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Carmen Hamner

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STORY BY DAN STEELE
PHOTOS BY
MASON MURAWSKI
PHOTOGRAPHY

Whether purchasing a first home, selling a house as part of a job transfer, or buying property for an investment plan, a real estate transaction often represents moving into the next phase of life. For Carmen Hamner, guiding her clients toward that goal is the most rewarding part of what she does.

“Helping people get to the next step—that’s what I do,” Carmen says. “It’s always so different. Some people have it all wrapped up, and then we hit a different roadblock, and some people need help from the ground up. Whatever their goal or challenge to get there, assisting people on their journey is the most fulfilling aspect of being a real estate agent. I always say, ‘Tell me your goal. Let’s start with your goal and figure out how to get there.’ I want to get to know them and then drill down and figure out how I can help. Getting them to the next step is a great feeling.”

Carmen’s deep desire to help others led her to real estate. She first discovered her passion through volunteering while she was a stay-at-home mom, actively contributing to her community. As she took on more challenges, she decided to turn her passion for





“

“71% of REALTORS® didn’t close a deal last year—71%! Meanwhile, others continue to secure deals. How is this possible? It’s possible because they embraced old-fashioned values—they cared about people, were responsive to their needs, and brought value at every turn. Along the way, contracts get ratified, and people get to their next steps. The rewards are much more than monetary. Real estate is a wonderful profession.”



helping others into a career. “I just wanted to help more people, and real estate is one way I can assist others while providing for my family while doing what I love,” she recalls.

Guiding homebuyers and sellers doesn’t stop when the transaction is complete, Carmen emphasizes. “We meet people at all different places in their lives, and once they get the house, I’m always eager to guide them,” she explains. “I can help send a painter or a maid, for example. It’s like matchmaking, it’s fun, and I enjoy meeting people along the way and figuring out how we can all help each other get to the next spot.”

The most enjoyable part of Carmen’s work is building relationships with repeat clients and referrals. “I’ve had several groups of clients whose parents and then grandparents I’ve helped,” Carmen explains with delight. “These relationships are so fun and gratifying. It’s pretty cool when a grandmother excitedly says, ‘I’ve got to live within two miles of my grandchild,’ and I just helped their child purchase a house a couple of years ago. It’s incredibly rewarding.”

The key to Carmen’s success—and why her clients continually return to her—is her straightforward communication, responsiveness, and honesty. She believes every new real estate agent should embrace these qualities in the ever-changing and competitive market. “You’ve got to keep trying because this industry is hard,” Carmen notes. “71% of REALTORS® didn’t close a deal last year—71%! Meanwhile, others continue to secure deals. How is this possible? It’s possible because they embraced old-fashioned values—they cared about people, were responsive to their needs, and brought value at every turn. Along the way, contracts get ratified, and people get to their next steps. The rewards are much more than monetary. Real estate is a wonderful profession.”

In addition to her values, Carmen credits her success to the support she received from her broker, Ron Miscavige. “I’ve had the privilege of working with the same broker throughout my career,” she says. “Unfortunately for me, he’s about to retire this year, but he has been instrumental in developing successful agents. Working with him over the past 12 years, growing into a top producer, and simplifying the buying and selling experience for my clients has been a joy.”

Although she won’t continue working with Ron, Carmen intends to carry forward the lessons he has taught her while delivering an excellent client experience. “I hope to help more of my folks again; repeat customers are just the best,” she says. “They feel great comfort knowing how important honesty and responsiveness are in this transaction, and they know that I’ll take care of them. That trust is fantastic.”

When she isn’t guiding her clients through their real estate journeys, Carmen loves spending time on the water with her husband of 26 years and their two daughters when they come home from the University of Kentucky and Rollins College. “We have a beautiful little river house where we spend lots of time, and we just love being together as a family,” she says. “My favorite season is summer. I love boating, I love eating oysters, I love everything Chesapeake Bay.”



