

BIRMINGHAM

MARCH 2025

REALTORS® PROFILES



**Broker
Spotlight:**
Kimberly
Benefield

**Agent
Feature:**
Angela
Stevens

**Partner
Spotlight:**
Cotten Home
Inspections

REALTOR® ON
THE RISE:
ADAM PARKER

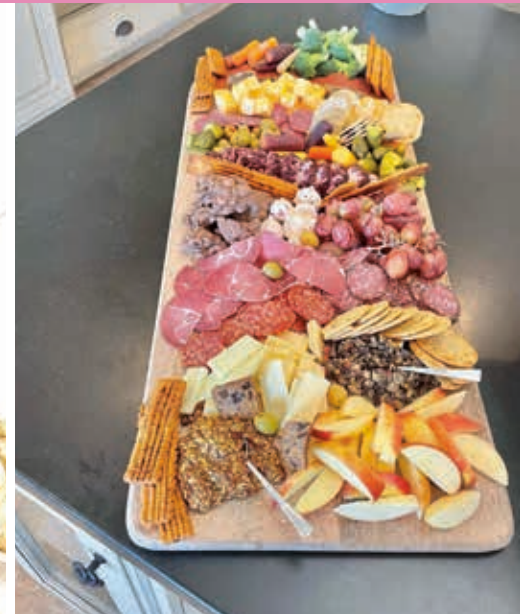
Terry Crutchfield & Courtney Turner with ARC Realty

MAKING DREAMS COME TRUE

PHOTO BY BRENDON PINOLA PHOTOGRAPHY



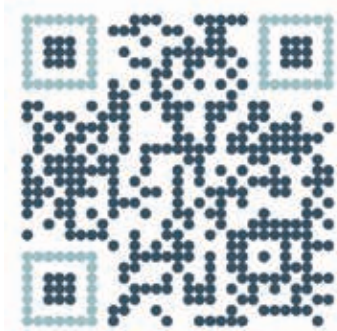
Set Your Event Apart With Catering From Rolls Bakery!



Our Memorable Treats Will Shine, Think of Us For Your...

Catered Lunches | Open Houses
Vendor Breakfasts | Client Appreciation | + More

LEADING THE FUTURE

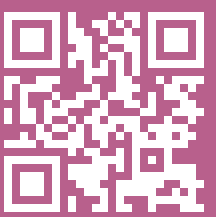


WWW.RELI.US

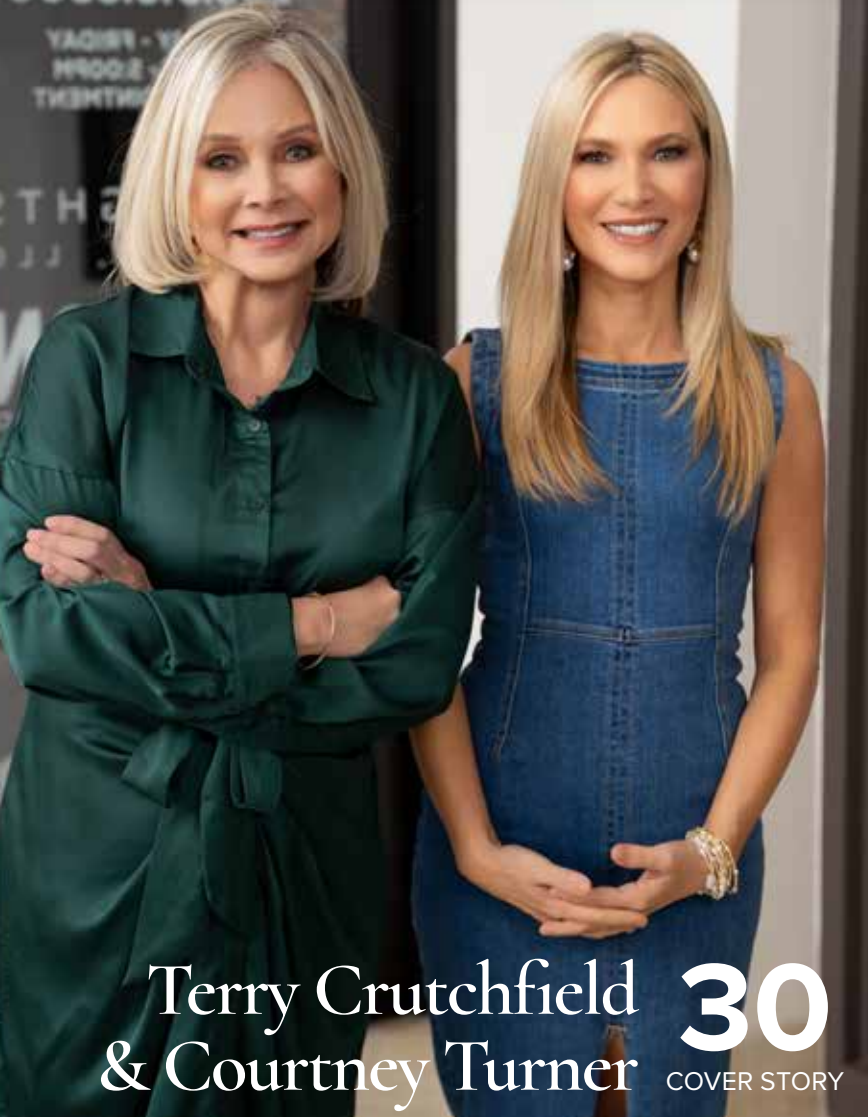
RollsBakery.com

205.490.1111 | 621 Montgomery HWY | Vestivita Hills
Sun/Mon - Closed | Tues-Friday 7-1PM | Saturday 8-1PM

Order Something Yummy for Your Next Showing, Scan Now!



