset was their home, which is what made the difference in their long-term care and comfort in their later years.” Driven by this knowledge, she aims to help as many people as possible create stability in their lives.

With almost 23 years of experience in the mortgage industry, 13 of those working as a loan officer, she understands the gravity of knowing a client’s “why” behind buying a new home. “When I meet with a client, I first ask, ‘What is your story, and what is your goal?’” she explains. “Educating your clients is so important so that you can address their fears, allowing them to go in confidently but their ‘why’ is what will keep them motivated.”

Kimberly’s “why” stems from her passionate belief in the power of having a dream. “For my clients, their goal to own a home or build an investment portfolio will help them realize their dreams,” she beams. She’s also honored to support the successful entrepreneurs who surround her and are passionate, creative and powerful in their determination to succeed. “I am surrounded every day by people striving to fulfill their dreams and make a difference in this community,”



she remarks. “Seeing them grow and knowing I can support them is a joy.” Her first mentor was her mother, who lived an impactful life. In the 1990s, she started a networking group called Wise Women, which has helped mentor hundreds of female businesswomen. After passing in 2020, Kimberly’s mom was awarded a Girl Scout badge named after her.

While the market continually shifts, Kimberly’s goal of ensuring her clients have the knowledge they need to move forward without fear remains steadfast. “My goal is that when clients start looking at houses, their last worry is the mortgage because they are ready and know what to expect,” she comments. Through specialized software, she can show her Virginia or North Carolina clients all their options while exercising her expertise for unique cases, such as clients who run businesses.

Kimberly credits her business’s success to knowing she needs to be a modern mortgage advisor rather than a loan officer. Leading with her holistic approach, she crafts her clients’ mortgages to suit their needs. “I chose Clear Mortgage because of the autonomy,” she expresses. “It allows me to go beyond the transaction and focus on the needs of the client and the home they want to buy.” Even with her company offering multiple loans and having access

to more than 200 lenders and investors, her experience and positive attitude set her apart. She emphasizes building strong partnerships, fostering open dialogue and leveraging her extensive network to facilitate smooth transactions.

She stays optimistic and well-informed about the mortgage industry by engaging with a nationwide network of lenders. Through this community, she receives guidance from leading professionals, gaining insights and inspiration that enhance her ability to serve her clients effectively. She also credits her amazing local community. “When I first moved here from Kentucky, everyone was so welcoming,” she smiles. “People may not realize their openness makes this area so vibrant and enriching for growth.”





“”

**SWITCHING
YOUR MINDSET
FROM ‘I HOPE
I CAN DO THIS’
TO ‘I’M GOING
TO MAKE THIS
HAPPEN’ IS THE
GAME CHANGER.**

With her love for history, Kimberly flourishes being able to visit the numerous historical sites across the peninsula. Looking at her refrigerator, you can tell each museum she’s visited by seeing a magnet she’s collected. With a life-long dream of living by the beach, she loves that her two younger children, Jude and Vivienne, can run there from their home off Shore Drive. Pride fills her eyes as she explains that her older son is finishing up the fourth year of his surgical residency in Detroit and recently got engaged.

As Kimberly reflects on her life, she acknowledges how much she has accomplished but knows she wants to continue learning and setting new goals. She notes, “Whether for your business, your family or yourself, living a life where you set goals and say yes to living a life of positivity and compassion is so important. Switching your mindset from ‘I hope I can do this’ to ‘I’m going to make this happen’ is the game changer.”

Kimberly Vap
Clear Mortgage
757-544-8934
kimberly.vap@clearmortgage.com



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

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



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LEGACIES OF EXCELLENCE: BLACK HISTORY MONTH LEADERSHIP PANEL



Beginning a career in real estate or starting as an entrepreneur brings a unique set of challenges like any other profession, and feeling underrepresented and isolated makes those trials so much more daunting. Inspired by the experiences of her real estate career, Lexi Church founded the Legacies of Excellence: Black History Month Leadership Panel to provide other black real estate professionals and entrepreneurs the opportunity to come together and see they are not alone.