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Amy & Jason Kearney

STORY BY MADDIE PODISH
PHOTOS BY SUSAN
FOWLER, FOWLER STUDIOS

THE KEARNEY TEAM | ABBITT REALTY COMPANY

Jason and Amy’s real estate journey began with the same foundation that has guided their marriage—trust. The couple, who recently celebrated 27 years together, first crossed paths during a co-ed softball game at their church—a meeting that would ultimately blossom into a thriving marriage and a successful business partnership. This shared value of trust strengthened their relationship and became the cornerstone of their thriving business, fostering personal and professional success.

Initially immersed in the restaurant industry, Jason yearned for a change as he and Amy prepared to welcome their first child. “Real estate offered the flexibility we needed,” Jason recalls. His decision to shift careers nearly two decades ago proved fortuitous, especially during the COVID-19 pandemic, which brought an unexpected surge in the housing market and significantly boosted his business.

Meanwhile, Amy faced her own professional crossroads. A seasoned optometrist of over 20 years, she grappled with anxiety and burnout, challenges the pandemic exacerbated. Furloughed from her position, Amy heeded Jason’s long-standing encouragement to explore real estate. “I knew we would work together; I just didn’t know when,” Jason reflects.

The transition wasn’t impulsive. For four years, Jason and Amy meticulously planned for the potential shifts her move from optometry to real estate would bring. Initially, Amy eased into the industry by working part-time, dedicating her efforts to organizing Jason’s systems and streamlining their operations. This groundwork paid off when she joined the business full-time, making the transition smooth and effective.

Jason’s vast industry knowledge and Amy’s forward-thinking approach quickly became a powerful combination. “She has this personality where she just naturally connects with others, whether in person or



through social media,” Jason proudly states. This natural connection has fueled their impressive 75% referral rate and organic business growth, bolstered by Amy’s strategic use of social media marketing.

Their first year working together was a resounding success. With Jason’s detail-oriented mindset and Amy’s innovative strategies, the couple felt unstoppable. Amy’s contributions extend beyond day-to-day operations; she recently joined the board of directors for the Virginia Peninsula Association of REALTORS® (VPAR), enhancing their engagement with the local real estate community.

Jason’s past as a restaurant general manager sharpened his attention to detail, a skill he finds invaluable in real estate. “We want our clients to know that when they work with us, they’ll see the full picture of what life in their new home could be,” he explains. This thorough, client-focused approach has built a foundation





There's going to be growing pains and sacrifices, but finding that right balance is truly what will set you up for success in the future."

of trust and loyalty, with clients appreciating the dual perspectives that Jason and Amy bring to the table.

Despite their professional partnership, Jason and Amy intentionally maintain boundaries between work and home. "It's crucial to keep work and home life separate," Amy emphasizes, explaining how they manage work discussions around their personal lives. Their balance shows in how they approach their business: They work in separate office spaces, ensuring they leverage their strengths while staying connected when needed.

As parents, Jason and Amy are navigating a new chapter with their only child, Bria, who graduated from Menchville High School last year. They

cherished watching her tennis matches and now take pride in her academic journey at James Madison University, where she studies international affairs. Family time remains a priority, and the couple enjoys traveling together, with memorable trips to destinations like New York and the Caribbean. Cruise vacations hold a special place in their hearts, a favorite shared experience for Jason and Bria.

Their love for mid-century modern homes and decor is evident in their personal and professional lives. Jason, an avid picker, has sourced most of the pieces in their office from estate sales and antique stores. This passion for design complements their real estate work, adding a distinctive touch to their business.

Amy, who enjoys fun shopping trips, loves occasionally splurging on designer items, like her Christian Louboutin red soles, adding a chic flair to their professional image.

Jason and Amy's approach to real estate goes beyond transactions. "Real estate is more than just a sale; it's a life change for many clients," Amy shares. This belief is evident in their annual client appreciation events, such as wine tastings at a local wine bar, which foster deeper connections with their clients.