Contents



PROFILES



14 Cotten Home Inspections



24 Kimberly Benefield



Adam Parker



IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 9 By the Numbers
- 10 Publisher's Note
- 12 Your 2025 RP Badges
- 14 Partner Spotlight: Cotten Home Inspections
- 18 REALTOR® on the Rise: Adam Parker
- 20 Agent Feature: Angela Stevens
- 24 Broker Spotlight: Kimberly Benefield
- 28 Event Recap: 2025 Real Estate Roundtable
- 30 Cover Story: Terry Crutchfield & Courtney Turner

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



We're Realtors Inspection ALLY

WE OFFER PAY AT CLOSE!

Pay Inspection Costs At Closing!



allypropertyinspections.com

205.607.0031

*Free items referenced in this ad are offered only with the purchase of a full home inspection. Pest Spray is offered only in areas serviced by Priority Pest and Termite. Re-Inspection is for 10 items only

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!

BAKERY/CATERING/ CLOSING GIFTS

Rolls Bakery
Katie Cornutt
(205) 490-1111
rollsbakery.com/

BANKING & MORTGAGE LENDING

**SouthPoint Bank The
Petrusson Mortgage Team**
Justin Petrusson
(205) 470-8000
mortgagesbyjustin.com

CLEANING - RESIDENTIAL

Southern Bio Clean
(205) 960-1423
southernbiollc.net/

HANDYMAN/HOME REPAIR

ACE Handyman Services
Steve Hartman
(205) 263-3961
AceHandymanServices.com

HEALTH MARKETS

Karen Morse Insurance Agency
Karen Morse
(256) 426-0368
healthmarkets.com/kmorse

HEATING & COOLING

Veterans Heating & Cooling
Brian Green
(205) 535-5533
veteranshvacal.com

HOME & PROPERTY INSPECTIONS

Ally Property Inspections
Meredith Jones
(205) 790-4291
allypropertyinspections.com

Cotten Home Inspections

Chris Cotten
(205) 213-1821
cottenhomeinspections.com

HOME STAGING/BUSINESS STAGING/INTERIORS

Tilia Staging and Interiors
(404) 314-6545

HVAC SERVICES

Nick's Heating and Cooling
(601) 917-2238
callnicksheatingandcooling.com/

INSURANCE: PROPERTY & CASUALTY

Alfa Insurance - The Vail Agency
Jacob Vail
(205) 837-5179
thevailagency.com/

Lambert Agency Insurance

Ashley Lambert
(205) 979-4331
lambertagency.com

LENDER

MortgageRight
(205) 335-4400
birmingham.mortgageright.com/
lincoln-smith/

MORTGAGE BROKER

AmeriCapital
Carissa Rickman
(205) 705-0881
carissarickman.com

MORTGAGE LENDERS

**Coast 2 Coast
Mortgage Lending**
Melanie Sanders
(865) 202-9082

PEST & TERMITE CONTROL

Priority Pest and Termite
Justin Russell
(205) 675-7147
prioritypestandtermite.com

PHOTOGRAPHY- REAL ESTATE

Brendon Pinola Photography
(205) 607-0031
brendonpinolaphotography.com

PORTRAITURE/PHOTOGRAPHY

David Graves Photography
David Graves
(205) 422-8610
davidgravesphotography.
mypixieset.com/

PROPERTY MANAGEMENT

**Real Property
Management Victory**
Mary & Bud Ussery
(205) 793-0700
victoryrpm.com

RESIDENTIAL MORTGAGE

**Laird Lending Team - Powered
By Canopy Mortgage**
(205) 807-1877
canopymortgage.com/lo/
matllaird

Stockton Mortgage

Craig Jemison
(205) 516-0751
Stockton.com

ROOFING PROFESSIONALS

NANOROOF
(205) 910-6128
nanoroofal.com

SECURITY & HOME DEFENSE TRAINING

Timberline Security Services
Amandalyn Barr
(205) 834-6983
timberlinesecuritysolutions.com

TITLE & CLOSING SERVICES

Reli Title & Closing
Hannah Lewis
(205) 970-2200
reli.us

VIDEO MARKETING

Reel Estate Vision
(205) 621-0940
reelestatevision.com

WINDOW TREATMENT: BLINDS/SHUTTERS/SHADES

**Bumble Bee Blinds
of Birmingham**
Jeff Sweatt
(205) 651-4889
bumblebeeb blinds.com/
birmingham-al

THE SECRET TO SHOW-READY HOMES

Cleaning with Compassion and Integrity

- * Move In/Move Out Clean
- * Home Staging
- * Post Construction/Remodeling Cleaning
- * Event & Holiday



CONTACT US FOR A FREE ESTIMATE

Kristy Murray - 205.960.1423 • Sherry Franklin - 205.388.2242

YOUR CLIENT COULD WIN A MORTGAGE-FREE YEAR!

When your clients close a loan with us this year, they're automatically entered into our Mortgage-Free Year Sweepstakes. Imagine the excitement when your client finds out they won an entire year of mortgage payments on us! Let's make dreams come true together.



Thomas Dickinson Branch Manager NMLS 40424 205.907.4721	Craig Jemison Branch Manager NMLS 40427 205.516.0751	Ron Gofourth Mortgage Loan Originator NMLS 1367598 205.504.6823
---	--	---



For official rules and to enter go to www.stockton.com/sweepstakes
Stockton Mortgage NMLS 8259 / 1 Riverchase Office Plaza, Suite 204, Hoover, AL 35244
Equal Housing Lender / nmlsconsumeraccess.org
For Industry Use Only

Your Partner in Property Management!