“When I became an agent six years ago, I didn’t see many who looked like me excelling at a high level, and I thought it was important to have an event such as this where we can see *in person* that it IS possible,” Lexi explains. “What inspired me was my own experiences and just knowing that we NEED it. I’ve been a REALTOR® for more than six years and hadn’t seen an event highlighting black leaders in such a way. Representation is so incredibly important, and it’s an enlightening

experience to see that your dreams can become reality, but most importantly: You’re never alone in that journey.”

Her goal for the panel is to provide a safe space where black real estate professionals and entrepreneurs participate in dynamic dialogues about issues they uniquely face in their industry and to foster a spirit of encouragement and spreading uplifting messages. “I wish I had something like this to attend early in my real estate career,” Lexi says. “I was filled

with doubts and uncertainty that I’ve navigated mostly on my own. Having a safe space amongst my peers would have been amazing. I always try to spread light and positivity, and this event was a perfect way to do that.”

The panel is also a way to formalize discussions that were happening but not in a professional setting. “Typically, these conversations take place in our immediate friend circle,” Lexi explains. “I wanted to have an event to highlight black leaders in their space where we can ask questions and listen to someone who has done or is trying to do what we are currently aspiring.”

Lexi’s instinct that people were yearning for an event like the panel proved correct. Feedback from attendees after the event was positive, with an overwhelming amount of people expressing gratitude for the safe forum it provided and testifying to the inspiration from the conversations that took place. “When I started speaking at the event, the first thing I said was, ‘My goal today is for everyone to leave with a

little light,’” Lexi recalls, reflecting on the outpouring of positivity the panel generated and how much more successful it had been than she had initially hoped. “I felt almost silly for thinking that at one point it wouldn’t have been well-received,” she shares.



“Gems were dropped left and right, and it was so much more impactful than I could have ever imagined.”

For Lexi, the most rewarding part of the experience has been spreading a positive force amongst her peers and community and providing others with the opportunity to be surrounded by it. “Simply put, it’s knowing that I was able to provide something that I wish I had years ago,” she says. “It’s knowing that I planted a seed that will bloom into a beautiful flower of inspiration and positivity for our entire community. This is so much bigger than myself, and I feel blessed to have started a positive ripple in our ocean.”

Indeed, the panel’s success proves the need for such an event. Although she had initially thought about creating the panel two years ago, Lexi did not move forward with it because she had failed to find support from those around her. “I was dealing with doubt and also others telling me, to my face, that no one would take me seriously. I mean, when you get told things enough, unfortunately, sometimes you start to believe it,” Lexi recalls. After surrounding herself with positive influences in her professional and personal life, she found the support to overcome doubts and made her dream a reality. “Russell Bryant refused to let me say ‘no’ about my dream,” Lexi says. “Without his and the entire 757 Real Estate Team’s support, the event wouldn’t have been the success it was. I’m so incredibly grateful for Russell and the entire team.”

The next panel has been planned for February 18, 2025, and a buzz of excitement is already in the air, with more individuals from the Hampton Roads area pledging involvement and the promise of an even greater impact on the community. Although the panel had no programs or services this year, Lexi plans to expand it further, hoping it can become an expo.



“It’s only going to be bigger and bigger — my goal is to continue the dialogue and include speakers from various industries throughout Hampton Roads and surrounding area,” she says about the panel’s future, hoping that by becoming an exposition, black-owned businesses will gain an opportunity to be highlighted.

Lexi encourages those who wish to be panelists, vendors and sponsors, including those who would like to support but are not black-owned businesses themselves, to reach out to her. Those interested in nominating a panelist (including themselves) suggesting or becoming a vendor can complete a Google form at <https://bit.ly/LegaciesofExcellence>



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In March, Chesapeake Homes hosted another great *Hampton Roads Real Producers* celebration party to recognize those we featured in our February couple's issue and the REALTORS®, agents and brokers we featured in the March issue.