Reflecting on their journey, Amy underscores the importance of balance and trust: "There's going to be growing pains and sacrifices, but finding that right balance is truly what will set you up for success in the future," she comments. This philosophy, paired with their unwavering trust in each other, continues to drive their shared success in their marriage and their flourishing real estate business.

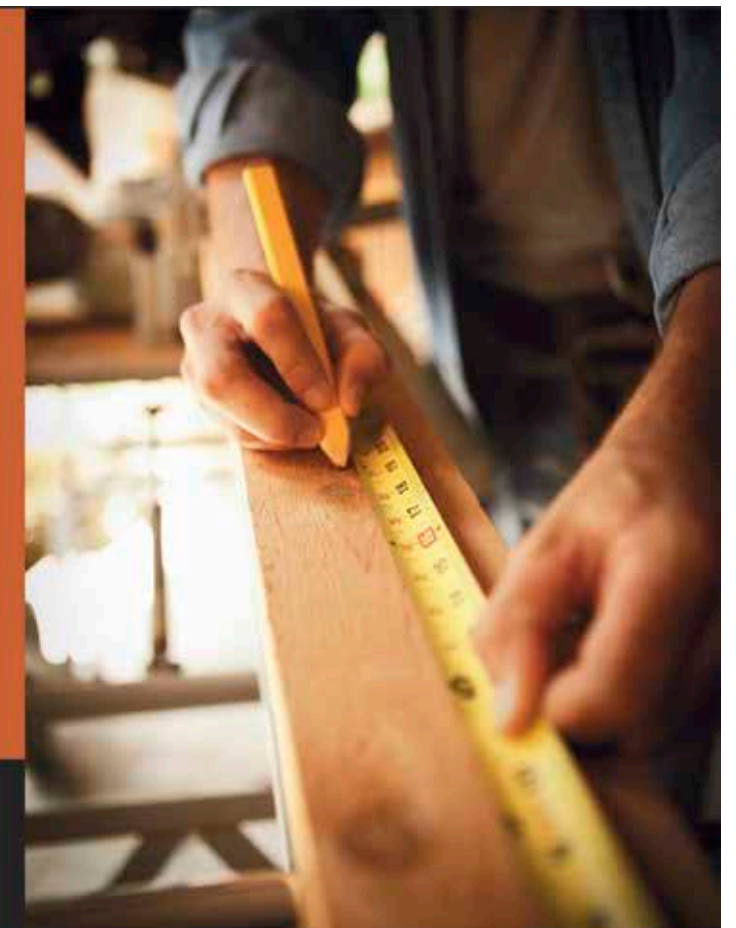
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Summer Quillin

FIVE STAR NOTARY

STORY BY
MADDIE PODISH
PHOTOS BY
SUSAN FOWLER,
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Summer Quillin never imagined she would leave her decade-long career as a detective with the San Diego Police Department to become a business owner. However, life had other plans. After her husband, a military service member, received orders to relocate from California to Virginia, Summer found herself in a whirlwind of change. The move required her family to temporarily live in a cramped three-bedroom condo with two families—a chaotic and stressful situation. But amid the upheaval, one experience stood out: the professionalism and care of a mobile notary during the sale of their home. “The notary made everything seamless and focused on my needs, not his,” Summer recalls. That moment planted a seed for what would later become her own business, Five Star Notary.

After settling in Virginia, Summer faced the challenge of re-entering the workforce. Returning to law enforcement would mean starting over with the academy—an unfeasible option with three young children, including a 3-month-old baby. At the same time, finding childcare and a job that offered flexibility seemed nearly impossible. Determined to create a career that allowed her to balance work and family, Summer obtained her notary commission and pursued additional certifications to become a loan signing agent.

