

RICHMOND

APRIL 2025

# REAL PRODUCERS<sup>®</sup>

Kyle  
Taylor

NAVIGATING  
CHALLENGES,  
DELIVERING  
EXCELLENCE

Rising Star  
SAM PLOTT

Agent Spotlight  
CHRIS HASKINS



**PARTNER SPOTLIGHT**  
BLAZER HEATING, AIR, & PLUMBING

CONNECTING. ELEVATING. INSPIRING.



# KENSINGTON VANGUARD

NATIONAL LAND SERVICES  
FORMERLY GRS TITLE SERVICES, LLC

ONE OF THE LARGEST INDEPENDENT  
FULL-SERVICE TITLE AGENCIES IN THE COUNTRY

Commercial & Residential Title Insurance • Real Property & Cooperative Lien Searches  
Settlement Services • Escrow Services • Recording Services • 1031 Exchange Services

**Michelle Rogers**

Executive Vice President  
Co-Head DC Metro Division  
(804) 486-9469  
mrogers@kvnational.com

**Elizabeth G. Steele, Esq.**

VP - Business Development  
(804) 486-9465  
lsteele@kvnational.com

**Lisa B. Isbell**

Commercial/Residential Underwriter  
Escrow Officer  
(804) 486-2774  
lisbell@kvnational.com

901 East Byrd Street, Suite 1510 • Richmond



Kensington Vanguard National Land Services | [kvnational.com](http://kvnational.com)

## Clutter causes STRESS.

### The Junkluggers will take away both!



Clear your space *and* your mind with eco-friendly junk removal.

### Big or small, we'll lug it all!

- ✓ Exceptional service and on-time arrival
- ✓ Residential and commercial service
- ✓ Same-day and next-day appointments
- ✓ Receipts for any items we can donate



Through a shared mission of keeping reusable items out of landfills, **Remix Market RVA** allows us to rehome items that cannot be donated or recycled. **Ask us about it today!**



**Andy Taylor, Owner**  
804-585-2210 • [andy.taylor@junkluggers.com](mailto:andy.taylor@junkluggers.com)

**[JunkluggersofCentralVA.com](http://JunkluggersofCentralVA.com)**



**Stephanie Gordon, Remix Market RVA Manager**  
804-299-3814

**Tues - Fri: 10AM - 6PM**  
**Saturday: 9AM - 3PM**

625 N. Washington Hwy.  
Ashland, VA 23005





# Contents

Kyle  
Taylor

28  
COVER STORY



Blazer Heating, Air, & Plumbing



## IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 Coaching Corner: The Most Overlooked Key to Real Estate Success
- 14 Partner Spotlight: Blazer Heating, Air, & Plumbing
- 20 Agent Spotlight: Chris Haskins
- 24 Rising Star: Sam Plott
- 28 Cover Story: Kyle Taylor
- 35 Top 100 Standings

Cover photo courtesy of Philip Andrews.



TO VIEW OUR MAGAZINE ONLINE, VISIT  
RICHMONDREALPRODUCERS.COM OR  
SCAN THIS QR CODE.



**EVAN RUTHERFORD**  
Mortgage Loan Originator  
NMLS # 1513339  
M: (757) 773-3826  
ERutherford@ArborHL.com  
ArborHL.com/contact/erutherford

“Evan was an absolute pleasure to work with. Being my first home purchase, he took extra time to answer and explain in depth every single question I had. He was extremely responsive and fought to get me the best rate on the market! 10/10 trustworthy and hardworking.”

- Coleman L.



**JUSTIN FRIEDRICHS**  
Mortgage Loan Originator  
NMLS # 1073887  
M: (804) 339-7532  
JFriedrichs@ArborHL.com  
ArborHL.com/contact/JFriedrichs

“Justin and his team were fantastic from start to finish! We felt supported through the whole process and would recommend them to anyone. Thank you for making our first time home buying experience so easy!”

- Robert A.



**ARBOR**  
HOME LOANS

National Resources.  
*Locally Savvy.*

Get more personalized loans and better options,  
all from a dedicated team who really knows  
your local real estate market.

**Arbor Home Loans | Richmond**  
308 Granite Avenue • Richmond, VA 23226

Licensed by the Department of Financial Protection and Innovation under California Residential Mortgage Lending Act, Branch License # 4131248; CalCon Mutual Mortgage LLC, dba Arbor Home Loans is an Equal Housing Lending NMLS #46375; Corporate phone (888) 488-3807. 3838 Camino del Rio N Suite 305, San Diego, CA 92180. For more licensing information visit: <https://arborhl.com/licensinginformation/>. All products are not available in all states. All options are not available on all programs. All programs are subject to borrower and property qualifications. This is an Advertisement.



## PROFILES



20 Chris Haskins



24 Sam Plott

If you are interested in nominating people for certain stories, please email us at: [Wendy@RealProducersKBTeam.com](mailto:Wendy@RealProducersKBTeam.com).



# Preferred Partners

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!

