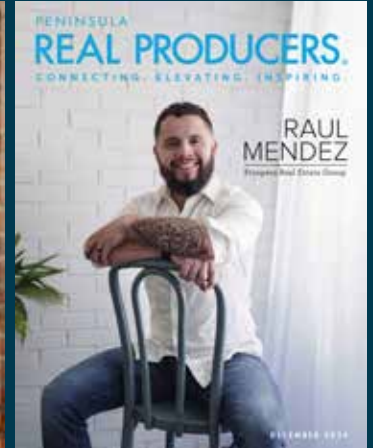
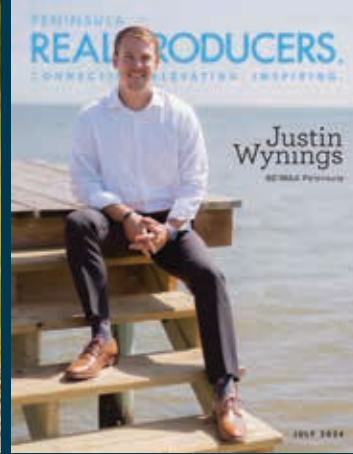
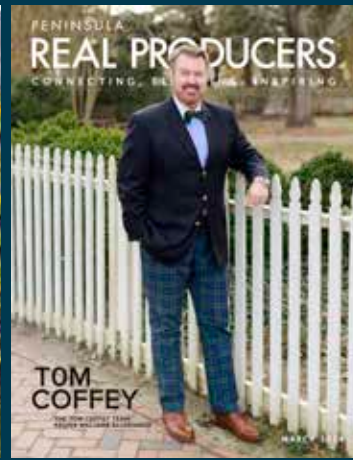
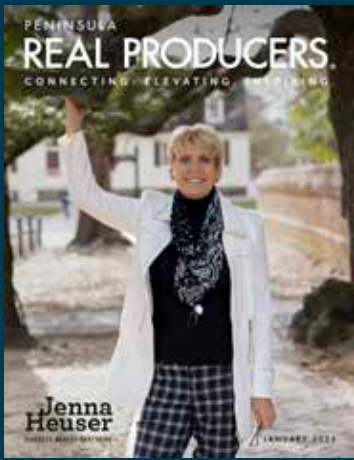


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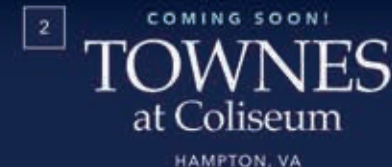
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FEATURED AGENT

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If you are interested in nominating people for certain stories, please email us at: joni@realproducersmag.com.

Danny Chavez

Envision VA Home | eXp Realty



Danny Chavez, REALTOR® with Envision VA Home powered by eXp Realty, is living proof that success in real estate comes from dedication, flexibility, and a passion for helping others. With two years in the business, Danny has already made waves in the Peninsula real estate market, proving that his background in public service has uniquely positioned him for this new chapter in his career.

Danny, originally from Los Angeles, CA, relocated to Hampton Roads at age 10 due to his mom's service in the Air Force. He quickly found ways to give back to his community, starting as a volunteer at the Poquoson Fire Department at just 15. By 2010, he became a firefighter medic, spending nine years at the Newport News Shipyard. "I've always enjoyed helping people," Danny says. "Real estate allows me to do that in a whole different aspect of life."

Danny's journey into real estate stemmed from conversations with his mentor, Mike Pattison, and his own wife, Nicole, a travel nurse. When Nicole's work during the COVID-19 pandemic welcomed financial opportunities, Danny sought a more flexible career. "Mike's story really opened my eyes to real estate possibilities," Danny reflects.

His relentless pursuit of knowledge and dedication to his clients set Danny up for success. He credits Mike and Mike's wife, who created a real estate university he attended five days a week for a month, to soak up as much knowledge as possible. "I was committed from day one," he explains, "and Mike

instilled in me the mindset of always going above and beyond for my clients.”

This dedication shines through in his approach. Whether showing multiple houses to ensure clients find the home they love or being flexible with schedules, Danny makes it clear that his clients come first. “I want to exceed expectations, not just meet them,” he declares. As

a veteran, he finds joy in serving his fellow service members, and his genuine nature makes him a REALTOR® who truly cares.

Even with his growing real estate business, Danny still works part-time as an ED tech at Sentara Regional, keeping his passion for helping others alive. “I love the job and just want to keep my feet wet in that world,” he notes.

Outside real estate, Danny’s life revolves around his family and coaching. He and Nicole have been married since 2018 and have two sons: Daniel, 12, and Maddox, 5. Coaching football at Toano Middle School and previously coaching rec ball for the Hornets is one of his favorite ways to give back. “I love seeing the kids grow, and their excitement before a game is priceless,”

“Danny Chavez is not only a dedicated real estate professional, but also a pillar of the community. As an Army veteran and ex-firefighter, he’s passionate about helping veterans and clients while also coaching football for Toano and being an amazing father and friend. His commitment to serving others is unwavering, and he truly goes the extra mile in every situation.”