Five Star Notary was born out of Summer’s desire to provide convenience, professionalism, and compassion to clients during significant



life moments. Her law enforcement background uniquely prepared her for this role. “In law enforcement, we show up at the worst times in people’s lives,” she explains. “People don’t call 911 to share good news. I took that same attitude—serving people during stressful moments—and applied it to my notary business.”

What sets Five Star Notary apart is Summer’s deep commitment to

her clients. Whether notarizing real estate documents, Power of Attorney paperwork, or affidavits, she ensures that each client feels supported. She is well-versed in contracts and prioritizes helping clients understand the documents they’re signing. “I know what they are,” she says. “I’m educated about them, but most importantly, I respect your time and want to make the process as smooth as possible.”



“
When my kids wake up
in the morning, I’m there.
When they go to bed,
I’m there. That’s what
success looks like for me.”

Her dedication to service extends beyond just showing up. She tailors her approach to each client’s needs, often making adjustments to accommodate personal circumstances. One recent experience exemplifies her commitment: Summer was scheduled to meet a woman for a closing, but the woman, 39 weeks pregnant, was hesitant about the notary fee. The next morning, Summer followed up, only to learn the woman had just given birth. Understanding the situation, she arranged to visit the new mother’s home a day later, ensuring she had the time and space to finalize her documents without stress. “We took breaks, made sure she was comfortable, and worked around her infant and toddler’s needs,” Summer shares. “It’s about making the process work for the client, not just checking a box.”

Summer’s reach extends across Virginia, covering areas from Richmond to Virginia Beach and Chesapeake. She works when people need her, often outside traditional business hours, ensuring accessibility for busy professionals, families, and individuals navigating major life transitions. Her efforts have not gone unnoticed—Five Star Notary boasts outstanding reviews, with clients consistently praising her professionalism, reliability, and dedication. One Google review reads, “Summer with Five Star Notary has helped me multiple times, even over the weekend. She is



family time. “When my kids wake up in the morning, I’m there,” she notes. “When they go to bed, I’m there. That’s what success looks like for me.”

Through Five Star Notary, Summer has built more than just a business—she’s created a service that meets people where they are, both physically and emotionally. Whether helping a mother fresh from the hospital, a family finalizing a home purchase, or a business professional needing urgent documents notarized, she approaches each interaction with care and understanding. “When life is chaotic, I want to be the one who helps make things easier,” she expresses. And with her combination of expertise, empathy, and dedication, she does exactly that.



timely, courteous, and incredibly professional. As a small business owner myself, I truly appreciate her commitment to excellence.”

For Summer, success isn’t just about growing a business—it’s about being

present for her family. “One of the main reasons I started this was to be a stay-at-home mom while still serving others,” she states. Unlike her previous career, which required her to be on call at all hours, her current work allows her to set her own schedule and prioritize



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Building Bridges, Building Homes

Strengthening the Real Estate-Builder Partnership for Housing

BY COLBY RAYMOND, 2025 CVBIA PRESIDENT



In the dynamic landscape of the Hampton Roads real estate market, one constant remains: the need for strong partnerships. At the Coastal Virginia Building Industry Association (CVBIA), fostering a robust relationship with the real estate agent community is crucial for our industry's success and, more importantly, for the well-being of our community.

The CVBIA is committed to bridging this gap. We recognize that open communication, mutual respect, and shared knowledge are the cornerstones of a successful partnership. We aim to:

- Facilitate educational opportunities
- Enhance communication channels
- Promote transparency and trust

Addressing the Affordability Challenge

One of our community's most pressing issues is the lack of affordable and obtainable housing. The CVBIA recognizes this challenge and is committed to working alongside our real estate partners to find solutions. We believe we can create more opportunities for individuals and families to achieve their dream of homeownership by:

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We are eager to connect with you, share our vision, and explore opportunities for collaboration. Please visit our website to learn more about the CVBIA and our initiatives.