Scan to learn more
about our Realtor
Referral Program!



Bud & Mary Ussery
205.793.0700 • VictoryRPM.com
4625 Valleydale Rd, Birmingham



Relationship Focused • Professional & Trustworthy
30+ Years Experience • Exceptional Service

Meet The Team



Genny Williams
Owner/Publisher



Katherine Fondren
Editor & Ad Strategist



Adrian Lucas
Relationship & Event Manager



Elizabeth McCabe
Writer



Nick Ingrisani
Writer



Zach Cohen
Writer



Brendon Pinola
Photographer



David Graves
Photographer



Phillip J. Pritchard
Videographer



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.

2025
BY THE NUMBERS

HERE'S WHAT THE TOP AGENTS IN BIRMINGHAM SOLD IN 2024



\$4,013,500,875

SALE VOLUME



9,348
TOTAL TRANSACTIONS



\$14.2 M
AVERAGE SALES VOLUME PER AGENT



28.5
AVERAGE TRANSACTIONS PER AGENT

ACE HANDYMAN SERVICES
An ACE Hardware Company

Steve Hartman
Franchise Owner

Realtor Preferred

Ace Handyman Services has an experienced team of Handymen who can help with your punch list, whether you're buying, selling or renting a home.

SCHEDULE A HANDYMAN
205.263.3961
AceHandymanServices.com



©2024 Ace Handyman Services, Inc. All rights reserved. Locally owned and independently operated Franchise.



Melanie Sanders
Senior Mortgage Advisor
865-202-9082
msanders@coast2coastml.com
www.coast2coastml.com/melanie-sanders

NMLS#1134946





meet **Genny Williams**

New Publisher of Birmingham Real Producers



As a real estate coach, a trainer, and an agent since 1997, I have a passion for celebrating, supporting, and helping highly achieving real estate agents and brokers. At *Real Producers*, we are EXCITED to continue providing excellent content that promotes the top producing community while providing

exceptional resources and relationships through our preferred vendor partners. Looking forward to a magical year of connections as we work together to make our home services community even stronger.

Genny Williams
Owner/Publisher

The smarter way to shop...

- Health
- Medicare
- Life Insurance
- Supplemental
- Long-Term Care
- Retirement



Call today for your free quote!
(205) 201-4972



Karen Morse
Licensed Insurance Agent
(205) 201-4972
K Morse@healthmarkets.com@HealthMarkets.com
7001 Crestwood Blvd. Ste 610, Birmingham, AL 35210



HealthMarkets Insurance Agency, Inc. is licensed as an insurance agency nationwide except in MA. Not all agents are licensed to sell all products. Service and product availability varies by state. Sales agents may be compensated based on enrollment. No obligation to enroll.

©2024 HealthMarkets

50712-HM-0324



CURRENT
CHARCOAL GRILL

LINCOLN LIKES IT!

Experience: ★★★★★

Food: ★★★★★

Price: \$\$\$\$

All Real Producers should try it!

205.335.4400

LincolnsMortgage.com



Ask me about the Steamed BAO

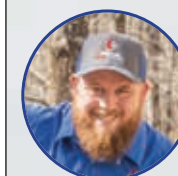
TRUSTED EXPERTISE FOR YOUR CLIENTS' COMFORT

Your Dependable HVAC Partner for Real Estate Success



INSTALLATION
REPAIR • AIR QUALITY

Satisfaction Guaranteed • 24/7 HVAC Service



Brian Green,
Owner

UNITED STATES
AIR FORCE VETERAN

(205) 535-5533

AL#21006

VETERANSHVACAL.COM

SCAN TO REQUEST A FREE QUOTE



YOUR BIRMINGHAM REAL PRODUCERS TOP 300 BADGE



Congratulations! You made it as part of this exclusive community of the top 1-2% real estate agents in Birmingham! For those of you who made it last year, welcome back. For those of you who are new to *Real Producers*, congratulations on all of your hard work—we're glad you're here!

As part of the top 300 agents in Birmingham, you now have your own badge to use however you'd like to show that you've made it a part of the *Real Producers* community.

Missing your badge? Email Meredith.Jones@realproducersmag.com.

We are excited to celebrate your success!

Our RP-vetted businesses have been carefully selected to be a part of this community and have their own badge as well! They have been recommended by your peers in the top 300 and are some of Birmingham's' most elite businesses. **Look for this badge to know that you are working with one of the best, recommended by the best!**



DAVID GRAVES PHOTOGRAPHY

"ALABAMA FAITH" Churches and Stained Glass now available on Amazon



SCAN ME

Makes a great house warming gift for clients and friends.