**ATTORNEY**

**Hairfield Morton PLC Attorneys**  
(804) 320-6600  
HMALaw.com

**CARPET & UPHOLSTERY  
CLEANING**

**Citrus Solutions**  
(804) 415-4161  
CitruSolution2.com

**CLEANING SERVICE**

**Cavalier Moving**  
(804) 381-1829  
CavalierMoving.com

**CLOSING ATTORNEY**

**Dankos, Gordon & Tucker, P.C.**  
(804) 262-8000  
DankosGordon.com

**CLOSING GIFTS**

**Strategic Gifting**  
(313) 971-8312  
StrategicGifting.com

**ELECTRICIAN/ELECTRICAL  
CONTRACTOR**

**SS Electrical Solutions**  
(804) 836-7914  
SSElectricalRVA.com

**GRANITE & MARBLE**

**Classic Granite & Marble**  
(804) 378-1100  
ClassicGranite.com

**HOME & OFFICE ORGANIZING**

**Tidyish**  
(804) 223-2663  
TidyishRVA.com

**HOME INSPECTION**

**Advanced Home Inspection**  
(804) 349-3220  
AdvancedHomeInspect.com

**Worsham Home Inspections**

(804) 350-2164  
WorshamInspections.com

**HOME WARRANTY**

**Achosa Home Warranty**  
(757) 634-8998  
Tina-Maddie@AchosaHW.com

**HVAC**

**Blazer Heating, Air, & Plumbing**  
(804) 277-2458  
BlazerService.com

**INDOOR AIR QUALITY**

**MoldX, Inc.**  
(804) 377-6653  
MoldXInc.com

**INSURANCE AGENCY**

**Torcia Agency —  
Goosehead Insurance**  
(757) 785-0448  
Goosehead.com/kevintorcia

**INTERIOR DESIGNER**

**AKDesigns, LLC**  
(804) 241-0383  
AK-Interior-Designs.com

**JUNK REMOVAL**

**The Junkluggers, LLC**  
(804) 585-2210  
Junkluggers.com/Central-VA

**MORTGAGE**

**Arbor Home Loans**  
(757) 773-3826  
ArborHL.com/contact/  
ERutherford

**First Heritage Mortgage**

**Joe Dunn**  
(804) 543-2261  
FHMtg.com/officers/Joe-Dunn/

**MOVING / STORAGE**

**Cavalier Moving**  
(804) 381-1829  
CavalierMoving.com

**PAINTING**

**First Chapin Painting**  
(804) 381-3116  
marvinyana27@hotmail.com

**PHOTOGRAPHY &  
VIDEOGRAPHY**

**Richmond Homes Photography**  
(703) 269-8112  
RichmondHomesPhotography.  
com

**River City Media**

(804) 389-9884  
RiverCity.Media

**PROPERTY MANAGEMENT**

**Byrd Property**  
(804) 999-6190  
ByrdPM.com

**PMI Presidential**

(804) 613-3633  
PMIPresidential.com

**REAL ESTATE PHOTOGRAPHY  
/ VIDEOGRAPHY**

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

**REPURPOSED FURNITURE  
& FINE HOME DECOR**

**The Junkluggers, LLC**  
(804) 585-2210  
Junkluggers.com/Central-VA

**STAGING**

**Designed 2 Sell**  
(804) 640-4828  
DesignedToSellRVA.com

**Dila Design**

(804) 840-1563  
DilaDesign.com

**TERMITE & PEST CONTROL**

**Absolute Pest Solutions, LLC**  
(540) 548-1366  
ASbsolutePestSolutions.com

**PestNow of Central Virginia**

(804) 589-1009  
PestNow.com

**TITLE COMPANY**

**Atlantic Settlement Services Inc.**  
**Lori Kistner**  
(804) 541-6677  
ACSettlement.com

**Kensington Vanguard**

**National Land Services**  
(804) 486-9469  
MRogers@grs-title.com

**TRAINING & BUSINESS  
DEVELOPMENT**

**The Freedom Companies**  
(804) 937-0773  
TheFreedomCompanies.com

**VIDEO SERVICES**

**HD Bros**  
(540) 840-1388  
HDBros.com

**WINDOW CLEANING**

**See Through Window Cleaning**  
(804) 464-7270  
SeeThroughWindowCleaning.net



Let our team provide solutions for all of your real estate needs!

From residential and commercial transactions to real estate litigation, we offer comprehensive assistance to buyers, sellers, borrowers, and tenants with any legal issue.

- Real estate closings
- Drafting contracts
- Settlement disputes
- Equity loans and private financing
- Construction loans
- Partition suits
- Commercial and residential real estate litigation

Contact us today to discuss your real estate law needs.  
**Vicki S. Horst • 804-320-6600 • HMALaw.com • *Hablamos Español***





# Meet The Team



Kristin Brindley  
Publisher



Stephanie Brown  
Associate Publisher



Wendy Ross  
Operations Manager



Lexy Broussard  
Client Relations



Philip Andrews  
Photographer

MEET THE REST OF  
THE KB TEAM!



## Follow Us Online!



Richmond Real Producers  
@realproducersrichmond



Richmond Real Producers  
@realproducersrichmond



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.

## FULL-SERVICE PROPERTY MANAGEMENT We Do More Than Collect Rent

- ✓ Tenant Screening
- ✓ Property Marketing
- ✓ Rent Collection
- ✓ Property Maintenance
- ✓ Accounting and Financial Reporting
- ✓ Evictions
- ✓ Property Inspections
- ✓ Legal Compliance
- ✓ Home Watch



Monty Greene -  
Owner/Operator

Schedule Your Consultation!

804.613.3633

PMIPresidential.com

### Your Clients Stay Your Clients

We will never try to sell real estate to or for your clients. We will contact you immediately if your client wants to buy or sell property. To extend our appreciation to you, we offer a rental property referral program with competitive referral fees! Contact our office with any questions or for more information about our referral program rates.

WDI Inspection & Report *PLUS*  
1 Year Warranty On All Inspections **ONLY \$39**

As spring approaches  
the ants, termites &  
more... Come marching  
one by one!

ANTS • BEES • CENTIPEDES • MICE • CRICKETS • MILLIPEDES  
SPIDERS • FLEAS • RATS • BED BUGS • ROACHES • STINK BUGS • TERMITES

# PestNow®

Call to schedule today!

## 804.589.1009

info@pestnow.com • PestNowCVA.com

**Did You Know?** Our owner is a board member and regional manager of the VPMA (Virginia Pest Management Association)

Estimates for Commercial Properties: commercial@pestnow.com



# Hello April, the Season of Possibility!

As spring blooms around us, April brings a sense of energy and endless possibilities. It's a time to celebrate the beauty of growth, explore new ideas, and continue the work that fuels our community's success.

This season, we're excited to bring the community together for a delicious and cultural experience at our **Deal or No Deal** on **May 6th!** This special event will highlight diverse flavors, celebrate culinary heritage, and offer a fantastic opportunity to connect and enjoy amazing food. Stay tuned for more details—we can't wait to share this experience with you!

We're also excited to welcome **Arbor Home Loans** as our newest **preferred partner!** Their dedication to excellence and industry expertise make them a fantastic addition to



**RIVER CITY**  
MEDIA

Delivering superior, market-ready results for the quality-conscious entrepreneur.

RESIDENTIAL

COMMERCIAL

BRANDING

**Philip Andrews**  
✉ philip@rivercity.media  
☎ 804-977-1126  
🌐 RiverCity.Media

Scan to book!

our community, and we look forward to many successful collaborations ahead.

As we move through April, let's reflect on this thought: *"The beautiful spring came, and when Nature resumes her loveliness, the human soul is apt to revive also."*

Wishing you a season of renewal, inspiration, and new beginnings!

**Kristin Brindley**  
Owner/Publisher  
Richmond Real Producers  
313-971-8312  
Kristin@kristinbrindley.com  
www.richmondrealproducers.com

RICHMOND  
REAL PRODUCERS  
powered by TEAM

**DEAL OR NO DEAL**

May 6, 2025 | 11 AM - 2 PM | Location TBD

For all information on all Richmond Real Producers events, email [info@richmondrealproducers.com](mailto:info@richmondrealproducers.com)

Our mascot may not be a bunny,  
BUT WE'LL DELIVER THE GOODS.