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- ✓ Completely free plan designed to offer peace of mind and a seamless claims experience—keeping us in mind for your next home purchase.
- ✓ Listing coverage can be used for home warranty-related PICRA items—share them with us for guidance on coverage.



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FAQs

WELCOME TO REAL PRODUCERS!

Here, we answer the most popular questions regarding our program. Our door is always open to discuss anything regarding this community—this publication is 100% designed to be your voice.

WHO RECEIVES THIS MAGAZINE?

The top 300 agents on the Peninsula in Hampton Roads, VA. The Peninsula extends from the Chesapeake Bay Bridge-Tunnel in Hampton to the greater Williamsburg area and everything in between. We pulled the MLS numbers (by volume) from January 1 through

December 31 of the previous year in the Peninsula and Williamsburg area. The list cuts off at #300 to determine distribution and resets at the end of each year.

WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

Anyone on the Top 300 list can nominate other real estate agents, businesses, brokers, owners, or themselves. Office leaders can also nominate folks. We consider everyone in the Top 300 who comes to our attention because we don't know everyone's story, and we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with

one of our team members, support Real Producers, and attend our private events to increase your chances.

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

The feature costs nothing, so nominate away. We are not a pay-to-play model. We share real stories of Real Producers based on achievement and nominations.

WHO ARE THE PREFERRED PARTNERS?

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 quarterly

events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all companies that approach us. One or many of you have recommended every preferred partner you see in this publication. We aim to create a powerhouse network for the REALTORS®, agents, and the best affiliates so we can grow stronger together.

HOW CAN I RECOMMEND A PREFERRED PARTNER?

Please let us know if you want to recommend a local business that works with top real estate agents. Send an email or text to joni@realproducersmag.com or call 757-348-7809.



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Dear Featured Agents,

Congratulations on being featured in Real Producers magazine! What an incredible opportunity to highlight your success, share your unique story, and inspire confidence in your clients. Now, we're offering you an exclusive way to extend the impact of your feature with a custom four- or eight-page promotional printout designed for you to hand out to your clients and prospects.

Why invest in this promotional printout?

• Professional Presentation:

These printouts are high-quality, professionally designed, and tailored to highlight your feature with striking visuals and engaging storytelling—perfect for open houses, client meetings, or as part of your marketing kit.

• Build Trust:

Share your success with potential clients in a tangible way. Your expertise featured in a respected national magazine will reinforce your credibility and leadership in the real estate market.

• Customized for You:

We'll customize the layout to reflect your branding and personality for a powerful marketing tool that connects your story with your business.

• Expand Your Reach:

With this printout, you have the opportunity to leave a lasting impression with every client you meet, reinforcing your brand long after the conversation ends.

• Low Lift, Big Impact:

We like to call this a “no brainer” opportunity, because it’s as easy as they come! Let our team take the marketing burden off your plate and allow you to focus on selling.

For pricing and custom options, please connect with your publication team . We look forward to helping you showcase your success!

Options Available:

Four-Page Promo:

Perfect for a concise, impactful version of your feature story.

Eight-Page Promo:

Ideal for those who want to dive deeper into your story, successes, and client testimonials.

Promo Products:

- Bulk Shipping
- Direct Mail – Envelope & Letter
- Direct Mail – Fold & Tab

Act now to take advantage of this exclusive offer and elevate your brand even further! Imagine handing out a sleek, professional printout of your story at your next client meeting. It's the perfect way to stand out.



TERESA RUTHERFORD

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“ Teresa and her team are FANTASTIC! Not only do we work with them professionally, but I wouldn't use anyone else for my personal mortgage. It's so important to have a knowledgeable, experienced lender to help guide you through the financing of the largest purchase most of us will ever make.

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CANDICE SPARKS

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“ I appreciated Candice and her team being patient with me as I learned this new process as a first-time homebuyer. I also appreciated her always answering all my questions, even if she answered them before. Homebuying can be stressful, but Candice and team being kind and understanding went a long way!

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