

PENINSULA

REAL PRODUCERS.®

CONNECTING. FIGHTING. INSPIRING.



**RENAYE
DAME**

GLOUCESTER REALTY

NOVEMBER 2024

Thankful for Family, Friends & Your New Home!

This Thanksgiving, give thanks for the opportunity to own your dream home. Escape the renting grind and step into the joys of homeownership!

OVM with AnnieMac Home Mortgage offers a variety of loan programs tailored to help homebuyers and homeowners achieve their financial goals. Our programs focus on providing flexible options for purchasing, refinancing, and improving homes, with solutions that cater to different financial situations and homeownership needs.

- Cash2Keys
- HomeStart
- OneUp (1% down payment)
- Rate Relief (rate buydowns)
- HELOC
- Cash-Out Refinance
- Temp Buydown
- Purchase & Refinance Loans
- Renovation Loans
- Conventional Loans
- VA Loans
- USDA Loans
- FHA Loans
- Jumbo Loans

Enjoy financial security, stability, tax benefits, and the pride of ownership all by becoming a homeowner. **Contact us today to discover the best loan program for you!**



with AnnieMac Home Mortgage
NMLS#338923



Ben Temple
Vice President OVM Sales
NMLS ID#: 206440
Phone: 757-320-5625
Cell: 757-513-0904
btemple@annie-mac.com
bentemple.ovmfinancial.com



Kaylan Eldridge
Mortgage Loan Originator
NMLS ID#: 1108491
Phone: 757-797-0206
Cell: 757-749-1640
keldridge@annie-mac.com
kaylaneldridge.ovmfinancial.com

Cash Offer and *Buy Now, Sell Later* and *Cash Bridge* programs are fulfilled by AnnieMac Private Equity Cash2Keys (Cash2Keys), an affiliate of AnnieMac Home Mortgage (AnnieMac). Cash2Keys is not a financial institution and does not originate or issue loan commitments. You must be pre-approved by Cash2Keys for the Cash Offer program's income and collateral requirements. Once approved, the offer and purchase will be in the name of Cash2Keys. You must then purchase the home from Cash2Keys within 180 days. You are required to pay all transfer taxes associated with the purchase of the home. Visit annmac.me/cash for terms and conditions on Cash Offer. For complete licensing information, please visit: www.annie-mac.com/page/licensing. Down Payment Assistance program not available in NY. Speak to a Loan Originator about eligibility. While refinancing may decrease your overall monthly payment obligations, refinancing your home loan may increase the total number of monthly debt payments, as well as the aggregate amount paid over the term of the loan. Corp NMLS#: 338923. AnnieMac Home Mortgage, 5040 Corporate Woods Drive, Suite 101, Virginia Beach, VA 23462. American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, OVM with AnnieMac Home Mortgage, Family First A Division of AnnieMac Home Mortgage, homecomings Mortgage & Equity A Division of AnnieMac Home Mortgage www.nmlsconsumeraccess.org), Virginia Mortgage Lender and Broker License #MC-5523.

IN-STATE MOVES ■ OUT-OF-STATE MOVES ■ MATERIAL PACKING

BEST MOVERS IN TOWN.

PROUD TO SERVE YOU AND YOUR CLIENTS!

Local family and veteran-owned business
Briar Baughman
 Owner & Operator



office • residential • warehouse
 Virginia Beach, Virginia

- FREE Estimates for Any Move
- Licensed & Insured
- Military & First Responder Discount

801 Butler Street, Virginia Beach, VA, 23456 • offloadmoving@yahoo.com
(757) 749-7212 ■ OFFLOADMOVING.COM

TABLE OF CONTENTS



08
 Meet the Team



10
 Cover Story:
 ReNaye Dame



16
 On the Rise:
 Leah Walker



20
 Partner Spotlight:
 Justin Miller,
 Veterans United



24
 Spotlight Agent:
 Jamie Shannon



28
 How We Decide Who to Feature Each Month



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.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

Stage with Us

Top Agents Know a Staged Home Sells for Top Dollar and Faster!

Check Out Our Google Reviews
 ★★★★★

IMPRESSIVE HOME STAGING 757-803-3877

fowler studios
 photo + video

(678) 634-4650 | susan@fowlerstudios.net
fowlerstudios.net



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BLINDS/SHADES/SHUTTERS/DRAPES

Budget Blinds of Hampton Roads
(757) 250-2968
budgetblinds.com/
williamsburg

BOAT CLUB

Freedom Boat Club
(757) 615-3783
freedomhamptonroads.com

BUILDER

Chesapeake Homes
Nicole Maggio-Deaton
(757) 448-3742
ChesHomes.com

CLOSING GIFTS

Cutco Closing Gifts — Russell Wimbrough
(757) 714-7207
AForeverGift.com

Purpose Design Co. LLC
(804) 592-6589
purposedesigncompany.com

EVENT PLANNER

Imperial Etiquette
Misty Bailey
(757) 897-1283
Imperialetiquette.com

GENERAL CONTRACTOR/CONSTRUCTION/REMODELS

Cubas LLC
(757) 837-8145
Cubasgc.com

HOME INSPECTION

Creekview Home Inspections
(757) 902-5008
creekviewinspections.com

Safe House Property

Inspections
Austin McCrory
(757) 418-0944
SafeHousePropertyInspections.com

HOME STAGING

Impressive Home Staging
(757) 803-3877
ImpressiveHomeStaging.com

Staged 2 Sell

(757) 344-5322
www.staged2sellvirginia.com

HOME WARRANTY

ACHOSA Home Warranty, LLC
Tina Carneal & Maddie Podish
(757) 291-4398
achosahw.com