— Mike Pattison, REALTOR®, Team Leader, Envision VA Home | eXp Realty



Danny remarks. He also coaches t-ball for Maddox and looks forward to him starting football next year. “If I can help just one kid gain confidence, I consider that a success,” he shares.

Danny enjoys playing corn hole in his downtime—a hobby he’s loved since 2008. He even has a dedicated wall of corn hole bags, and his first competitive game was at Beef O’Brady’s. He also spends time with his sons

kayaking and fishing, and the family frequently visits Wintergreen, where the boys snowboard and Nicole skis.

As Danny’s real estate career continues to soar, he reflects on the importance of time management. “Balancing family, work, and my business has been a learning experience, but putting everything in my calendar helps,” he mentions. He’s also not afraid to admit when he might

not be the right fit for a client, always focusing on authenticity. “I’m just myself,” Danny reveals, “and I’m excited to see where real estate takes me.”

Danny’s commitment to helping people remains at the core of everything he does, whether in the fire department, on the football field, or in real estate. Now in his second year, with a record year under his belt, Danny Chavez is eager to continue making an impact.

LISA HATCHER

LPT Realty Inc.



STORY BY DAN CLARK
PHOTOS BY MASON MURAWSKI PHOTOGRAPHY

Lisa Hatcher, a real estate agent with LPT Realty, isn't your typical REALTOR®. Her warm smile and friendly demeanor instantly put clients at ease, but her unique life experiences and genuine desire to connect with people truly set her apart. She's lived all over the globe and brings a world of experience to her real estate career.

Born in Switzerland and raised in South America, Lisa's childhood was a vibrant blend of cultures and languages. "I grew up speaking Spanish and English," she explains. "It was a wonderful experience that instilled in me a deep appreciation for

diversity and a passion for connecting with people from all walks of life and their individual journeys."

These qualities shine through in her approach to real estate. She firmly believes in building genuine relationships with her clients and taking the time to understand their unique needs and desires. "Real estate is about more than just transactions," Lisa emphasizes. "It's about helping people find their perfect place, their dream home, their sanctuary."

Lisa's path to real estate wasn't exactly a straight line. After graduating from Boston University in 1988, she worked as a tennis professional for several years, along the way marrying a fellow tennis pro, Greg. She then went on to assist Greg with his real estate career while also managing a contracting business, teaching high school Spanish, and raising their three children. Lisa became an agent after several years of working in this capacity and the children having grown up. It was quickly apparent that real estate was her true calling. "I was drawn to the spirited nature of the real estate world," Lisa shares. "Every day is different, every client is unique, and there's always a new challenge to tackle."

Lisa's approach to real estate goes beyond the traditional. Drawing inspiration from her diverse background and her love for her community, she offers clients a unique personal touch. Whether sharing fresh eggs from her backyard chickens (affectionately dubbed the "Hatcher Team Homestead") or baking homemade bread as a closing gift, Lisa's thoughtful gestures create lasting connections and leave a positive impression.

Her commitment to her family mirrors that dedication. She and Greg, now her marketing manager, will celebrate their 30th anniversary in 2025. In addition, their youngest daughter (Kassidy) has joined the family business in an all-around support capacity, working as a transaction coordinator, marketing assistant,



“

**Every day is different,
every client is unique,
and there's always a new
challenge to tackle.”**



and Chief Chicken Wrangler. Kassidy also has her license and is a full-time REALTOR® on the team. And while Lisa values working alongside her family members, she also cherishes quality time outside work with Greg and their children. They all love the beach, traveling, golf, and of course—tennis.

Looking back on her journey, Lisa is grateful for the experiences that have shaped her personally and professionally. She acknowledges the challenges she's faced and the

lessons she's learned, emphasizing the importance of mentorship and focus. "Having someone to guide you and provide perspective is invaluable," she remarks.

Despite her many accomplishments and successes, Lisa remains grounded and appreciative. "I'm grateful for the life I've built and the people who have supported me along the way," she says sincerely. "My clients, my colleagues, my family—they are the foundation of my success."

Lisa's story is a heartwarming reminder that success in real estate is not just about closing deals. It's about building relationships, embracing diversity, and finding joy in the journey. Her passion for people, commitment to service, and unique personal touch make her a true gem in the real estate community. As she continues to connect with clients and help them achieve their homeownership dreams, Lisa's legacy of warmth, authenticity, and genuine heart will undoubtedly grow.