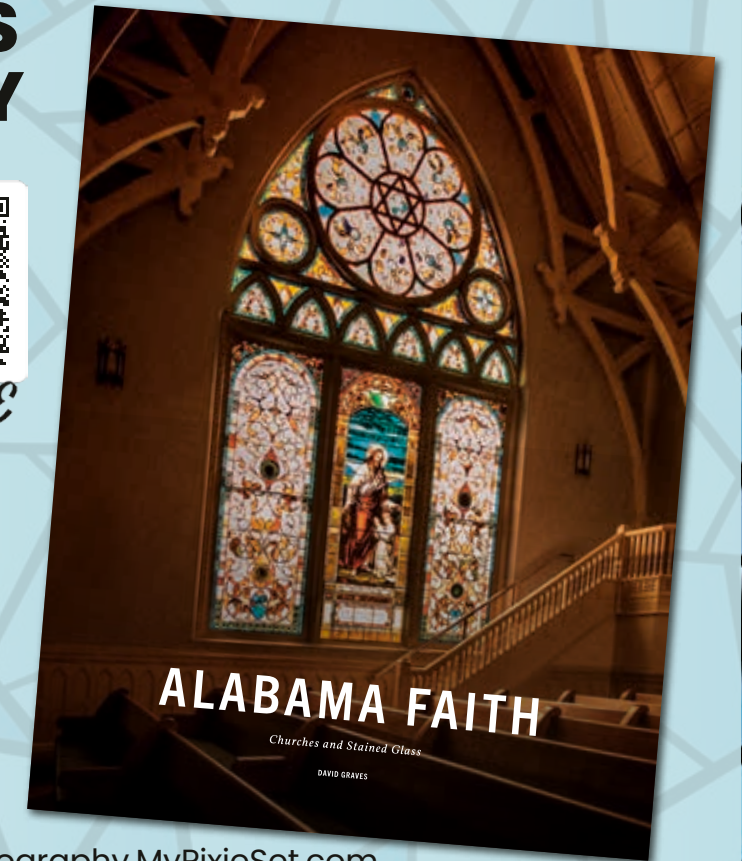
@DavidGraves_

For bulk orders email alabamafaithbook@gmail.com



David Graves

205.422.8610 | DavidGravesPhotography.MyPixieSet.com



Our Team Works For You.



The Vail Agency
(205) 980-9933
TheVailAgency.com

Mastering Safety: Defensive Pistol Training

Come train with us!



Defensive Pistol Classes for All Levels (Beginner, Intermediate, Advanced)
Private Pistol Classes
CE Training for Realtors
APOST Certified Classes for Law Enforcement



205.834.6893
TimberlineSecuritySolutions.com

NICK'S HEATING AND COOLING

KEEP YOUR CLIENTS COMFORTABLE. WE'LL HANDLE THE HVAC.

24/7 HOURS

205.583.6864
CallNicksHeatingandCooling.com



Integrity is Our First Priority.

Offer Your Clients Peace of Mind with Guaranteed Comfort from Our Locally Owned Family Operated Company!

COTTEN

Home Inspections

FROM CRIME SCENE INVESTIGATOR TO SUCCESSFUL HOME INSPECTOR

WRITTEN BY NICK INGRISANI • PHOTOS BY BRENDON PINOLA PHOTOGRAPHY



“As long as you do a good job and treat people right, you will get positive feedback.”

For over two decades, Chris Cotten dedicated his life to law enforcement, serving as a deputy sheriff and later as a crime scene investigator. His work required unparalleled attention to detail—examining crime scenes, documenting evidence, and noticing things most people would overlook. When he left that career behind, he had no idea where life would take him, but as it turns out, those skills would lay the foundation for his future career in home inspections.

Chris grew up in Alabama alongside his two brothers. After high school, he opted not to go to college and instead pursued a career in law enforcement. His time as a deputy sheriff was anything but ordinary. Over the years, he encountered high-pressure situations that tested his resilience and decision-making skills. However, after a particularly challenging life period, he felt that his career in law enforcement had run its course.

“It just got very stressful. God was telling me it was time for a change, and that’s what I did.”

In 2009, a television show focused on home inspections sparked Chris’s unexpected interest. While watching *Holmes on Homes*, Chris recognized familiar themes from his career as a crime scene investigator: analyzing details, identifying hidden issues, and being very meticulous. He spent the next two years researching the industry, and in 2011, he took a leap of faith, earning his home inspection license and launching Cotten Home Inspections.

The early days of his business were slow. In that first year, he completed just nine inspections. But from the very beginning, his approach was methodical and customer-focused. He knew that success in business, like in law enforcement, depended on building trust. Word of mouth became his most



powerful marketing tool. His first inspection came from a former deputy colleague, and over the next few years, referrals began to grow.

“My strategy in those early years was to do a good job, make real estate agents happy, make my clients happy, and just build out word-of-mouth referrals from there. I always take the time to fully understand each client’s needs because every situation is different.”

Now, Cotten Home Inspections covers the entire state of Alabama and completes around 1,400 inspections a year. What began as a one-man operation has expanded to include a dedicated team, including Chris’s daughter, who now manages the company’s day-to-day operations. He credits her as the true boss of the business, handling scheduling and keeping everything running smoothly. *“I could not run this company without her,”* he says.

“ **SUCCESS TO ME IS FREEDOM. IT DOESN'T HAVE ANYTHING TO DO WITH MONEY. MY MAIN GOAL IS TO BUILD THIS BUSINESS UP TO THE POINT WHERE IT RUNS WITHOUT ME.**”



Chris's background in crime scene investigations has given him a unique edge in home inspections. The principles are strikingly similar—being meticulous, taking thorough documentation, and understanding that no two situations are exactly alike. His company's inspection reports are completed on-site, setting him apart from competitors by offering immediate clarity and convenience for both clients and real estate agents.

“In crime scene investigation, you need to document everything and be very thorough and detailed about what you're doing. All the guys I've trained in home inspections have these skills too. If we find something concerning in a home, we take 3 photos: long-range, medium-range, and close-up. We take 600 photos for a typical home inspection.”

Beyond his business, Chris uses his martial arts and law enforcement training to teach self-defense and situational awareness. He holds a black belt in taekwondo and has experience with jiu-jitsu, aikido, and kickboxing. Recently, he and a friend have been working on opening a kickboxing school, furthering his passion for martial arts and teaching.