INSURANCE

Devon Garrett
Acorn Insurance Group
(804) 653-7040
AcornInsuranceGroup.com

MORTGAGE

Ben Temple — OVM Financial Team
(757) 513-0904
bentemple.annie-mac.com

Jennifer Roberts

— Fulton Mortgage Company
(757) 223-4345
fultonbank.com/
Personal/Mortgages/
Mortgage-Loan-Officer/
Jennifer-Roberts

Veterans United Home Loans of Hampton Roads
Aaron Giarrana
(757) 636-1171
hamptonroads.veteransunited.com/

MOVING SERVICES

Off Load Moving
(757) 749-7212
offloadmoving.com

NOTARY/CLOSING SERVICES

Five Star Notary
(903) 952-1479
www.fivestarnotaryllc.com

PHOTOGRAPHER

Fowler Studios
Susan Fowler
(678) 634-4650
fowlerstudios.net

PHOTOGRAPHY & VIDEOGRAPHY

Murawski Photography, LLC
Mason Murawski
(757) 504-6461
www.murawskiphoto.com/

The Lens House

Carrie Spencer
(757) 870-4912
thelenshouse.net

PHOTOGRAPHY/BRANDING

Rachel Saddle mire
Photography
(336) 970-1386
www.rachelsaddle mire.com

REAL ESTATE PHOTOGRAPHY / VIDEOGRAPHY

Lighthouse Visuals
(504) 451-0002
LightHouseVisuals.com/tag/
Richmond

Lighthouse Visuals

(252) 531-3024
LightHouseVisuals.com

REMODELING - KITCHEN & BATH

Kitchen Tune Up & Bath Tune Up
(757) 221-0999
kitchentuneup.com or
bathtune-up.com

TITLE & ESCROW

First Virginia Title and Escrow, LLC
(757) 221-0885

True North Title

(757) 963-5223
TrueNorthTitle.com

Closing Gifts That Deliver LONG-TERM BRANDING

Top-quality products that last forever, are used and loved daily, and are sure to impress.



- ◆ Bulk discounts
- ◆ 100% tax write-off
- ◆ Ships direct

Put your name in front of your clients for the rest of their lives.

Engrave with your name, number, logo, and snazzy tagline.



CUTCO CLOSING GIFTS

Russell Wimbrough
757-714-7207
www.aforevergift.com



Here to give you *peace of mind* so you can focus on what truly matters this *Thanksgiving*




Tina Carneal
Senior Sales Executive
'22 & '23 Diamond Elite Producer
C: 757-291-4398



Maddie Podish
Senior Sales Executive
C: 757-634-8998



ACHOSA
Restoring your faith in home warranties



Core values of integrity, professionalism, and excellence—providing affordable solutions that give unparalleled returns for homeowners.

Let's Connect



Trez Robinson, Owner
(757) 344-5322
trezrobinson@cox.net
staged2sellvirginia.com
Veteran woman-owned small business





First Virginia Title & Escrow LLC

We are so grateful to all our industry partners and customers for being such an important part of our business. From contract to closing, community outreach to providing continued education, our mission is always community first.

WE ARE NOT JUST COMMITTED TO OUR WORK, WE ARE COMMITTED TO OUR COMMUNITY. JOIN OURS TODAY!

757-221-0885 | info@firstvatitle.com

MEET THE PENINSULA REAL PRODUCERS TEAM



Joni Giordano-Bowling
Co-Publisher
joni@realproducersmag.com
757-348-7809



Dave Bowling
Co-Publisher
dave.bowling@n2co.com
757-450-2899



Jacki Donaldson
Managing Editor
jacki.donaldson@n2co.com
352-332-5171



Misty Bailey
Connections Coordinator &
Events Planner
misty@imperialetiquette.com
757-897-1283



Maddie Podish
Writer &
Social Media Coordinator
msparks7382@gmail.com
757-634-8998



Dan Steele
Writer
dan.steele28@gmail.com
757-667-1556



Dan Clark
Writer
757-206-4144
dan@danclark.realtor



Mason Murawski
Photographer
murawski.photography@gmail.com
757-504-6461



Susan Fowler
Photographer
susan@fowlerstudios.net
678-634-4650



Charles Townsend
Photographer/Videographer
charlestownsendvideo@gmail.com
757-559-4745



Rachel Saddlemire
Photographer
rachelthephotog42@gmail.com
336-970-1386

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at joni@realproducersmag.com

Cover photo by Mason Murawski, Mason Murawski Photography



Property Information Like You've Never Seen Before!