FREE  
A/C SYSTEM  
TUNE-UP  
(\$129 value)

FREE  
WHOLE-HOME  
PLUMBING  
INSPECTION  
(\$129 value)

Call **BLAZER**  
for year-round comfort!

804.277.2458  
blazerservice.com

Licensed & Insured Technicians  
Emergency Services Available 24/7  
NATE Certified HVAC Company

**BLAZER**  
HEATING, AIR  
AND PLUMBING

Heating - Ac - Plumbing - Air Quality - Water Heaters

10 • April 2025

Richmond Real Producers • 11



# The Most OVERLOOKED KEY TO Real Estate SUCCESS

BY DREW DEMAREE

As real estate professionals, we dedicate ourselves to ongoing training, refining our skills, and learning the most effective ways to attract and retain clients. The two dominant strategies we hear about repeatedly are **prospecting** and **marketing**—daily and weekly efforts designed to find new customers and position ourselves as industry leaders. Over time, these two words become so ingrained in our routines that they almost feel automatic.

Yet, there is one crucial element that many of us overlook, something hiding in plain sight: **FOLLOW-UP**.

## The Untapped Goldmine in Your Business

If you take a moment to evaluate your email inbox, social media messages, text conversations, and CRM database, you'll likely find an abundance of leads—people who have reached out with an intent to take action. These are not cold prospects but individuals who have already engaged with you in some way. So why do so many of us fail to follow up?

Consider these eye-opening statistics:

- **48% of salespeople NEVER follow up on a lead they receive.**
- **Only 10% of salespeople follow up more than three times.**
- **80% of sales are made between the fifth and twelfth contact!**

These numbers highlight a painful truth: we work hard to generate leads, overcome the fear of rejection, and invest in marketing, only to let valuable opportunities slip away due to lack of follow-up.

## Why Follow-Up Should Be Your #1 Priority

Many agents spend countless hours prospecting and significant amounts of money on marketing to generate fresh leads. However, failing to nurture the leads you already have is equivalent to pouring water into a bucket with holes. You may keep refilling it, but the potential is constantly leaking away.

By prioritizing follow-up, you maximize the value of every lead, strengthen relationships, and create a more predictable and profitable business.

Here's why it's essential:

1. **People Need Reminders** – Life gets busy, and people forget. Your follow-up brings their needs back to the forefront.
2. **Trust is Built Over Time** – Consistent communication fosters familiarity and trust, making it easier for potential clients to choose you when they're ready.
3. **Your Competition is Likely Neglecting It** – Given the statistics, a strong follow-up system sets you apart from most agents who drop the ball.
4. **It Costs Less to Convert Existing Leads** – It's far more cost-effective to nurture existing leads than to constantly chase new ones.

## The Art of Effective Follow-Up

To implement an effective follow-up strategy, consider the following approach:

- **Respond Quickly** – Aim to follow up within five minutes of receiving a new inquiry. Speed matters!
- **Create a Follow-Up Schedule** – Plan multiple touchpoints across different platforms (call, text, email, social media).
- **Use a CRM System** – Automate reminders and track your follow-up efforts to ensure consistency.
- **Provide Value** – Instead of just checking in, share market updates, home valuation reports, or helpful resources.
- **Be Persistent** – Since most sales happen after the fifth touch, commit to a long-term follow-up plan.

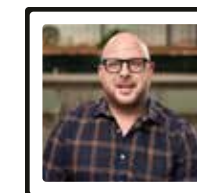
## Your Next Step: Make Follow-Up a Non-Negotiable

If you want to see immediate results in your business, start by auditing your current follow-up practices. Identify past leads you've neglected and make

a plan to reconnect. Implement a system that ensures no opportunity is left behind.

Prospecting and marketing are vital, but the real fortune in real estate lies in the **follow-up**. Master it, and you'll unlock the full potential of every lead you've worked so hard to generate.

**Need help creating a follow-up system that works? Hire us at The Freedom Companies to support you through real estate coaching. We'll help you develop a strategy to stay top of mind and close more deals!**



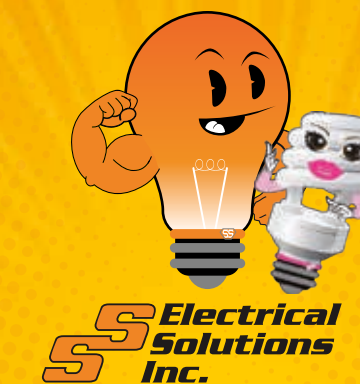
## Your Neighborhood Electrician is Raising the Standard for Electrical Services



**AGENTS:**  
Send us your inspection report!  
We will send an electrical estimate!

"As a Real Estate agent, it's super important to have contractors that are willing and able to come out and look at things before a deal closes. Shawn and his team had the most professional service and prompt scheduling."  
– Camille Robinson

**Over 1000 5-Star Reviews!**



Residential • Commercial  
Home Builders  
Property Management  
Generator

**Contact us today!**

**804-836-7914**

**SSElectricalRVA.com**



Voted **THE BEST** by  
Richmond Times-Dispatch  
**5 Years in a Row!**



Breaking ground



# BLAZER

## HEATING, AIR, & PLUMBING

### Bringing Comfort Home

BY AMELIA ROSEWOOD

For 35 years, Bobby Broyles and the team at Blazer Heating, Air, & Plumbing have been delivering comfort to the homes of Richmond, Virginia. Nestled on one of the city’s busiest corners—Lee Davis and PoleGreen Road in Mechanicsville—Blazer has transformed from a humble family-run business into a growing company deeply rooted in its community.

Blazer Heating, Air, & Plumbing operates with fewer than 30 employees and exclusively focuses on residential services. By steering clear of large commercial and new construction projects, the company has carved out

a niche built on quality, education, and personalized care. “We treat every home like it’s our own,” Bobby emphasizes, capturing the ethos that drives their success.

#### A Legacy Built on Family and Growth

Founded by Bobby’s father in 1989, Blazer embodies the values of a close-knit family business. While his father remains a silent owner, his presence is still felt in the company’s values and culture. Bobby, who now spearheads marketing and community relations, acknowledges the significant contributions of longtime staff members,

particularly the general manager, Jason Verlander, who has been a cornerstone of the company for over two decades.

Over the past few years, Blazer has experienced exponential growth, nearly tripling its workforce from 10 to 30 employees. This growth has been fueled by a commitment to customer education, an innovative approach to service, and an unwavering dedication to community involvement.

#### A Showroom That Stands Out

One of the company’s most unique assets is its state-of-the-art facility, designed to provide customers with an



Grand opening

immersive experience. Located on a high-traffic corner with approximately 11,000 cars passing by daily, the facility includes a showroom that Bobby describes as “almost like a car dealership but for HVAC and plumbing systems.” Here, customers can view and learn about various products—from water heaters to indoor air quality solutions. While direct purchases aren’t made on-site, the hands-on experience empowers homeowners to make informed decisions.