We feature top agents based on your nominations and our vetted preferred partners' nominations. These intimate magazine celebration parties are exclusive, invite-only gatherings where the top real estate professionals we are celebrating can sparkle and

shine in the company of trusted partners and friends. If you see one of your friends featured and would like to join in the celebration party for that article, please reach out, and we will extend an invitation, space permitting.

This event took place in the Chesapeake Homes amazing design gallery, which boasts a few upgrades that are a must-see for all, especially for your buyers purchasing a new Chesapeake Homes residence.

Remember, we feature agents, REALTORS®, brokers and real-estate-related businesses based on the nominations YOU, our readership, make. You can nominate folks by using the links on our social media pages or by emailing or texting Joni. We look forward to hearing from you to find out who you want to read about next. Please keep those nominations coming.





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Story by Dan Clark
Photos provided by Jay Bennett

HEEDING THE ARCTIC'S CALL:

JAY BENNETT,

NAVY DIVER TURNED ARCTIC EXPLORER

Jay Bennett has grit coursing through his veins. As a retired Navy diver with 23 years of service, he is no stranger to demanding situations. His mother, though, famed ultra and endurance runner Linda Quirk, sparked his participation in his most recent challenge: a daunting 65-mile multi-sport race through the frozen Finnish wonderland.

The Finland Arctic Challenge takes place in Pallas-Yllästunturi National Park. The national park was established in 2005 and covers roughly 390 square miles of peaks, valleys, trails, lakes and streams.

Jay, the successful co-owner of Quality Assurance Inspections, LLC (QAI), describes himself as a regular guy. Why, then, did he choose

to take on such a challenge? Linda had asked him to participate in the Racing the Planet: Jordan event that was supposed to take place in October 2023. When the war in the Gaza Strip broke out, the vicinity of the race was within 100 miles of the cauldron of events, subsequently canceling the race. As a result, they decided to seek out an event that was both physically challenging and in a unique environment. When Linda's friend, Riitta, reached out to inform her that she was organizing the first-ever Finland Arctic Challenge, the goal was set.

Jay admits that work and life had taken a toll, and a previous knee injury created an additional hurdle to overcome. "I needed to start taking care of myself," he says. With Linda's support, he facilitated a grueling and increasingly difficult training regime to prepare himself for the challenge ahead that focused not only on his endurance, but also on his health and creating a mindset that would

be paramount and ultimately his most valuable asset in the frigid north.

The Finland Arctic Challenge isn't just about physical prowess. It was a test of Jay's adaptability to the relentless assault of -29°C (-20.2°F) weather and the natural carousel of the surrounding landscape that is both breathtaking and unforgiving at the same time. Jay describes the five-day multi-sport event that includes snowshoeing, cross-country skiing, fat-biking, husky-dog sledding and a half-marathon on snowy trails "... the most epic arctic scenery, frozen forests, fairytale landscapes, stunning fells (peaks) and vast views of the wilderness."

When preparing for the initially planned event, Jay suffered what he calls "a

nasty meniscus tear in my left knee." In May 2023, he suffered a setback during a training run, followed by knee surgery in June and six weeks of rehab twice weekly.

Despite the knee issue, he persevered

and continued to prepare for the upcoming race that was eventually canceled, allowing him to train and prepare a little longer. Still, nothing could have prepared him for one final obstacle to overcome just as the race began. He suffered an ankle injury

just 100 yards into the initial run on the very first event. "I taped it to hold it together, but running and cross-country skiing on it was brutal," he reflects.

Even though he encountered a few setbacks, the stark beauty of the Arctic enthralled him. "The winter silence, if I can describe it properly, is definitely worth pointing out," he shares. "It's as if you can hear your own heartbeat at times. Surrounded by the snowy landscape — no cars or structures — are just snow-capped trees and blinding whiteness."





ULTIMATE SUPPORT FOR SUCCESS IN ANY MARKET

Jay wasn't truly alone, though. The true victory of the story lies in his bond with his mother. "I waited at the end to cross the finish line with her," he explains. "There was no tape to run through, no cheering section and no pasta or beer party. It was just her and me with a couple rucks and a dash to find a suitable rack to sleep for the evening."