True North Title is so excited to introduce Title Toolbox, your new secret weapon for real estate data and analytics. This tool puts a gold mine of data at your fingertips, all in one platform!

- Search specific groups of properties
- Create a farm based on various criteria
- Print detailed property profiles
- Access premier data like life events and contact info



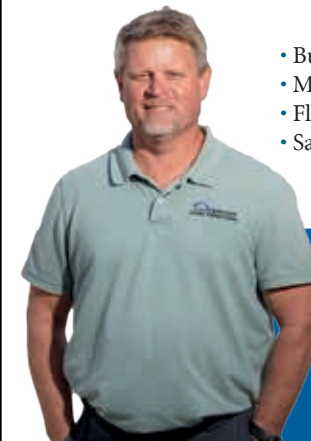
Agents connected with Real Producers may receive FREE access from True North Title!



Chosen first as your local settlement company, we're approved to close Cash2Keys transactions in Virginia!
(757) 963-5223 | TrueNorthTitle.com



CREEKVIEW HOME INSPECTIONS



- Buyer's & Pre-Listing Inspections
- Mold & Air Quality Testing
- Flexible Availability
- Same-Day Reports

Craig Brown, Owner, FAA Drone Pilot
Licensed Home Inspector, State of Virginia
Certified Professional Inspector, InterNACHI
(757) 902-5008
creekviewinspections@gmail.com
creekviewinspections.com





►► real producer

Story by Dan Steele
Photos by Mason Murawski Photography

ReNaye Dame

GLOUCESTER REALTY

If you heard that ReNaye Dame was a third-generation REALTOR® and that not only had her grandfather founded Gloucester Realty in 1955, but her mother had been a REALTOR® and Principal Broker there as well, you might think that she had always intended to follow them into the family business. According to ReNaye, that wasn't the case. "My first decision was to follow in my oldest sister's footsteps and be a nurse," ReNaye reveals. "My sister worked at Riverside Regional Hospital as a nurse manager of the ICU, and she had, it seemed to me, a great career."

ReNaye, a student at Christopher Newport College, joined Riverside through its summer student program, going on to hold various positions

throughout the hospital—first as a nurse's aide in a medical-surgical unit, then as a phlebotomist, and finally landing in emergency room admissions on the evening shift—an experience she fondly remembers and describes as wild, to put it mildly. "I saw some stuff," she reflects, "but I also learned to stay calm in emergencies while comforting people in their times of need."

One day, ReNaye's mother, Betty, sat down with her and asked if she had ever considered working with her family in real estate. There, ReNaye found herself starting down a new career path. She is still at a loss as to how it all happened. "I hardly remember the conversation," she admits amusedly. "It was so uneventful. I really hadn't thought about

it; as a kid, I would come in on Saturdays for extra money to help my granddad and my mom by answering the phones and filing." While she may not remember the details of that life-changing conversation, ReNaye proudly labels it a testament to her mother's persuasion skills. "What I take away is that's how persuasive my mom was; she convinced me to change majors while I hardly even realized she did it," ReNaye laughs. "If not for that conversation with my mom, I would be a nurse today."

Although both careers seem as if they couldn't be more dissimilar, ReNaye understands important parallels between them. "They're both helping people, just in different ways," she explains. Both fields provide deep personal access to clients and patients, and profound connections can be forged beyond the professional side of the relationship.

“We go through so many deeply personal experiences with our clients,” ReNaye comments. “We are with people at their highest highs and their lowest lows. We’re not just there to open a door and sign a contract. I had a client recently who I feel came into my life for a reason. My mom had just passed, and she’d lost her mom around the same time. We both leaned on each other because we were going through the same thing while I helped her sell her mom’s home. We sat at her mom’s table, cried together, and told each other stories about our moms. There’s so much more to real estate, which is a big part of what has kept me in this industry for so long and continues to make it fulfilling: the people. I’m often touched by my clients’ stories, life experiences, generosity, kindness, and bravery.”

After 32 years in real estate, ReNaye has developed many philosophies that define her career. One is to always act with honesty and integrity, a foundation her grandfather and mother gave her. Both of them, along with ReNaye, received the Code of Ethics award from their REALTOR® association during their careers.

“
**LAUGHTER IS
SO IMPORTANT.**

I TRY TO INFUSE HUMOR
INTO MY BUSINESS BECAUSE
WHY NOT HAVE FUN DOING
IT? WE CAN DO SERIOUS
WORK AND MAKE IMPORTANT
DECISIONS WHILE BEING
JOYOUS AND HAPPY.

”



“This legacy means everything to me and makes me strive to uphold the stellar reputation they both built and lived by,” she states. Although she has many other philosophies, including continuing to learn, always bringing value, adapting, and loving what she has done, ReNaye enjoys bringing humor into her business. “Laughter is so important,” she smiles. “It’s gotten me through tough times and made good times much sweeter. I try to infuse humor into my business because why not have fun doing it? We can do serious work and make important decisions while being joyous and happy.”