This showroom exemplifies Blazer’s philosophy: educate first. By using tools like photos, videos, and in-person demonstrations, the team ensures customers fully understand their options. Bobby’s “Pendulum Theory” encapsulates this approach, focusing on asking questions to guide customers toward the best solution for their needs rather than pushing sales.

#### Investing in Community and Connections

Blazer’s commitment to the Richmond community goes beyond providing exceptional service. The company actively participates in various local initiatives, including Habitat for Humanity, where they donate equipment and labor for emergency repairs. Their contributions—valued at over \$12,500 annually—focus on

aiding families living below 60% of the poverty line.

This dedication to giving back has earned Blazer numerous accolades, including the 2023 Hanover County Spirit of Volunteerism and Community Commitment Award and a nomination for the Governor’s Volunteerism and Community Service Award. Most recently, Blazer was honored with the Mark Weiss Award, recognizing it as Hanover County’s Business of the Year for 2024.

Bobby’s background in sports marketing and media has also played a pivotal role in fostering Blazer’s community engagement. Drawing on his experience, he has successfully expanded the company’s outreach, from supporting high school athletic booster clubs to serving on local boards. Blazer’s presence at events, coupled with its memorable bear mascot, has solidified its reputation as a trusted and approachable community partner.

#### A Model for Success

Blazer Heating, Air, & Plumbing thrives on consistency and care, setting it apart in an industry where many competitors stretch themselves across multiple sectors. By specializing



Grand opening



grand opening





“  
We treat every  
home like it’s  
our own.”



exclusively in residential work, Blazer ensures its technicians possess a deep understanding of homeowners’ needs. This focus is reflected in their commitment to sending the same technicians to repeat customers, fostering trust and familiarity.

The company’s reputation for excellence is further bolstered by its Google reviews, which feature

detailed testimonials highlighting the team’s dedication to education and superior service. From routine maintenance to system replacements, Blazer’s approach is built on transparency and empowering homeowners with knowledge.

**Expansion and Innovation**  
Blazer’s ambitions don’t stop at HVAC. In the past year, the company has



expanded into plumbing services, and plans are underway to establish an electrical division within the next two years. The long-term vision is to become a one-stop shop for all home services, offering heating, cooling, plumbing, and electrical solutions under one roof.

Geographically, Blazer is eyeing expansion into eastern counties, where new housing developments are booming. Bobby sees an opportunity to connect with these homeowners early, establishing Blazer as a trusted service provider long before major repairs or replacements are needed.

Blazer Heating, Air, & Plumbing exemplifies what it means to grow with purpose. The company has embraced innovation while staying true to its family roots and community values. From its state-of-the-art facility to its unwavering focus on customer education and community involvement, Blazer is not just a service provider—it’s a pillar of the Richmond community.



**CONTACT US!**

For homeowners looking for a partner who values education, trust, and quality, Blazer is the name to call. Reach out to them at (804) 277-8972 or visit their website at [BlazerService.com](http://BlazerService.com) to learn more about their services and community initiatives. Whether it’s heating, cooling, or plumbing, Blazer is committed to “bringing comfort home.”



# Serving Richmond & ALL surrounding areas



From the mountains to the ocean, we have inspections to fit your needs.

WorshamInspections.com | 434-394-9559



Scan to Book

## WHY TOP AGENTS INVEST IN REAL ESTATE COACHING...



- ✓ **Higher Income:** Agents who invest in coaching earn 46% more on average than those who don't. (Source: Inman)
- ✓ **Faster Growth:** 90% of agents who hire a coach report increased productivity within the first year. (Source: NAR)
- ✓ **More Closings:** Agents who follow a structured coaching plan close 3X more deals than those without guidance. (Source: RISMedia)

scan to schedule a FREE discovery call



**FREEDOM**  
BUSINESS COACHING, TRAINING, AND EVENTS  
thefreedomcompanies.com  
direct @ 804-937-0773



Transforming spaces into irresistible homes that sell faster and for top dollar, with exceptional service and style.

Call us for your next staging! (804) 840-1563 | contact@diladesign.com | www.diladesign.com



REAL PRODUCERS SPECIAL



FREE FLOOR PLAN  
\*LIMIT ONE PER CUSTOMER

● HDR PHOTOS ● VIDEOGRAPHY ● MATTERPORT ● FLOOR PLANS & MORE  
**FREE DRONE PHOTOS WITH EVERY LISTING**

www.lighthousevisuals.com 804-373-7147



# CHRIS HASKINS

## Committed to Making a Difference

BY GEORGE PAUL THOMAS • PHOTOS BY PHILIP ANDREWS



Chris Haskins never planned on becoming a REALTOR®. His journey into real estate started off with his interest in real property, purchasing his first home in 2001 at the age of 21. It was not a matter of careful career mapping or a lifelong dream finally realized. Instead, it was a path forged by unexpected challenges, a determination to provide for his family, and a commitment to making a meaningful impact. From the buzzing chairs of a barbershop to the high-stakes world of property investments, Chris's story is one of resilience, adaptability, and the desire to serve others.

### Roots in Community and Connection

Born and raised in Petersburg, Virginia, Chris grew up surrounded by a deep sense of community. His Christian upbringing taught him the importance of treating people with kindness and integrity—values that would later become the foundation of his real estate career. Long before he ever closed a deal, he spent two decades in barbershops, not just perfecting the craft of cutting hair but mastering the art of listening, connecting, earning trust, and learning business.

“Being a barber was more than just a job; it was a way to serve people. You hear about their lives, their struggles, and their victories. That kind of connection doesn’t just disappear—it shapes you,” Chris reflects.

But the barbershop wasn’t his only venture. He was also a real estate investor, purchasing his first rental property at 21 years old, with many more to follow over the years. He was fascinated by the potential of flipping homes and creating wealth through property, which allowed him to start his own barbershop in 2008. He renovated a historical building and established an upscale shop, Razor Sharp, with 11 barber chairs. Chris worked directly with various realtors and learned best practices. He had long considered whether becoming a licensed real estate agent was the right decision. Then, in 2020, everything changed.

### A Life-Altering Moment

In February of that year, Chris's world was turned upside down. Within the span of a single month, 2 out of three of his children were diagnosed with lifelong autoimmune deficiency diseases. Also, the COVID-19 pandemic shut down his barbershop. As the sole provider for a family of five, he was faced with a reality that demanded action.

“I couldn’t just sit there. My family needed me to step up, and real estate became the way I could do that.”