He also cherishes time spent with his family, especially his 10-month-old grandson. His ultimate goal isn't financial wealth but the freedom to spend time with loved ones, travel, and enjoy life. He envisions building his business to a point where it can run seamlessly without his daily involvement, allowing him to step back when needed. “Success to me is freedom. It doesn't have anything to do with money. My main goal is to build this business up to the point where it runs without me,” he says.

Chris's journey from law enforcement to home inspections is proof that the skills honed in one career can translate seamlessly into another. Through hard work, resilience, and a deep commitment to excellence, he has built a business that reflects his values.

brendon *bp* pinola photography

Turn Browsers into Buyers – Connect with Us.

205.907.4095 | BHamHomePhotos.com | BrendonPinolaPhotography.com

Strategic Partnerships, Seamless Transactions

THE REAL MOMS *Join Forces with The Real Moms*

AMERICAPITAL FUNDING CORP

CARISSA RICKMAN | NMLS 1591415
 Americapital Funding Corp
 Mortgage Loan Originator
 (205) 705-0881 | carissarickman.com
 Carissa@realmomsmortgage.com

LAMBERT AGENCY
THE PREFERRED CHOICE FOR HOME INSURANCE

YOUR CLIENTS DESERVE THE BEST SERVICE!

Local & Independent Agency | Client Focused | Competitive Rates

EST. 1995

SCAN FOR MORE INFORMATION!

LAMBERT AGENCY INSURANCE **205.871.9101**
 LambertAgency.com



“

I always go that extra mile. My goal isn't just to sell a house—it's to build a lifelong relationship.”

Adam Parker

Leann Hill
Photography

FROM RETAIL TO REAL ESTATE: A STORY OF PERSEVERANCE

WRITTEN BY NICK INGRISANI • PHOTOS BY LEANN HILL PHOTOGRAPHY

“I care about the relationships I have with the people I work with. In a home purchase, I want to see you happy with the purchase you're making. It's a big purchase, and once you sign the contract, it's yours. If it takes looking at 20 houses to look at to find the perfect house, we'll look at 20 houses.”

Adam Parker is more than just a REALTOR®—he's a passionate advocate for his clients, a dedicated professional, and a firm believer in the power of homeownership. As an agent with Keller Williams Hoover, Adam has built a reputation for going above and beyond to ensure every client finds the perfect home. His approach is rooted in relationships, persistence, and a genuine desire to help others navigate one of life's biggest milestones.

Born and raised in Gadsden, Alabama, Adam grew up in a supportive family with strong role models who instilled in him the values of hard work, compassion, and determination. A mission trip to Santa Cruz, Bolivia, at the age of 15 opened his eyes to the privilege of having a home, a realization that planted the first seed of his passion for real estate.

Adam's grandmother, lovingly known as “Mawmaw,” played a pivotal role in shaping his work ethic and generosity. Watching her sacrifice and provide for him on a fixed income left a lasting impact—one that continues to drive his dedication to helping others achieve homeownership. “She helped raise me and shaped me into who I am today,” he reflects.

After high school, Adam began his professional journey at just 17 years old as a pharmacy technician at CVS. He later transitioned into retail management at Bath & Body Works, where he excelled at

building customer relationships. Though retail provided valuable experience, he longed for something more fulfilling. His first home purchase at 21, made possible with the help of his dad and stepmother, sparked a deeper love for real estate.

After years of contemplation, Adam took a leap of faith into real estate, quickly proving his ability to thrive in a competitive industry. He approached \$1 million in sales volume in his first six months. By his first full year, he had closed \$4 million in sales—an impressive feat that speaks to his tenacity and client-first approach.

For Adam, real estate is more than transactions—it's about people. He understands that buying a home is a life-changing decision, and he is committed to making the process as smooth and enjoyable as possible. Whether it takes showing 20 homes or working with a client for over a year, Adam's patience and dedication never waver.

“If I have a client who's hesitant, I don't give up on them. I always go that extra mile. My goal isn't just to sell a house—it's to build a lifelong relationship.”

One of his most challenging deals involved a home that needed extensive repairs, requiring months of persistence and problem-solving. But Adam's determination ensured that his clients got the best deal possible—an experience

that reinforced his belief in always fighting for his client's best interests.

“This contract taught me to be persistent and not give in—to always fight for my client's best interests. Because these aren't just my clients—it's building a friendship for life. I always go above and beyond for every client. No matter who they are or what they want.” As a solo agent, Adam has built his business on trust, referrals, and an unwavering commitment to excellence. His background in management has equipped him with the skills to handle the fast-paced nature of real estate, and he envisions expanding his role in the industry.

“I love helping people grow to their full potential. One day, I'd love to own my own brokerage where I can mentor and develop other agents.”

Outside of work, Adam enjoys traveling, hiking, and spending time with family. Whether he's relaxing by his pool or spending a day on the water, he values the balance between work and life.

For Adam, success isn't just about hitting sales milestones—it's about making a difference. Whether it's guiding a first-time buyer, helping a family find their forever home, or simply bringing a smile to someone's face, Adam Parker is dedicated to making homeownership dreams come true.

Angela

STEVENS

“

One of the greatest things someone could do is purchase a house for themselves.

Being part of that journey and building that relationship with them is why I became a REALTOR®.”

“The purpose of life is not to be happy. It is to be useful, to be honorable, to be compassionate, and to have it make a difference that you have lived and lived well.”

– Ralph Waldo Emerson

“I love people and building relationships,” says REALTOR® and Associate Broker Angela Stevens at Realty South. “One of the greatest things someone could do is purchase a house for themselves,” she adds. “Being part of that journey and building that relationship with them is why I became a REALTOR®.”

Angela has been a REALTOR® for 10 years now and thrives in her service to her clients.