When she isn’t serving her clients, ReNaye enjoys reading, boating, traveling, and listening to podcasts by Tom Ferry and Mel Robbins, whom she describes as incredibly uplifting, relatable, and an excellent source of real-life advice for making the best out of every day. ReNaye also plays volleyball, which satisfies her fiercely competitive nature and holds a special place in her heart. “My husband and I met playing volleyball,” she shares. “I’ve been married to my best friend, Chris Hurst, for 22 years; we’ve been together for 30. I love competition, including pickleball more recently. Working out and playing sports keep me healthy and counterbalance the time I spend sitting in front of my computer. I also get to spend time with my friends, the most inspirational group of strong women, who motivate me so much.”



The Perfect Peninsula Location!



A picture-perfect location has these new townhomes hugging the newly revitalized city of Hampton, Virginia. Residential perfection awaits those who purchase here. Low-maintenance townhomes will provide more time for residents to enjoy the benefits inside and outside their homes with an oh-so-close clubhouse featuring an equipped fitness center, outdoor pool, and playground. And Peninsula Town Center is around the corner allowing for convenient shopping, quick bites to eat, and time-saving professional services.



cheshomes.com



1

H2O
HAMPTON, VA

H2O is a refreshing new community designed to complement one’s life. Located in a peaceful setting, H2O is an engaging community with plenty of amenities, and a convenient location in the Hampton Roads area, essentially the perfect community for your life’s needs.

2

COMING SOON!
TOWNES
at Coliseum
HAMPTON, VA

Rear-access garages will keep neighborhood traffic minimal and let the front of each homeowner’s townhome be a welcome mat for neighborly gathering, sidewalk strolling, or peaceful porch enjoyment. Quality, value and style are in great supply in these beautiful homes!

Visit cheshomes.com to find our beautiful collection of homes or call 757-448-3742 today!

LEAH WALKER

on the rise ◀◀

Story by Maddie Podish
Photos by Rachel Saddlemire,
Rachel Saddlemire Photography
(unless otherwise noted)

SOUTHERN TRADE REALTY

Early in the morning, you might hear a familiar voice on Gloucester's local radio show, Xtra 99.1 WXGM. The show, humorously described as "two old guys and a mom," features Neal Steel, Ralph Motley, and our very own Leah Walker, Associate Broker with Southern Trade Realty. Leah's journey into radio began after she recorded a real estate ad, which led to an invitation to join the show.

As a child, she would tape her own songs and run a radio show between them, a passion that has come full circle in her adult life.

Her radio show isn't the only thing that has come full circle for Leah. Born and raised in Middlesex, she was immersed in the building trades alongside her father, a custom builder. With a laugh, she recalls, "You don't scare me because I used to hand my dad the wrong tools," a testament to her early exposure to the construction industry. Through

these experiences, Leah gained invaluable insights into how homes are built from the ground up.

In addition to her hands-on education in the trades, Leah was actively involved in 4H during her youth, learning the importance of connecting with new people—a skill that has served her well in her real estate career. Before diving into real estate, Leah dedicated about a decade to being a stay-at-home mom, raising her four children.

Photo by Joseph Bantillo Photography



Leah's real estate journey began in 2018 when she and her husband sold their home. Interestingly, their REALTOR® was new to the profession, and Leah learned the process alongside her. "I felt like I was born to do this," she recalls, reflecting on the moment she realized real estate was her calling. Encouraged by the experience, Leah obtained her license and began working at the same brokerage.

Known affectionately as the "unofficial homeschool REALTOR®," Leah balances her career with homeschooling her children, a challenge she has embraced wholeheartedly. "I love just talking and connecting with people—we're all humans; we all need that personal connection in our lives," Leah shares, emphasizing her passion for building relationships. She fondly remembers bringing her youngest child, who was not yet 2, to her first real estate showings. This experience has given her a unique understanding of parents' challenges when moving with children.

Leah's empathy for families shines through in her approach to clients with kids. "I always tell them to go pick out their rooms," she laughs, highlighting her commitment to making the process as smooth as possible for families. This dedication stems from her experience of moving twice with four children, including a newborn.

Recently, Leah elevated her career by obtaining her broker's license, enabling her to provide the best possible care for her clients. She is passionate about mentoring new agents, encouraging them to be patient, reach out to their networks, and choose a supportive brokerage. "Everyone can be successful," she believes, offering valuable advice to those starting in the field.