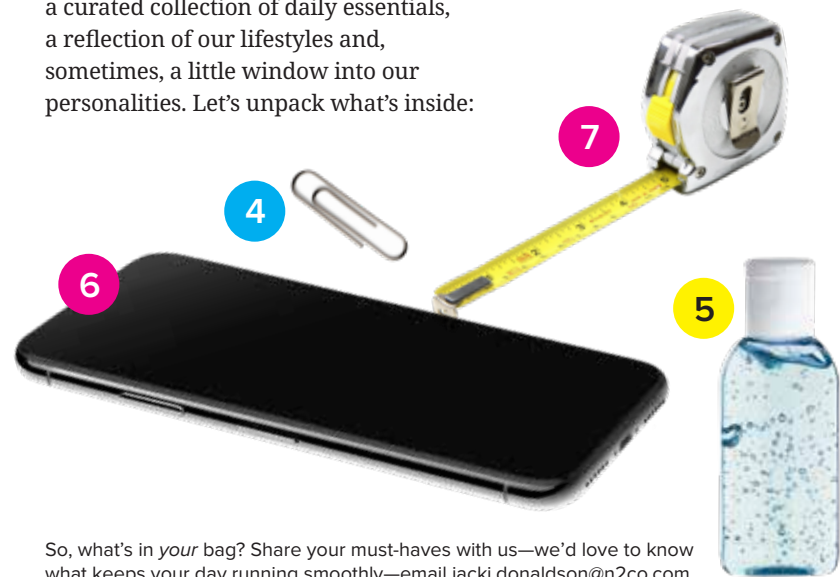




What's In Your Bag?

REALTOR® **Stacey Thompson's** on-the-go essentials

A bag is more than just an accessory—it's a curated collection of daily essentials, a reflection of our lifestyles and, sometimes, a little window into our personalities. Let's unpack what's inside:



So, what's in your bag? Share your must-haves with us—we'd love to know what keeps your day running smoothly—email jacki.donaldson@n2co.com.

1. Laptop: In the beginning, I didn't always carry my laptop, but because I never know when I'll need to draft a contract or access forms, I now keep it with me always.

2. Beef Jerky & Extra Water Bottle: Sometimes, a 30-minute showing becomes a multiple-hour commitment, and I need to ensure I have a snack or can give one to my clients.

3. Umbrella & Sunglasses: You can never count on the weather.

4. Paper Clip: I have had to "MacGyver" opening up a lockbox by resetting the Bluetooth this way.

5. Hand Sanitizer: For when the house tour includes sellers' friendly pets!

6. Phone: To make notes about upcoming tasks, information about homes we're touring, to take pictures for social media, to give FaceTime tours to out-of-state clients, to respond in seconds to text inquiries or phone calls.

7. Tape measure: Will our sofa fit?

Other Essentials:

- Mints
- Business Cards
- Lipstick & Hand Lotion
- Pen & Post-It Notes
- Band-Aids: Just in case

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TRUE NORTH TITLE

STORY BY JACKI DONALDSON
PHOTOS BY LEAH WALLACE, LEAH ARIEL PHOTOGRAPHY



When Lori Spinato, founder, owner, and CEO of True North Title, launched her independent title and escrow company more than a decade ago, she chose a name that held profound significance. True North symbolizes guiding clients in the right direction through every transaction. The compass logo embodies this mission, representing the team's unwavering dedication to navigating the complexities of real estate. Since 2007, Lori's vision has flourished, delivering a seamless, efficient experience to clients, real estate agents, and loan officers who appreciate caring and compassionate service.

Specializing in residential, commercial, and investment real estate settlement services across Virginia and North Carolina, the True North team handles the intricate, behind-the-scenes details with precision and care to ensure customers enjoy a smooth and professional closing-day experience. "Our goal is to leave every customer feeling confident, protected, and delighted with their decision to work with us—while empowering the agents and loan officers we work alongside with a trusted, efficient process that strengthens their client relationships," shares Owner and CCO Stephanie Shannon.

Stephanie calls the True North team of 16 the company's greatest strength and differentiator. "We're a tight-knit, positive, and hardworking group that genuinely supports one another and all the players in a real estate transaction," she says. "Add to that our expertise in leveraging

technology to streamline the closing process, and you have a unique combination that's hard to match."

Business Relationship Manager Samantha Snyder highlights that the team's mobility sets them apart. "We travel to locations convenient for agents and their clients," she notes. "We can also conduct closings electronically via a RON (Remote Online Notary) eClosing—a secured platform where our in-house closers are licensed eNotaries. Clients always receive a full closing experience, even if they can't be at the table in person." Business Relationship Manager Avelino Vicente, who brings a decade of military service and experience as a real estate agent, talks about True North Title's innovative tools. "We offer complimentary access to Title Toolbox, designed to help agents with client outreach, prospecting, and real-time market insights—resources they can use to grow their client base and close more deals," he explains.