While inspecting houses isn't quite as extreme as navigating the Arctic, Jay's can-do spirit remains. It's more than a return to adrenaline — it's about proving the impossible is within reach. He observes, "In my career, we were given a task and a timeline. Sometimes the task seems insurmountable, especially early on. But if you keep moving forward, what's behind you gets further and further away, and the goal moves closer."

While there aren't many parallels between navigating snow-covered landscapes and inspecting a home's infrastructure, Jay has learned to carry his can-do spirit into his daily life. Would he recommend this race to others? "Absolutely," he declares without hesitation. "Working toward a goal like this changed my perspective on what I could accomplish weekly. Fitting in training runs in a busy schedule is difficult, but the experience was nothing short of amazing."

“ Working toward a goal like this changed my perspective on what I could accomplish weekly. ”



Fostering collaboration. Furthering education.



I am dedicated to being a member of the Hampton Roads REALTORS® Association and the REALTOR® organization as a whole because of the profound sense of family and support within the community. In this organization, I've found a network of professionals who genuinely have each other's backs, fostering a spirit of collaboration that is invaluable. The assurance that we stand together provides a sense of security and encouragement as we navigate the challenges of the real estate industry. Furthermore, the educational opportunities available ensure continuous growth and improvement, enabling me to better serve my clients with up-to-date knowledge and expertise. This supportive environment and commitment to ongoing learning reinforce my decision to remain an active member of HRRRA and the broader REALTOR® community.

That's Who We R!

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By Anastasia Mason, MA, C2EX, AHWD, ePro Hampton Roads REALTORS® Association, SVP of Government & Regulatory Affairs

GROWING SMART

The real estate industry is facing unprecedented challenges and uncertainty about the future due to low inventories and high interest rates. How do we stay calm and steady in the midst of the storm? Smart growth is the answer and the path to a sustainable and prosperous future.

Smart Growth for the 21st Century embodies 10 foundational principles that create, uplift and bring a special unity to communities.

Mixed land use is a foundational Smart Growth principle. A mixture of commercial and residential properties is the secret sauce in creating smart communities. Our industry is in favor of growing smarter and more unified rather than harder and more separated. What does this mean? It means that through mixed-use properties, people can come together, bond in their shared community and celebrate the dignity of being able to live, work and play in a place that is convenient and ultimately personal. Smart Growth makes the hardship of having to travel at sometimes great distances just for the basics of life, like groceries and recreation, a thing of the past.

Creating a range of housing opportunities and choices means that attainable housing is no longer a matter of zip code but, rather, a factor in building a successful community that considers all its citizens regardless of their income or their profession. Multiple-range housing opportunity is the great equalizer that will build diverse and ultimately desirable communities.

What a Smart idea!

Smart Growth principles consider the long-term sustainability of communities. They also consider the diversity of communities. Smart Growth principles preserve open space, farmland, natural beauty and critical environmental areas. They are critical to long-term prosperity to sustain open land. Smart Growth is just that— smart! Open spaces allow for the enjoyment and fostering of neighbors getting together, kids playing and creating life-long memories that will keep them forever connected to their community. Farmland sustainability offers smart communities fresh options for farm-to-table dining experiences. It also connects the farmer to the consumer and strengthens their relationship. No one can create anything more beautiful than what nature already provides. Incorporating natural beauty in Smart Growth



Smart Growth for Portsmouth in the 21st Century. Pictured left to right: HRRRA's 2024 President of the Board Kim Georges; Hugh Morris, NAR's Manager of Community Development and Growth; Portsmouth Mayor Shannon Glover; Anastasia Mason, HRRRA's SVP of Government & Regulatory Affairs; Brian Donahue, Portsmouth's Director of Economic Development; Michelle Wren, Executive Director of Portsmouth Partnership.

communities allows for the enjoyment, wonder and awe of the natural world around us.