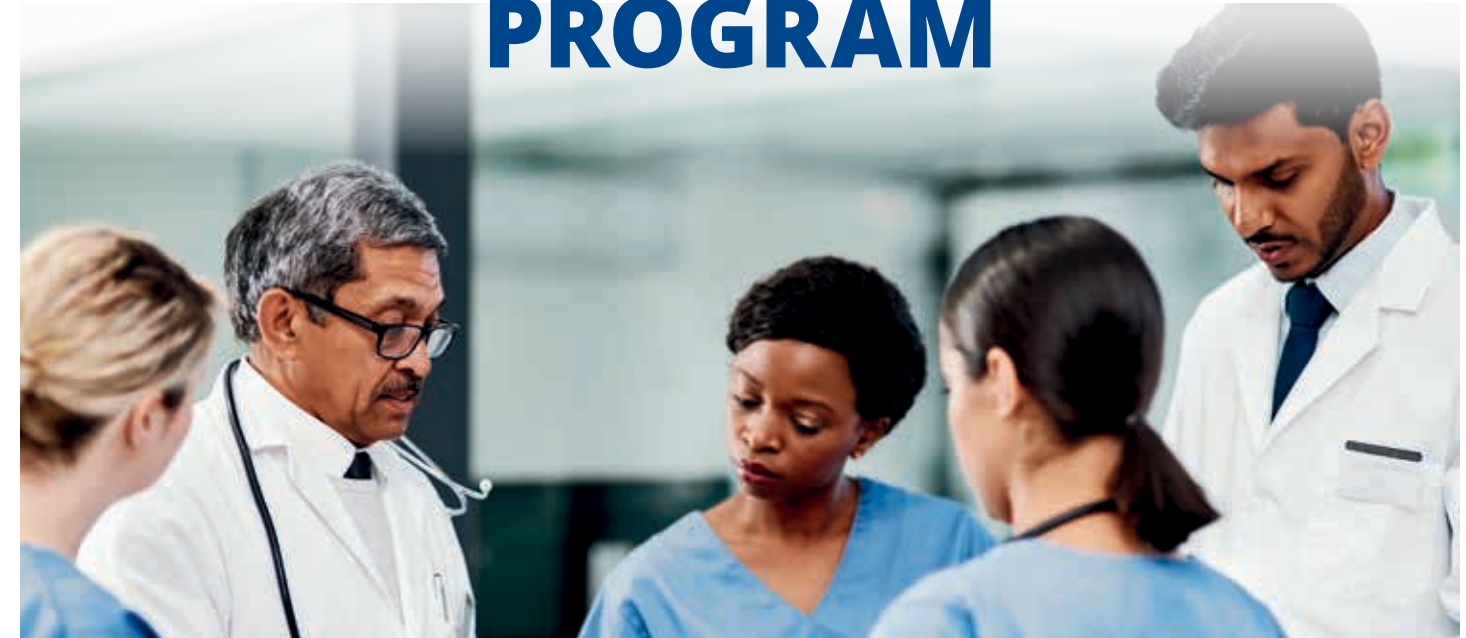
Leah's life outside of real estate is just as vibrant. She and her husband, Lee, have been married for 14 years. While Leah focuses on helping clients find their dream homes, Lee works as a heavy civil construction manager, supervising efforts to build safer roadways. Together, they have four children: Kinsey (18), a published author, and Avery (13), Aden (9), and Logan (6). The family enjoys exploring museums, going on field trips, and camping in cabins. Their most memorable adventure was a trip to Disney in January, where they had an unforgettable time. They are planning their next big family trip overseas to Greece, taking the journey to the next level by learning to speak Greek together as a family.

“ I love just talking and connecting with people—we’re all humans; we all need that personal connection in our lives. ”

From her early days handing tools to her father and recording radio shows to guiding families through home-buying and co-hosting a popular morning show, Leah's passions have seamlessly intertwined into a fulfilling career and life. Her ability to connect with people and dedication to her craft are just the beginning of what she will achieve.



MEDICAL PROFESSIONALS PROGRAM



PHYSICIANS • PHARMACISTS • DENTISTS • VETERINARIANS

Fulton Mortgage Company has designed a mortgage program dedicated to making homeownership easy and affordable for medical professionals¹ including Physicians, Pharmacists, Dentists, Veterinarians and Doctors of Podiatric Medicine (DPM). If you have a medical doctorate degree, this program may work for you.

- 100% financing² available for loan amounts up to \$1.5 Million
- 95% financing² available for loan amounts up to \$2 Million
- 90% financing² available for loan amounts up to \$3 Million
- Mortgage Insurance not required
- Up to 6% seller paid closing cost and prepaids allowed
- Gift funds are allowed from immediate family members
- Student loan payments that are deferred for 12 months or longer are not included in the credit approval process
- Find and close on new home up to 90 days prior to start of new employment
- 30 & 15 Year Fixed Rate³ as well as Adjustable Rate⁴ Options (5/6, 7/6, 10/6, & 15/6)



Jennifer Roberts
Mortgage Loan Officer
NMLS #: 1281769
757.225.4303
JeRoberts@fultonmortgagecompany.com
fultonbank.com/mortgage

Fulton Mortgage Company
A Division of
Fulton Bank



Fulton Bank, N.A. Member FDIC. Subject to credit approval. ¹Medical Doctorate degree required. Restrictions apply. ²Financing is based on the lower of either the appraised value (fair market value) or contract sales price. ³Monthly payment for a \$250,000 15-year term mortgage at 3.582% Annual Percentage Rate (APR) would be \$1,774.71. Monthly payment for a \$250,000 30-year term mortgage at 3.582% Annual Percentage Rate (APR) would be \$1,108.43. Payment does not include amounts for taxes and insurance and the actual payment will be greater. ⁴Adjustable rates are subject to increase after the initial fixed-rate period.