With his back against the wall, Chris wanted to dive into real estate full-time. He knew several realtors but did not know many who were the sole providers for their families. What had once been

a side interest became a necessity and soon turned into a passion. He quickly realized that his ability to connect with people honed over the years in the barbershop, was ideally suited for helping clients navigate the buying and selling process.

Chris's transition from investor to real estate agent gave him a competitive edge. Unlike many agents, he wasn’t just looking at properties from only a sales perspective—he understood homes as investments. Whether working with first-time buyers or seasoned investors, he brought an analytical mindset to every transaction. Chris has been recognized as a true industry leader, earning the honors of “Rookie of the Year,” Diamond Awards, and ICON awards as a testament to his dedication, expertise, and results.

“I don’t just list homes; I evaluate them as if they were my own investments. I’ve even put my own money into deals before to help clients get across the finish line. That’s just how I do business.”

His approach quickly set him apart. Despite a lower-than-expected transaction volume in 2023, his success in home flipping added to his financial stability. His ability to see real estate from multiple angles earned him the prestigious ICON Award that year as well.

### The Heart Behind the Hustle

Beyond the deals and accolades, Chris's heart remains with his family. Married for 23 years, he and his wife share a love for travel—a passion that aligns perfectly with her career as a travel agent. Together, they explore new destinations, often opting for all-inclusive resorts or international getaways. These moments away from work remind him why he pushes so hard: time with family is priceless.

As a devoted father, Chris ensures his children see firsthand the values of perseverance, discipline, and faith. His unwavering commitment to family serves as a guiding principle in both his personal and professional life.







Chris Haskins' story isn't one of overnight success but of perseverance, character, and the relentless pursuit of excellence. From cutting hair to closing deals, he remains, above all else, a "good dude" striving to make a difference—one home at a time.

**"DON'T COMPARE YOURSELF TO OTHERS. SET YOUR GOALS, BUILD STRONG HABITS, AND STAY THE COURSE."**



Faith also plays a central role. As one of Jehovah's Witnesses, Chris dedicates at least 10 hours a week to volunteer work. He finds fulfillment in giving back, whether through acts of service or simply being present for those in need.

"It's not just about business. Real estate gives me the flexibility to focus on what truly matters—my faith, my family, and giving back. My work is important, but it's what I do outside of it that defines who I am."

Chris believes true fulfillment comes from balance—ensuring career success never comes at the expense of personal priorities. His ability to seamlessly integrate faith, family, and business is a testament to his character and unwavering sense of purpose.

#### Vision for the Road Ahead

Looking ahead, Chris has clear goals. He wants to gain more control over his time—not to retire, but to build a life centered on investing, mentoring, and living on his own terms.

"Real estate isn't just about making money. Success is a blessing, and I measure it by how many people I genuinely help along the way."

For aspiring agents, he offers one key piece of advice: "Don't compare yourself to others. Set your goals, build strong habits, and stay the course."



# BYRD

PROPERTY MANAGEMENT

Full-Service Property Management • Locally Owned & Operated  
Hands-On, Responsive Customer Service • No Hidden Fees



**Morgan Porter**  
Property Manager



**Gary Hylton**  
Property Manager

(804) 999-6190  
info@ByrdPM.com  
ByrdPM.com



## Agent Referral Program

**Receive \$500** when you refer an **OWNER** to Byrd PM  
+ we will refer them back to you if they decide to sell!



Learn More!



Kevin Torcia, Owner/Commercial Sales  
Kevin.Torcia@goosehead.com



Kelly Mangan, Vice-President  
757-994-8288  
Kelly.Mangan@goosehead.com



David Martz, Senior Account Executive  
757-974-0399  
David.Martz@goosehead.com



Jaisar Bruneau, Account Executive  
757-568-5654  
Jaisar.Bruneau@goosehead.com  
Spanish speaking



Jordan Troche, Account Executive  
757-678-8933  
Jordan.Troche@goosehead.com

### TEAM TORCIA

9 Licensed Insurance Professionals Going Above and Beyond for You and Your Clients.





**TEAM TORCIA**  
757-785-0448 | TeamTorcia@goosehead.com



Brook Williams, Senior Account Executive,  
Personal Lines/Commercial  
757-644-0404  
Brook.Williams@goosehead.com



Domonique Hill, Account Executive  
757-578-1375  
Domonique.Hill@goosehead.com



Nathan Lavelly, Account Executive  
757-381-7622  
nathan.Lavelly@goosehead.com



Justina Revell, Account Executive  
757-653-5238  
Justina.Revell@goosehead.com

## All-Natural Cleaning for Upholstery, Rugs, and Carpets

Environmentally friendly, child-safe and pet-safe





"I can't say enough about CitrusSolution!!  
My carpets look brand new!!  
Thank you all sooo much!!!"  
- Cindy F., Google Review

**Call for your FREE estimate!**  
804-415-4161 • CitrusSolution2.com





# SAM PLOTT

A Life Of Service, A Career Of Impact

BY GEORGE  
PAUL THOMAS  
PHOTOS BY  
PHILIP ANDREWS



Sam Plott, a proud Marine Corps veteran, alongside his wife, whose unwavering support has been a cornerstone of his journey—from military service to a thriving career in real estate.



Sam Plott’s journey into real estate is a testament to integrity, dedication, and service. As a REALTOR® under Berkshire Hathaway HomeServices, PenFed Realty, Sam brings a unique perspective to the industry. A husband, father, Marine Corps veteran, and community servant, he epitomizes what it means to lead with purpose. Guided by the principles of servant leadership, he prioritizes his clients’ needs, ensuring they feel informed, supported, and valued throughout their real estate journey.

**A Path Forged by Service**  
Born and raised in the close-knit town of Crozet, Virginia, nestled in the Blue Ridge foothills, Sam Plott grew up surrounded by scenic beauty and community values. In 1985, he moved to Richmond, a city that would later become the backdrop to his thriving real estate career.

Education has been a cornerstone of Sam’s life, shaping his

disciplined and forward-thinking approach. He earned a Bachelor of Science in Liberal Arts and later, in 2016, completed a Graduate Certificate in Leadership in Human Resource Management from the University of Virginia. These academic achievements reflect his commitment to lifelong learning—a value instilled during his 20 years of service in the Marine Corps.

“My military career taught me resilience, discipline, and the importance of serving others,” Sam shares. “These qualities are the foundation of how I approach my work in real estate.”

Sam’s military background not only gave him invaluable skills but also a deep-rooted sense of purpose. After retiring in December 2020, he transitioned into real estate and set out to combine his leadership experience with a passion for helping others. Since beginning his real estate journey in February 2021,

Sam has earned numerous designations, accolades, and the trust of his clients.

“Real estate felt like the perfect opportunity to channel my drive into something entrepreneurial,” he says. “It was a leap of faith but one of the best decisions I’ve ever made.”