Road to Real Estate

Born and raised in Vestavia Hills, Angela graduated from Vestavia Hills High School in 2006. She then went on to graduate from the University of Alabama in 2010 with a degree in public relations and a minor in psychology. Before launching her real estate career, she worked in the marketing field for several years.

Her interest in real estate was sparked in 2015 after attending industry events that helped her develop the discipline and consistency needed to succeed. “I learned how to use my talents and

Excels in Sales &
Service

WRITTEN BY ELIZABETH MCCABE • PHOTOS BY BRENDON PINOLA PHOTOGRAPHY

strengths to help others,” she explains. The events that she attended were transformative. “I think those events I went to early on in my career shaped me into the person I am in the business today,” she points out.

Overcoming Obstacles

Real estate hasn’t always been easy, however. For any real estate professional, it’s a juggling act, being available and accessible to clients at a moment’s notice, as well as balancing family life. As Angela learned, your mindset is everything and the key to your success.

“I’ve had to overcome a negative mindset, doubting that I can be a mother and a REALTOR® at the same time throughout my career,” she candidly comments. “I felt like I couldn’t do both, and it was too big of a mountain to climb,” she admits. With self-reflection, mindset work, and refocusing on the right tools, she switched to a positive mental state. It has made a world of difference in her personal life and her business.

With that positive mindset in place and believing in herself, Angela began to soar in real estate. She has a work-life routine in place, giving her the best of both worlds.

“I want to be present with my kids and successful in my career, and it is possible to do,” she shares. “It takes organization, time management skills, and structure



if you want to be a mom who works outside the home, but also giving yourself grace when things do not go as planned, which I used to not be able to do.”

A self-described type A personality, Angela knows what it takes to excel and push deals to the closing table. Motivated by reading books, listening to podcasts, attending seminars, and learning from others, Angela puts people above profit. She is always eager to learn more about the real estate industry and how that knowledge can benefit her clients. It’s all about serving others, building relationships, and establishing community.

“I am passionate about helping more families achieve their home ownership goals,” she shares. “There are so many families with goals, and I like helping them navigate the tricky real estate market. I really enjoy it. The more families I can help, the better,” she smiles.

That comes with having realistic expectations for herself. “Some years are going to look differently than others, and that is ok,” she shares. She adjusts her goals accordingly, especially as a working mom to three children.

Family First

When not working, Angela savors time with her family. “I’ve been married to

my husband, Will, for 12 years,” she shares. “We have identical twin boys, William and JD, who are 9 years old and 4th graders.” They are also blessed with their 3-year-old caboose named Audrey, who was born in September of 2021.

Together, they like to go to the beach, participate in sporting events, ski, and attend church regularly. To relax, Angela loves fitness. “I love to be active and be outdoors,” she shares. She also likes to travel. One funny fact about Angela is she doesn’t like to cook. “I’m not a good cook,” she laughs. “You do not want me to cook you a meal, but I’ll always bring over takeout,” she smiles.

Lessons for Future Top Producers

For those looking to follow in her footsteps, Angela’s advice is simple but powerful: “Be consistent and disciplined. The most important thing you can do is work on your mindset—it controls everything.” Mindset matters. “It’s a make or break for you in this career,” she comments.

With a strong work ethic and a heart for service, Angela Stevens continues to thrive in real estate—helping families find not just houses but homes. Inspired by Ralph Waldo Emerson’s words, she is making a difference for others, living a life of purpose and passion. There is nothing more fulfilling than that.



BUMBLE BEE BLINDS™
Window treatments to *Buzz* About

FREE In-Home Consultation, Installation and Warranty!

205.858.5311
Bumblebeeblinds.com/
birmingham-al

Locally Owned & Operated

Joining Forces to Create a Partnership That Is On Point.

Local Operations
High Level of Expertise
Personalized Service

SOUTH POINT HOME MORTGAGE

Justin Petrusson
VP – Mortgage Banker
C: 205.470.8000
jpetrusson@southpoint.bank
NMLS#: 351335

MortgagesByJustin.com
3501 Grandview Parkway, Birmingham

pri•ri•ty
pest & termite

MOSQUITO CONTROL PEST CONTROL TERMITE CONTROL

FREE Pest Spray & Inspection
With A 12-Month Service!

SAVE \$99!

SCHEDULE TODAY!
205.508.0028
prioritypestandtermite.com

Kimberly Benefield

Leading with Heart

WRITTEN BY ELIZABETH MCCABE
PHOTOS BY DAVID GRAVES PHOTOGRAPHY



“Success is different things to different people. For me, success is taking care of people.” – Kimberly Benefield

“I love real estate and all my agents,” shares Kimberly Benefield, the Birmingham-based Broker/Owner of Sweet HOMELife. “Even at 53 years old, I have all these dreams that I want to achieve and I want to help my agents achieve theirs too,” she smiles.

A dream chaser and a go-getter, Kimberly’s real estate business has exploded in recent years. Her independent brokerage has thrived with its family atmosphere of 50 agents. She is not only dedicated to growing her business but mentoring and uplifting those around her.

With everything on her plate, Kimberly finds time to cater to her clients. She actively lists and sells homes herself, averaging 40 to 50 transactions per year. It’s not about sales, but service to this real estate leader. Real estate is more than just a profession for her—it’s a calling. She works alongside her daughter and daughter-in-law, creating a family-centered business. Best of all, she loves what she does.