JUSTIN MILLER

VETERANS UNITED HOME LOANS

After retiring from the Navy, Justin Miller set two goals: (1) continue his involvement with the military community and (2) work in real estate. Like many people in the industry, the book *Rich Dad Poor Dad* by Robert Kiyosaki inspired his endeavors. “Ever since real estate became something, I wanted to pursue it after my time as a SEAL,” Justin shares. Becoming a loan officer with Veterans United Home Loans of Hampton Roads allows Justin to continue serving the military community while working in real estate, and he couldn’t be happier about his transition.

Veterans United is a full-service lender offering conventional, FHA, and VA loans. It specializes in educating veterans and helping them use their VA loan benefits. “Many companies offer the VA loan, but we deliver it better than any of them,” Justin says, “and we’re the No. 1 provider in Hampton Roads and the nation for a reason. During my 20 years in the Navy, I received no training on how the VA benefit works. Veterans United leads the field in educating the nation on how to use and reuse this undervalued benefit. I am proud to help as many people as possible maximize their benefits.”

Originally from the San Francisco Bay Area, Justin has been a Virginia resident since 2009, when he received orders to the Dam Neck base for the Navy. He should be your go-to loan officer for several reasons. “First, we are a local lender,” he mentions. “When people first hear Veterans United, they think of our corporate office in Columbia, MO, but because of the military presence in Hampton Roads, we have a local branch to provide the best service for local veterans and service members. Second, my military experience makes me uniquely qualified to be the best VA loan specialist. My family and I lived the military life for 20 years, and I am aligned with the country’s leading provider of VA loans. I strive to enhance the client experience for agents looking to build a referral-based business.”



partner spotlight ◀◀

Story by Jacki Donaldson
Photos by Mason Murawski,
Murawski Photography

Helping veterans buy homes is the most rewarding aspect of Justin’s work. “I enjoy simplifying the homebuying process and educating buyers to help them feel comfortable making one of the biggest financial decisions of their lives,” he reveals. His clients are grateful for his service: “Justin was incredibly helpful and always thorough in answering my questions,” one happy veteran shared. “I appreciated how he took extra time to explain processes and terminology to me, especially once he found out this was my first time buying a home. He was also readily available to answer my questions, which was very helpful. Thanks for everything, Justin!” Justin responds, “Getting a review from a client like the one above is the best part of my job.”



“

MY FAMILY AND I LIVED THE MILITARY LIFE FOR 20 YEARS, AND I AM ALIGNED WITH THE COUNTRY'S LEADING PROVIDER OF VA LOANS.

”



Veterans United's service does not stop at the closing table—90% of the company's employees donate 1% of their income to the Veterans United Foundation, which supports non-profits that help veterans and our local communities. "If you have requests for people in need, please let me know," Justin offers.

Grateful for his real estate partners and clients who trust him with their businesses and major financial decisions, Justin defines success as providing a good life for his family while staying engaged with them. "Remaining connected to my military community while working in real estate brings me happiness," he says.

Justin and his wife have two boys and a golden lab named Luke. The boys enjoy playing baseball and basketball and swimming on the Oceana swim team, while the family enjoys hiking, sailing, fishing, and cooking together. Outside of work, when he is not at his kids' sporting events or on the water with them, Justin is often lifting weights or reading.

Justin Miller
Veterans United
Home Loans
(619) 818-5976
justin.miller@vu.com
VUJustinmiller.com



Stylish window treatments
that feel right at home.



Enlightened Style Motorized Sheer Shadings In Sandalwood and Phase II Motorized Drapery in Cream

Our experts are trained to help you uncover your home's true potential.

Bring out your style without compromising your budget.

Call **757.258.8738** for a free in-home consultation. | budgetblinds.com

© 2024 Budget Blinds, LLC. All Rights Reserved. Budget Blinds is a trademark of Budget Blinds, LLC and a Home Franchise Concepts Brand. Each name has independently owned and operated.



Style and service for every budget.™



Buy with monthly payments
 Get a real-time decision.

Credit score not affected. As low as 0% APR. No late fees.
 \$5,000 Minimum purchase required.



▶ spotlight agent
Story by Maddie Podlish
Photos by Susan Fowler, Fowler Studios

Jamie Shannon

JAMIE SHANNON REALTY



“Ever since I was born, I’ve had this sense to serve,” shares Jamie Shannon. Born and raised in the heart of East Texas, Jamie grew up on a farm where hard work and community values were instilled in her from an early age. Her upbringing was steeped in entrepreneurship, with family members who ran their own businesses planting the seeds of independence and drive that would later shape her career. Real estate captured Jamie’s attention when she was young during the summers she spent at her grandmother’s house. “We would spend the evenings watching real estate shows together,” Jamie recalls fondly.

Her journey in the field began in 2006 while she was pregnant with her first son. Seeking flexibility and a way to contribute financially, Jamie earned her real estate license in Texas. Little did she know that this initial step would be the beginning of a thriving career. Not long after, Jamie joined her husband, David, and enlisted in the Army. Though her path briefly shifted, real estate remained a constant thread. While serving in the military, Jamie kept her license active and even helped fellow service members with property management

issues. “I’ve somehow always been drawn to real estate, no matter where I’m at,” she chuckles, reflecting on how her passion followed her across different chapters of life.