**A Commitment to Excellence**  
In just a few short years, Sam has established himself as a force in the Richmond real estate market. Operating as a solo agent, he achieved remarkable success in 2024, finishing as the #367 agent in CVR MLS out of seven thousand agents. This mark places him in the top five hundred for the past three years.

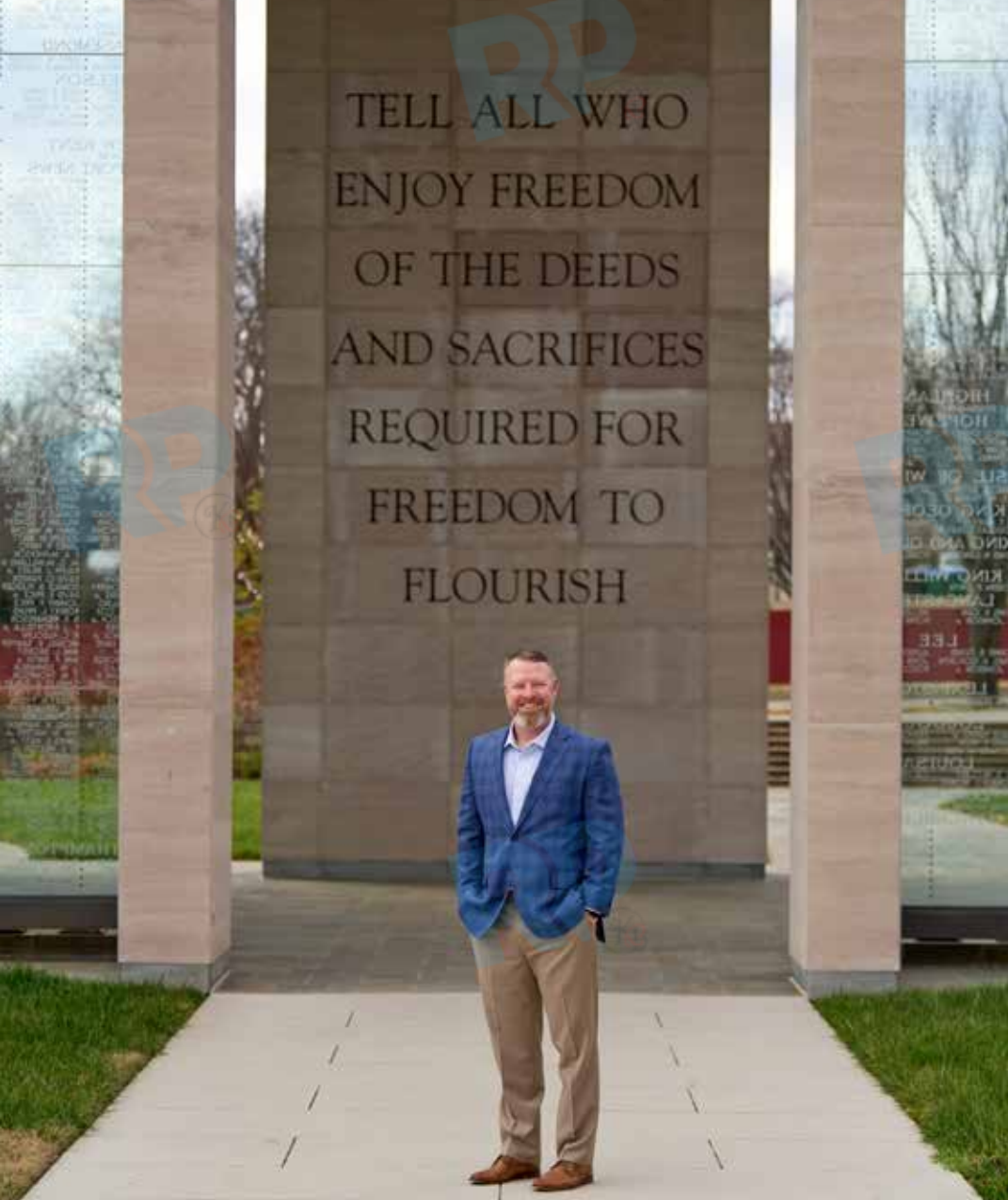
Sam’s approach to real estate is meticulous, informed, and client-focused. “Education is a priority for me,” he explains. “I’ve earned multiple designations to ensure I’m providing my clients with the best possible guidance.”

His certifications include the Graduate Realtor Institute (GRI), Military Relocation Professional (MRP), and Pricing Strategy Advisor (PSA), among others. In recognition of his excellence, Sam has received Circle of Excellence honors for four consecutive years and is a Berkshire Hathaway Luxury Collection Specialist.

“Staying prepared and up-to-date is how I ensure my clients feel confident in their decisions,” he says. “I aim to create a seamless experience where every choice is backed by knowledge.”

**Beyond Real Estate**  
For Sam, life is about balance. Married for 17 years, he and his wife share two children: Jackson,





15, and Brynley, 13. Together, they lead an active lifestyle, enjoying family vacations and making memories.

“My family is my anchor,” he says. “Everything I do is with them in mind, and I’m grateful for the support they give me.”

When not working, Sam has a surprising hobby: learning the piano. “It’s a way for me to challenge myself creatively,” he shares.

Beyond his personal interests, Sam is deeply involved in his community. He serves on the boards of the Swift Creek YMCA

and M3 Bridge Recovery, a nonprofit supporting Veterans in need of housing and assistance.

“Giving back is important to me,” he says. “It’s not just about helping clients; it’s about contributing to the community that supports me.”

#### Looking Ahead

As Sam looks to the future, his aspirations are clear. Professionally, he plans to pursue his Broker’s License in 2025 and expand his expertise in equestrian properties—a niche that combines his love for the outdoors with his passion for real estate.

“There’s something special about helping clients find their dream farm or list a property they’ve loved,” he says.

On a personal level, he hopes to provide his children with a college education, explore new travel destinations each year, and deepen his involvement in community initiatives.

Through it all, Sam remains committed to his guiding principles of integrity, loyalty, and service. “My focus is on building lasting relationships,” he says. “Real estate is more than transactions; it’s about making a positive impact in people’s lives.”

One of Sam’s favorite quotes, “The best preparation for tomorrow is doing your best today,” by Jackson Brown Jr., perfectly encapsulates his approach.

As someone who has navigated a successful transition into real estate, Sam offers this advice to those looking to rise in the industry: “Real estate is a journey; there’s always something new to learn from successes and challenges. Stay focused, stay curious, and most importantly, stay committed to your clients.”