The effect of incorporating Smart Growth principles is making the development of communities predictable, fair and cost-effective. Smart Growth creates stability and relief for homeowners and developers who want to share in the American dream of home ownership.

It is only natural that REALTORS® should get involved in Smart Growth and adopt Smart Growth principles. Through these principles, REALTORS® can advocate for fair and affordable housing that is more than the structure that people live in. It is a dream that builds generational wealth and community ties that will ensure a prosperous future for everyone.

Whether or not we want to think about it, we are connected in every aspect of community development. Growth is not only desired, but also necessary to sustain its long-term health, wealth and beauty. Fostering communities with a strong sense of place

gives everyone, from the developer to the store owner to the residents to the government, a shared sense of ownership and pride in their community.

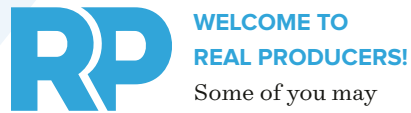
REALTORS® are pro-community. We can assist and advocate for homeowners and property owners to help governments and all stakeholders successfully manage the challenges of growth, alleviate the shortage of inventory and build strong, sustainable communities that hold the promise of a bright future. We live, work and play here, too.

Smart Growth is more than a concept for building a better community; it is a roadmap to the American dream.



REAL PRODUCERS

FAQ



WELCOME TO REAL PRODUCERS!

Some of you may be wondering what

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

Q: WHO RECEIVES THIS MAGAZINE?

A: South Hampton Roads Real

Producers: The top 500 agents in South Hampton Roads (Smithfield to Sandbridge and into the North Carolina border). We pulled the REIN-MLS numbers (by volume) from January 1, 2023, through December 31, 2023, in the South Hampton Roads area. We cut the list off at #500, and this year's distribution was born. For this year's list, the production level for our group was between \$7.8 million and \$71 million in 2023. The list will reset at the end of 2024 for next year and will continue to update it annually.

A: Peninsula Real Producers:

Same as above, but we pull out the Peninsula/Williamsburg agents and cut the list off at the top 300. For the 2022 calendar year, Peninsula Real Producers agents sold more than \$6 million.

NOTE: We identify REALTORS®/agents by where their broker is located in the MLS. Please contact us if you fall into any of these unique scenarios:

- Your broker address in the MLS is not in the South Hampton Roads region, but you are a commission agent working primarily in South Hampton Roads or the VA Peninsula area.
- Your broker address in the MLS is on the Peninsula, but you would prefer to be associated with South Hampton Roads Real Producers instead of the Peninsula.
- Your broker address in the MLS is Southside, but you prefer to be part of the Peninsula Real Producers magazine instead of South Hampton Roads Real Producers.

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

A: The process is simple. Every feature you see has first been nominated multiple times. Top agents, office managers, brokers or industry leaders can nominate top REALTORS®, agents, affiliates, brokers, owners and industry leaders who work in the areas we cover.

Scan the black QR code to nominate your favorite Real Producers.



Once nominated multiple times, the next step is a preliminary interview with us to learn more about you; our article selection committee uses an extensive process to schedule each article, and we usually book up to a year in advance. Once we select and schedule, we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photoshoot.

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

A: Zero, zilch, zippo, nada, nil.

The feature costs nothing, my friends, so nominate away. We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is part of this community and will have an ad in every magazine issue, attend our social events and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our mission is to create a powerhouse network for the REALTORS® and agents in the area and the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents and their clients, **please scan the blue code.**



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John Hopkins III
NMLS#: 2283684
john@thebrokerva.com
571-866-7655



Holly Florio
NMLS#: 1960551
holly@thebrokerva.com
740.817.2612



Sydney Comisky
NMLS#: 1648116
sydney@thebrokerva.com
757.769.4607



Jennifer Pilat
NMLS#: 2091031
jennifer@thebrokerva.com
757.358.2227



Dylan Powell
NMLS#: 2508700
dylan@thebrokerva.com
757-297-3746



Greg Bell
NMLS#: 1612533
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