In 2011, after being medically retired due to an injury while serving in Korea, Jamie and her family moved to Williamsburg, VA. They had previously fallen in love with the area during her Army training and appreciated its military-friendly environment, slower pace of life, and proximity to family. Williamsburg’s strong sense of community reminded her of the farm life she had known in Texas. With her Texas real estate background in tow, Jamie pursued her real estate license in Virginia, completing the process in just six weeks, thanks to the foundational knowledge she had gained in Texas.

Jamie has since formed The Shannon Team LLC with a clear set of values: faith, family, and service. These principles guide every aspect of her business. “As REALTORS®, we can make a great difference in people’s lives because the process is scary and not something people do all the time,” she states, reflecting on the complex nature of buying and selling homes. Even for those who have purchased homes before, real estate is ever-changing, and Jamie’s goal is to be a guiding light for her clients through each step of the process.

Making a difference remains Jamie’s priority, and she has ventured into property investing and providing affordable housing. Working with local nonprofits and government programs, her goal is to help individuals in need transition from homelessness to self-sufficiency. She believes affordable housing is a crucial aspect of community building and is committed to positively impacting this area.

The Shannon Team has grown organically, and Jamie’s close partnership with fellow REALTOR® Kristin Starcher has become a cornerstone of its success. After meeting two years ago, they quickly realized they shared the same values and vision.



“We balance and support each other,” Jamie says, highlighting their collaborative and client-focused approach. From offering snacks and activities for children during home showings to organizing client appreciation events that give back to charities, the team’s commitment to service is always front and center. “Everything we do ties back to our values,” Jamie emphasizes.

In addition to running a successful real estate team, Jamie is also a certified mentor with eXp Realty, where she enjoys sharing her knowledge and helping new agents navigate the industry. She believes having a solid “why” is essential for success in real estate, especially during challenging times. “I don’t think

6699

“Working alongside Jamie Shannon has been a truly inspiring experience. Her unwavering commitment to faith, family, and service shines through in everything she does. She not only excels in real estate, but also uplifts those around her, making every day a joy to collaborate. I’m grateful to have her as a colleague and friend!”

—Kristin Starcher, REALTOR®,
The Shannon Team

I would be as successful if my why were not as solid as it is,” Jamie reflects. For her, that “why” is her family. She and her husband, David, have been together for 17 years, and she names him as her biggest supporter. Together, they have three children—Joel, Connor, and Kierney—and a talkative labradoodle who is the family’s baby.

As Jamie looks ahead, her goals remain grounded in the values shaping her journey. She aims to expand her team organically, letting relationships and opportunities grow in line with her core beliefs. Focused on serving others and driven by her commitment to family, Jamie is building more than a business—she’s fostering a culture of faith, family, and service.

PERFECTING HOMES FOR OVER 20 YEARS

BUILDING YOUR VISION INTO REALITY.

- ⊕ Home Remodeling
- ⊕ Interior & Exterior Painting
- ⊕ Flooring
- ⊕ Siding
- ⊕ Roofing
- ⊕ Framing
- ⊕ Drywall Hanging & Finish
- ⊕ Power Washing... and much more!

Schedule your FREE ESTIMATE today.

(757) 837-8145
Office@CubasGC.com
cubasgc.com



What kind of lasting impression are you leaving with your clients on closing day?

Custom closing gifts to celebrate your clients — and have them talk about your business for years to come.

(804) 592-6589
 purposedesigncompany.com/businesspartners

BUSINESS PARTNERS

MURAWSKI BOOK YOUR SESSION NOW
 PHOTOGRAPHY

murawskiphoto.com • 757.504.6461 • @murawskiphoto

HOW WE DECIDE WHO TO FEATURE EACH MONTH

By Publisher Joni Giordano-Bowling

Our nomination system drives how we select who we feature in Real Producers. The agents who invest in this publication through advertising and sponsorships are vital in nominating their peers. Additionally, we host multiple events throughout the year, where top agents with outstanding production numbers gather and nominate one another.

The Nomination Process

Our team engages with each nominee. We collect interesting facts about the agents and gather additional nominations for other top agents and businesses to consider for our vetted preferred partners' list.

Selection Criteria

Our selection team utilizes the "5 C" criteria as a guiding framework. An agent must meet the first three criteria, while the fourth and fifth are optional:

- 1. Collaboration:** High nomination counts often indicate respect among peers and a strong ability to work well with other agents and preferred partners.
- 2. Competition Production Numbers:** Given that our publication is named Real Producers, nominees need to be top producers in the industry.
- 3. Character:** We prioritize featuring agents and businesses recommended for their integrity. We will not highlight anyone lacking respect from their peers.
- 4. Contribution:** We love to showcase inspiring stories about agents who give back to their local or global communities.

5. Compelling Story/Conquering

a Life Challenge: We appreciate against-the-odds success stories that resonate with our audience.

Additionally, we actively engage with agents in our private Facebook group for top REALTORS® and partners. Membership is limited to agents, brokers, and current preferred business partners; please send me a private message if you'd like an invitation.