As a licensed real estate instructor in Alabama, Kimberly is deeply rooted in the industry. She served as the president of the Alabama Real Estate Educators Association (AREEA) and is a member of the National Real Estate Educators Association (REEA). Additionally, she is in her second term on the board of directors for the Birmingham Association of REALTORS®. Recognized for her leadership and contributions, she was named Broker of the Year in 2018. Sweet HOMELife has also been the #1 brokerage in units sold and volume for the past two years in Blount County, Alabama.

Overcoming Obstacles

Kimberly’s path to success has not been without obstacles, however. Raised by a loving mother who had her at the young age of 15, she experienced a difficult



childhood, attending four different high schools and overcoming personal struggles, including sexual abuse by her former stepfather.

Despite the hardships, Kimberly refused to be a victim. She shared her story with others, was able to put her stepfather behind bars, and decided to be an overcomer. A woman of character, courage and confidence, Kimberly made her own mark on the world.

“I was also inspired by my mother’s entrepreneurial spirit,” says Kimberly. Her mother started multiple businesses. Little did she know that Kimberly would

own her own real estate brokerage decades later. “My mom also taught me to be an overcomer and be gracious,” adds Kimberly.

Determined to build her own future, Kimberly initially worked in the dental field before transitioning to real estate. However, she faced personal battles, including clinical depression, hospitalization, and a period of taking seven different medications.

“I was disappointed in adulthood because I suffered from depression,” says Kimberly. “I ended up in a hospital and on all kinds of medication. One day,

I pulled myself up from my bootstraps and took control. I said, 'I'm not doing this anymore. I'm getting off all my medications (which were seven).' The doctor said it would be tragic, but I went against all their orders. I had to take care of my own health."

With her drive and determination, Kimberly found a medication-free life and the freedom that she desired. She also became vegan years later. "I went into a self-improvement era," she shares.

Kimberly decided to live a life of purpose and gave real estate her all. "I started looking online for a business coach and found Genny Williams (who is now the new owner of *Birmingham Real Producers*)." Genny became her business coach.

"I had been in real estate for years, but when I decided to get a business coach, everything changed," says Kimberly. "It was one of the best decisions that I made in my life. She was an angel and took me under her wing. Then my business tripled the first year and doubled every year after that."

Kimberly even became a business coach for Genny, helping others find the success that she had. "It was an exciting time in my life," she shares.

Soon Kimberly started her own brokerage with Genny's encouragement and guidance. The change and freedom that Kimberly experienced in her own life rippled to those around her, helping them become the best versions of themselves in real estate and beyond.

Kimberly's influence also grew in the real estate world. This trusted real estate professional works with investors, handling transactions for clients across the U.S. and internationally, including investors from Russia, France, and Indonesia.

A Heart for Giving Back

Beyond real estate, Kimberly and her husband, a professional drummer who tours nationally, wanted to help others. They owned a restaurant and coffee shop



“

I love loving on my agents and helping them realize their full potential.”

called Sweetie's Place in Blount County. Inspired by Jon Bon Jovi's Soul Kitchen, they implemented a "Pay What You Please" model to support the community.

"We were in a crazy big hurry to open it for some reason and then COVID hit," says Kimberly. "That was a God thing. We had people wrapped around the restaurant during COVID. We were writing love notes and encouragement on to-go boxes."

Although her restaurant has since closed, it left a tangible impact on the community. "We were trying to be a blessing, and they were a blessing to us in unimaginable ways." Her agents were also inspired to pursue their entrepreneurial dreams, and one of them even started a mobile coffee shop.

A New Chapter

Now, in a different season of life, Kimberly is focused on her brokerage, teaching, and mentoring agents. With

two grandchildren, she is prioritizing family while continuing to inspire and support those around her. "I look forward to watching my granddaughter playing ragball on Saturdays; she just signed up," says Kimberly. She also likes staying in shape, including running half-marathons.

Kimberly believes in the power of encouragement and mentorship. "You have to have someone who believes in you before you believe in yourself," she says, a lesson she learned from Genny Williams. Now, she strives to be that guiding force for her agents.

In conclusion, Kimberly is still setting goals and dreaming big, proving that success is not just about achievements—it's about the lives you touch along the way. She concludes, "I love loving on my agents and helping them realize their full potential." Living with impact is what she does best! There is nothing more rewarding than that.

TILIA
Staging and Interiors

Lindsey Davis 404-314-6545
INFO@TILIASTAGINGANDINTERIORS.COM

NANOROOF™
ALABAMA

Get a **FREE** Roof Assessment!
Call or Text (205) 842-8697
Learn More at nanoroofal.com

GIVE YOUR CLIENTS SOMETHING A LITTLE EXTRA

A Full-Service Roofing Company
Specializing in Roof Preservation & Insurance Claims

We offer free roof assessments, utilizing drone technology for evaluations.

Get an Instant Estimate!

Equal Housing Lender

laird.
lending team
Powered by Canopy Mortgage

CANOPY
MORTGAGE

Beyond the Mortgage, We're Invested in Your Success!

Conventional, FHA, USDA, VA, and Self-employed Residential Loans

Matt Laird
Branch Manager
205-807-1877
NMLS# 1040852
AL License #61748
Laird Lending Team,
Powered by Canopy Mortgage

Canopy Mortgage, LLC | 360 Technology Court, Suite 200 Lindon, UT 84042 | 877-426-5500 | NMLS Consumer Access #1359687. All loans subject to credit and property approval.

Equal Housing Lender

2025 Real Estate Roundtable

A Morning of Insight and Innovation

PHOTOS BY DAVID GRAVES PHOTOGRAPHY

On Wednesday, February 19th, the Magnolia Room at the Vestavia Hills Civic Center was buzzing with energy as top real estate professionals gathered for the 2025 Real Estate Roundtable. This engaging event brought together a dynamic panel of seven esteemed agents who shared their strategies, insights, and predictions for success in the coming year.