## ABSOLUTE PEST SOLUTIONS LLC

**When you need a rest from the PESTS, call the best!**  
**866.429.7378**

Family-owned business with over 35 years of pest control and inspection experience.

**PESTS • TERMITES  
MOSQUITOES & MORE!**

**AbsolutePestSolutions.com**

**REALTORS!!**  
**TERMITE INSPECTIONS**  
**for only \$35!**

*Do you require a moisture inspection and report?*  
 We can do this for you, too, for an additional \$35!

**FREE! LISTING COVERAGE**

We understand that whether you’re buying or selling a home, having reliable coverage provides peace of mind throughout the transaction. That’s why we offer free listing coverage, ensuring sellers have protection while their home is on the market and giving buyers confidence in a smooth transition. Our goal is to make the process as stress-free as possible, no matter which side of the transaction you’re on.

**WHAT’S INCLUDED?**

- ✓ \$1,000 in coverage with a \$150 trade call fee (you pay the first \$150, and we cover the rest up to the limit).
- ✓ Heating and cooling repairs can use the full \$1,000, while all other categories have a \$500 cap for repairs/replacements.
- ✓ 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.

**Tina Carneal**  
 Senior Sales Executive  
 Diamond Elite Producer  
 C: 757-291-4398

**Maddie Podish**  
 Senior Sales Executive  
 Emerald Producer  
 C: 757-634-8998

tina-maddiesachosahw.com    www.achosahw.com

**Restoring Your Faith in Home Warranties**

## AK DESIGNS, LLC

**Dreaming of your favorite space?**

We integrate function and form with fabrics, upholstery, lighting, color, wallpaper, flooring, tile & more!

*Contact Alison today!*  
**804-241-0383**

✉ abkeller15@gmail.com  
 AK-Interior-Designs.com



# Kyle TAYLOR

Navigating Challenges,  
Delivering Excellence

BY AMELIA ROSEWOOD  
PHOTOS BY PHILIP ANDREWS



Every real estate transaction tells a story, and every handshake builds a connection. And building connections is where Kyle Taylor shines most. Known for his relentless drive, empathetic nature, and results-driven approach, Kyle operates with a focus on relationships over transactions. As a REALTOR® under River City Elite Properties, brokered by Real Broker, Kyle has carved out a reputation as a trusted advisor who balances ambition with authenticity. He's driven, goal-oriented, passionate, and empathetic. And those qualities make him a standout in the industry, turning houses into homes and dreams into reality.

#### Hometown Roots and Hustle

Born and raised in King William, Virginia, Kyle Taylor carries the values of a close-knit community wherever he goes. Growing up in a small town taught him the importance of integrity and hard work—principles that have become the cornerstone of his career. After earning a degree in Business from Longwood University, Kyle began building his professional foundation in business, sales, and customer service.

These early roles gave Kyle more than just experience—they provided him with a skill set that translated seamlessly into real estate. While

working in these fields, he discovered a passion for real estate investing. He became captivated by the process of buying and managing rental properties, which revealed not only the long-term potential of real estate but also its ability to transform lives.

Kyle officially began his real estate career in 2008, one of the most challenging years in housing market history. Despite the economic turmoil, he saw the opportunity to learn and grow in an industry known for its ups and downs. “Starting then was both a challenge and a blessing,” Kyle recalls. “It taught me resilience, discipline, and how to roll with the punches. Those early struggles are why I’m able to adapt and succeed today.”

Kyle’s journey into real estate began with a personal milestone: purchasing his first home. Experiencing the excitement, challenges, and rewards of the process firsthand made him realize how transformative a great real estate agent could be. That realization became the foundation of his business philosophy, which centers on guiding clients through their own significant life transitions.

“For me, it’s all about the client’s story,” Kyle says. “Real estate often coincides with big life changes—a new job, a







growing family, or retirement. Being there to guide people through those moments is the most rewarding part of what I do.”

Consistency is one of Kyle’s greatest strengths. While he humbly says he’s no more talented than anyone else, his determination to show up every day and do the work is what sets him apart. “I don’t let a bad day stop me

from delivering my best,” he explains. This dedication is reflected in the strong relationships he’s built and the trust he’s earned from his clients.

**A Proven Track Record**  
Kyle operates as a solo agent, and his achievements speak volumes about his capabilities. In 2023, he closed 41 transactions, achieving a total sales volume of \$13.2 million. Last year,

“  
Real estate often coincides with big life changes—a new job, a growing family, or retirement. Being there to guide people through those moments is the most rewarding part of what I do.”

he exceeded that milestone with \$17 million in total sales. This year, he is set to surpass that figure.

When reflecting on his success, Kyle is quick to credit his work ethic and unwavering focus on client satisfaction. This year holds particular significance for him, as it marks what he describes as his most special recognition yet. It’s clear that his combination of passion and perseverance has paved the way for continued success.

**The Man Behind the Business**  
While Kyle is passionate about his work, his family is the driving force behind everything he does. His wife, Christy, has been his greatest supporter, offering patience and understanding in a demanding industry. “She’s my rock. She allows me to work crazy hours and weekends, and I’m so grateful for that,” he says with heartfelt appreciation.

Their four-year-old daughter, Collins, is a constant source of inspiration and joy. Watching her grow, learn, and explore the world motivates Kyle to prioritize what truly matters. “She reminds me why I work so hard,” he shares.

Beyond real estate, Kyle is an avid traveler and baseball enthusiast who finds peace by the river. Recently, he and his family have spent weekends cheering for his niece, Taylor Johnson, a star pitcher for the JMU softball team.

Kyle’s entrepreneurial spirit extends beyond his real estate career. In 2008, he founded NABA Richmond, an amateur



baseball league that showcases some of the best talent in the region. To this day, he serves as the league’s commissioner. He is also deeply committed to community involvement, attending the Cattle Baron Ball each year to raise funds for the American Cancer Society.

**Looking Ahead**  
Kyle’s vision for the future is as ambitious as his current endeavors. He hopes to mentor aspiring real estate agents, helping them build their own successful careers. It’s part of his belief in paying it forward and leaving a lasting impact on the industry.

He draws inspiration from two quotes that shape his work ethic and approach to life: “Excuses make today easier but tomorrow harder. Discipline makes today hard but tomorrow easier.” And, “The harder I work, the luckier I get.” These words reflect his belief in the power of perseverance and preparation.

For those aiming to follow in his footsteps, Kyle offers this advice: real

estate is an input-output business. The more effort you put in, the more you’ll get out. He also stresses the importance of perspective, saying, “Problems will always arise, but most of the time, they tend to work themselves out. Once you understand that, it takes a lot of the stress and anxiety out of the business.”