This blend of innovation and flexibility gives True North Title's partners a competitive edge—and even attracts talent. Closing Agent and Business Development Manager Chris Chic shares that she joined the team after COVID-19 inspired a career change. "I was impressed with True North Title's business model and wanted to be part of the team," she says, commending the company's commitment to service excellence and ensuring clients feel at ease during the closing process.

Beyond professional excellence, the True North Title team values family and



Stephanie Shannon

community. Stephanie and her husband cherish time with their 16-year-old daughter, and Samantha's 2-year-old son keeps the family active, from golfing and baseball to baking bread with his mom. Avelino and his family enjoy outdoor adventures and community service, while Chris and her husband spend their free time at the beach or dining with friends.

Stephanie credits her faith as the cornerstone of her personal and professional growth, alongside the instrumental support of Lori Spinato. "I'm so thankful for my friend and business partner, Lori Spinato," she shares. "Over the past eight years, her influence has shaped my leadership and supported our team's growth and grit." Stephanie also asks

for prayers for Lori's 17-year-old son, Luke, who sustained severe neck and back injuries in a July 4th diving accident. "Their faith and resilience have been a testimony to so many," Stephanie mentions. "Please join us in praying for Luke's complete healing. I believe his story will continue to inspire and bring hope to countless others."

With a positive work culture, cutting-edge tools, and an unyielding commitment to doing what's right, True North Title remains a trusted partner for real estate professionals across Virginia and North Carolina. "We're here to make you shine in front of your clients," Stephanie says. "In an ever-evolving industry, we are ever-improving to show up as our best selves."

ADVICE FOR AGENTS

Stephanie: Focus on building your business with integrity and excellence. At True North, we've chosen to earn the trust of those we work with through exceptional service, which has allowed us to remain independent rather than relying on joint ventures or marketing agreements. We believe in cultivating relationships by consistently delivering value, supporting agents in their success, and staying above board in every business dealing. Your reputation is everything in this industry, so commit to doing the right thing, even when it's not the easiest path.

BEST PART OF THE JOB

Samantha Snyder: The people! I love the networking events our industry offers and catching up with everyone. But the closing table will probably be my favorite part of my work. I have a great time with our clients at the table. We get down to business but also have so much fun doing it. We end up leaving the closings as the best of friends.

WHAT AGENTS NEED TO KNOW

Chris Chic: We are here for them and their clients from the beginning to the end of the transaction. We maintain open lines of communication and ensure on-time, seamless closings.

MOST REWARDING WORK EVER

Avelino Vicente: Seeing veterans and service members achieve homeownership is incredibly rewarding; being part of such an essential step in their lives feels meaningful. I also love helping agents realize their potential by offering tools and insights that allow them to grow their businesses and better serve their clients.



Samantha Snyder



Chris Chic



Avelino Vicente

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The CVBIA represents a dynamic shift in how we support and empower the residential building industry in southeastern Virginia. Our mission remains steadfast: to advocate for our diverse members, builders, contractors, suppliers, and service providers, all working together to create quality homes and strengthen the region's economic engine.

We recognize the crucial role you, the Real Producers of Hampton Roads, play in this equation. Your dedication to showcasing new construction homes is vital to connecting buyers with their dream residences and keeping our industry thriving. On behalf of the CVBIA, I want to express our sincere appreciation for your ongoing support.

The CVBIA offers a wealth of resources to benefit your clients and further your success:

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- **Networking Opportunities:** Connect with top builders and construction professionals to provide your clients with expert recommendations.
- **Education and Training:** Gain valuable knowledge on new construction practices and features to better understand the homes you sell.

We invite you to explore our website at www.cvbial.com and discover the many ways the CVBIA can support you in your work. We are excited to embark on this new chapter with you, fostering collaboration and growth for the real estate and building industries in Hampton Roads. Please attend our events and learn why doing business with a member is vital to our housing community.

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FAQs

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

Q: WHO RECEIVES THIS MAGAZINE?

A: 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 pull the MLS numbers (by volume) from January 1 through December 31 of the previous year in the Peninsula and Williamsburg area. We cut the list off at #300, and the distribution is born. The list will be reset at the end of each year.

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

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners, or yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our

attention because we don't know everyone's story and need your help to learn more. A link to our nomination form is on our Facebook page (facebook.com/peninsularealproducers).

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

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away. We are not a pay-to-play model. We share real stories of Real Producers based on achievement and nominations.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is part of this community and will have an ad in every magazine issue, attend our 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 businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. In a sense, we won't even meet with a business you have not vetted and stamped for approval. We aim to create a powerhouse network for the REALTORS® and agents in the area, as well as the best affiliates, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: 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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