Geographic and Firm Diversity

We aim to avoid featuring agents from the same brokerage or firm in the same issue and strive to cover different territories proportionately. With so many excellent nominations, making a monthly decision can be challenging, so we encourage you to ensure we know who you are.

A Free Opportunity

Real estate agents and brokers do not pay anything for feature stories; our services are completely free to them. Unlike other programs that may follow a pay-to-play model, our selection process is based solely on merit. Most articles are selected six to 12 months in advance (with some cover agents selected years ahead), and we notify individuals one to two months before their feature.

Your Feedback Matters

We welcome your feedback on our process and how we can better help everyone in the industry collaborate, elevate, and inspire one another. Please contact me directly with any suggestions or feedback via email, text, or private message.

Joni Giordano-Bowling | 757-348-7809 | joni@realproducersmag.com

REAL PRODUCERS

FAQs

WELCOME TO Real Producers!

We're excited to have you as part of our community! Here, we address some of the most frequently asked questions about our program. Remember, my door is always open for discussions regarding this community—this publication is designed to be your voice.

Q: WHO RECEIVES THIS MAGAZINE?

A: The magazine is distributed to the top 300 agents on the Peninsula in Hampton Roads, VA. This area extends from the Chesapeake Bay Bridge-Tunnel in Hampton to the greater Williamsburg area and everything in between. We compiled the MLS numbers (by volume) from January 1, 2023, to December 31, 2023. The cutoff for our list was at #300, with production levels ranging from just below \$5 million to \$50 million in 2023. This list will reset at the end of 2024 and will be updated annually.

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

A: The process is straightforward. Every feature you see has been nominated first. You can nominate REALTORS®, agents, affiliates, brokers, owners, or yourself. Office leaders are also encouraged to nominate real estate agents. We value your input, as we

don't know everyone's story and need your help to learn more. You can find a link to our nomination form on our Facebook page at facebook.com/peninsularealproducers.

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

A: Absolutely nothing! That's right—zero, zilch, zippo, nada, nil. Featuring an agent costs nothing, so feel free to nominate away. We operate on a merit-based model, sharing real stories of Real Producers based on achievements and nominations, not payments.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Preferred partners are local businesses featured at the front of the magazine. These businesses have ads in every issue, attend our quarterly events, and participate in our online community. Each preferred partner has been recommended by one or more of you, ensuring they are trusted within our network. We only work with businesses vetted and approved by our community, aiming to create a powerhouse network for REALTORS® and agents, alongside the best affiliates to strengthen our collective growth.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you want to recommend a local business that works with top real estate agents, please reach out! You can send an email or text to joni@realproducersmag.com or 757-348-7809.

\$49.00 Termite & Moisture Inspection When Scheduled With a Home Inspection



(757) 418-0944 - SafeHousePropertyInspections.com



(757) 367-8342 - PestHeroes.com

bathtune-up®
Breathe **Life**
Back Into Your
Bathroom

bathtune-up.com

- Showers
- Bathtubs
- Conversions
- Full Remodels

Bath Tune-Up
Williamsburg, VA
757.302.4577



**Schedule Your FREE
Consultation Today!**

MARKETING & MEDIA **THE LENS HOUSE**

**FREE Floor Plans
with all Photoshoots**

order your Real Estate Media with The Lens House



FREE

The Basic Floor Plan
Do I need a Floor Plan?

Floor plans offer an invaluable visual representation of a property's layout, providing potential buyers with an immersive experience. By integrating floor plans into your listings, it can have remarkable benefits!

**OR UPGRADE TO
PREMIUM**

LEARN MORE!



757-821-7998 admin@thelenshouse.net www.thelenshouse.net @thelenshouse @thelens.house

**INSURING YOU &
YOUR CLIENTS,
THE EASY WAY**



ACORN
INSURANCE GROUP

L. Devon Garrett

Senior Risk Advisor

(804) 653-7040

Dgarrett@AcornInsuranceGroup.com

www.AcornInsuranceGroup.com



kitchentune-up®

Open **Up**
the Possibilities
for Your Kitchen!

kitchentuneup.com

Refacing & Redooring

New Cabinets

Cabinet Painting

Original Tune-Up

Kitchen Tune-Up Hampton
Roads New Kent County
757.221.0999





20 YEARS OF
THE N2 COMPANY



Thank you, Veterans

with gratitude, your VA Loan *Cals*



Wendy Pulliam
Senior Loan Officer,
NMLS #1200036
(757) 572-0279
VUWendyPulliam.com



Ali Schellenberg
Senior Loan Officer,
NMLS #759461
(757) 892-4295
VUALiSchellenberg.com



Veterans United.
Home Loans

(530) 492-8343. 670 Auburn Folsom Rd., Ste. 107, Auburn, CA 95603. VUAuburn.com. A VA approved lender; Not endorsed or sponsored by the Dept. of Veterans Affairs or any gov't agency. NMLS #1907 (www.nmlsconsumeraccess.org). Equal Housing Opportunity. Licensed by the Dept. of Financial Protection and Innovation under the CA Residential Mortgage Lending Act, License #41DB0-95680.