Kyle Taylor’s story is one of grit, determination, and genuine care for the people he serves. From his small-town roots in King William to his thriving real estate career, he has built a legacy of hard work, resilience, and a commitment to excellence. Whether he’s closing deals, mentoring future agents, or spending time with his family, Kyle approaches every aspect of his life with integrity and heart.

For Kyle, real estate isn’t just a career—it’s a way to help others build their futures. As he continues to grow and evolve, his impact on the industry and his community is undeniable. One thing is certain: Kyle Taylor is just getting started.





# MORE TRUSTED TRADES

Recommended Trade Services for the Richmond Real Estate Market



**CLOSING GIFTS**  
**STRATEGIC GIFTING**  
(313) 971-8312  
StrategicGifting.com



**PAINTING**  
**FIRST CHAPIN PAINTING**  
(804) 381-3116



**WINDOW CLEANING**  
**SEE THROUGH WINDOW**  
**CLEANING**  
(804) 464-7270  
SeeThroughWindowCleaning.net

**Do you know a business that deserves a spot on this page?**

Contact the Kristin Brindley team at [Info@RichmondRealProducers.com](mailto:Info@RichmondRealProducers.com)



*Spring* Your Buyers Into a  
Confident Home Purchase!

Schedule a home inspection with the experienced and reliable team so your client knows they've found a great property!

**NOW OFFERING on ALL Inspections**  
a 90-Day Warranty + 5-Year Roof Warranty

- Full Inspection
- Radon Testing
- Thermal Imaging
- Sewer Scopes
- Lead Testing
- Instant Reporting
- Inspection Completed with a Team of Two
- Weekends & Evenings Available



**Advanced**  
Home Inspection

Brad Gamlin | Owner

**804.404.2668**

[AdvancedHomeInspect.com](http://AdvancedHomeInspect.com)  
[advanced804@yahoo.com](mailto:advanced804@yahoo.com)

## HD BROS

REAL ESTATE MARKETING  
MADE EASY

VIDEO PRODUCTION.  
REAL ESTATE MEDIA.

## IT'S TIME TO UPGRADE.

Are you ready to take your marketing to new heights? Unlock the potential of your brand with our creative, memorable, and high-quality content that leaves a lasting impression. Empower your brand identity and media strategy today! Connect with our team to discuss branding strategies and elevate your social media presence for exponential growth.

**SAVE \$100 ON LISTING CONTENT!**

Set up a call using the QR code to redeem credits.



# LUXURY EFFORT FOR EVERY LISTING



**RICHMOND HOMES**  
P H O T O G R A P H Y

Mathew Oswald  
Real Estate & Design Photographer  
(703) 269-8112



## TOP 100 STANDINGS

Individual Closed Data as reported to the MLS from Jan. 1 to Feb. 28, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of Mar 5, 2025, for residential sales from January 1, 2025, to February 28, 2025, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

### A DIFFERENT APPROACH TO REAL ESTATE CLOSINGS

Title & Settlement Services in Central Virginia with **CUSTOMER SERVICE** being the #1 priority!

★★★★★

"Atlantic Coast is one of the most well-put-together and professional title companies that I've ever worked with, and I've been in the real estate industry for over 17 years. They are always on top of things and their level of customer service is amazing!"  
- April Lane, Google Review



**Call today to give your client's a FIVE-STAR homebuying experience!**  
(804) 541-6677 • ACSettlement.com • 2405 Dovercourt Drive, Midlothian, VA 23113



# TOP 100 STANDINGS

Individual Closed Data as reported to the MLS from Jan. 1 to Feb. 28, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of Mar 5, 2025, for residential sales from January 1, 2025, to February 28, 2025, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

MOVE YOUR CLIENT'S HOME  
with our MOVING &  
CLEANING SERVICES



RICHMOND'S CLEAN-CUT MOVERS

CAVALIER  
MOVING

CavalierMoving.com  
(804) 404-8048



CAVALIER  
CLEAN TEAM

CavalierCleanRVA.com  
(804) 806-4494



36 • April 2025

Richmond Real Producers • 37



# TOP 100 STANDINGS

Individual Closed Data as reported to the MLS from Jan. 1 to Feb. 28, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of Mar 5, 2025, for residential sales from January 1, 2025, to February 28, 2025, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Know of a business that should connect with the top real estate agents in Richmond?

We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at [info@richmondrealproducers.com](mailto:info@richmondrealproducers.com).



SCAN ME

RICHMOND  
REAL PRODUCERS

## Dankos, Gordon & Tucker, P.C.

We're the attorneys you can rely on for all seasons of your life.

*From buying the first home, to starting a business, to planning an estate... We build client relationships that last a lifetime.*

Contact us and let's start a relationship.

804-262-8000  
[DankosGordon@DankosGordon.com](mailto:DankosGordon@DankosGordon.com)







The Fenway - Clay Street Builders -  
Richmond Homearama 2021



Superior Stone Solutions

Expert Craftsmanship

Precision Technology

Award-Winning Showroom

Largest Selection of Natural  
Stone & Quartz Products in VA

**Get a free estimate today!**

804-378-1100

ClassicGranite.com/RealProducers



**MOLD REMEDIATION**

**WATER DAMAGE**

**AIR DUCT CLEANING**

**INDOOR AIR QUALITY**

**Schedule a FREE inspection!**  
804-377-6653 | moldxinc.com

**FULL-SERVICE  
HOME ORGANIZING**

**EXPERTS IN:**

- DECLUTTERING TO LIST
- UNPACK & ORGANIZE
- QUICK TURNAROUND

TidyishRVA.com | 804-223-2663  
@Tidyish\_



"Designed 2 Sell is simply the best home stager in Richmond! They have staged hundreds of houses for my company over the past ten years, and they are always professional and on-trend. Their work elicits a response in buyers that leads to faster sales and for more money. I recommend Tammy and her team in the most emphatic way I know possible, with more business!"

Frank Cava, Cava Companies



**Tammy Wilkerson**  
Owner & President

**(804) 640-4828 | designed2sellrva@gmail.com**  
**www.designed2sellrva.com |** **@designed2sellrva** **@designed2sellrva**





# Spring Forward with Success!

We're here to help  
your clients leap into  
their perfect home with  
hassle-free mortgages.

Get in touch to learn how I can help you and your clients succeed!



## Joe Dunn

EVP, Southern Virginia Regional Sales Manager  
NMLS ID #160856

804.543.2261 | [jdunn@fhmtg.com](mailto:jdunn@fhmtg.com) | [JoeDunnLoans.com](http://JoeDunnLoans.com)



This is an advertisement and not a guarantee of lending. Terms and conditions apply. All approvals subject to underwriting guidelines.  
Prepared 02/12/2025. First Heritage Mortgage, LLC Company NMLS ID #86548 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org))