The discussion covered key topics such as what agents are adding to their business in 2025, what they are eliminating, and how they are leveraging social media as a powerful tool to reach and serve clients. Our panelists emphasized the importance of maintaining a detailed database and shared innovative ways they nurture their contacts throughout the year. With inventory remaining low, attendees were particularly eager to learn how top agents are going above and beyond to secure homes for their buyers. It was fascinating to see how traditional relationship-building strategies are merging with new-age digital marketing techniques to create a well-rounded approach to success.

We had an incredible turnout of real estate professionals and preferred partners, all eager to learn, network, and elevate one another's businesses. **Rolls Bakery** provided the perfect selection of coffee and mid-morning treats, keeping the conversations flowing. A special thank you goes to our event sponsors who generously contributed door prizes: **Real Property Management Victory, Real Estate Vision, Cutco, Reli, Southern Charm Cleaning, and Stockton Mortgage**. Six lucky agents walked away with fantastic prizes, adding an extra layer of excitement to the morning.

Bringing together this community of driven professionals is always a privilege. The 2025 Real Estate Roundtable was more than just a discussion—it was a celebration of collaboration, growth, and forward-thinking strategies. Here's to a successful year ahead!

*If you missed this event, check our social media pages for information on where you can watch the event online! We are excited to offer this additional way for our community to catch up on our latest events.



TERRY & COURTNEY

Crutchfield Turner

WITH ARC REALTY

WRITTEN BY ELIZABETH MCCABE • PHOTOS BY BRENDON PINOLA PHOTOGRAPHY



Making *dreams* Come True

Two REALTORS® are better than one.

That means double the accessibility and availability for clients, double the experience, and double the expertise. This partnership is the foundation of Crutch & Co., the dynamic real estate team of Terry Crutchfield and Courtney Turner with ARC Realty. For the record, Terry was the Number 1 agent in ARC Realty 280 for 2024.

“We complement each other well,” says Courtney. “We think differently, which brings different viewpoints to the table. That helps us serve our clients better because if one of us is working with a client, the other can step in and provide additional support.”

Terry agrees. “I enjoy working with Courtney. Our different ideas and perspectives help us navigate the market more effectively.”

A Well-Rounded Approach

Terry and Courtney bring a well-rounded approach to their business, balancing their strengths to provide top-tier service.

“I’m always looking for ways to bring in new business and connections,” says Terry. “A lot of times, people reach out to me when they aren’t quite ready to buy or sell. I take the time to talk to them, understand their needs, and help them find options either on or off the market. A surprising number of properties we find off-market are through our extensive network of contacts. It’s like putting together a puzzle.”

Courtney echoes that sentiment. “Terry is amazing at networking and bringing in clients. She has a stellar reputation, and she does great work. I am very service-oriented and focused on communication. I make sure our clients’ needs are met and have an eye for detail. Together, we provide the full package—from preparing a home for the market to ensuring a smooth transaction.”

Unlike some agents who tell clients what they want to hear, Terry and Courtney believe in honesty and integrity. “We are not the type of agents who sugarcoat things,” says Terry. “We help clients see their home through a buyer’s eyes and give them the best advice on how to maximize their sale.”

Their secret to success? An unwavering commitment to their clients.



Courtney Turner & Terry Crutchfield

“We are extremely client-focused,” says Courtney. “Our eyes are on every detail.” It’s not just about listing or selling a house. “It’s an actual relationship, getting to know clients and their needs.” Their goal is to help buyers and sellers navigate the process as smoothly as possible. “We will do everything that we can to make that happen.”

“I have a solid work ethic,” adds Terry. “I always pride myself on integrity. That’s all I have at the end of the day. I give the best advice that I can and give 110 percent to each person.”

Terry compares finding the perfect home to matchmaking. “The buyer is going to know if it’s not the right house or, in other words, ‘the one.’ It’s like love,” she laughs. “They have to see themselves living there, having friends over, and going about their daily life. If it doesn’t feel like home, then it’s most likely not

“We want to continue serving our community and clients.”

By focusing on each client and giving them our best, we naturally grow our business.”

the right fit for them. I want my clients to be extremely excited about the property they choose,” she points out.

Life Before Real Estate

Prior to real estate, Courtney was a teacher. “I taught for years before becoming a stay-at-home mom to four amazing kids. In 2014, I became a single mom, and through time and prayer, my focus shifted to sales and real estate.” However, she couldn’t imagine doing anything else. “I love what I do,” she

raves. “I love serving my clients and teaching my clients about real estate and about the market.” She also teaches Real Estate Law, Finance and Ethics, and Foundations of Real Estate for Purdue Global.

For Terry, real estate was a second career. She was a partner in a large legal company for 26 years and considered retiring before transitioning into real estate. She entered the real estate field 18 years ago and has been working full-time since then.

“My mother was a real estate broker and owned a real estate company in my hometown,” she says. “I was always so annoyed at all the phone calls that she would take that I never wanted to consider a career in real estate as an option,” she laughs. But when she and her husband started investing in rental properties, she saw the value of getting her real estate license. “I hit the ground running and never looked back.”

Grateful for Family

Both Terry and Courtney cherish their families.

Courtney is a devoted mother to four children. Bella Grace (21) and Lilly (19) are both students at Samford. Jack (17) is a junior at Chelsea High School, and Wyatt (15) is a freshman at Oak Mountain High School. “They are by far the greatest part of me,” she says. “I still cannot believe God has allowed me to be their mother.”

Terry has two accomplished sons: Jackson, a mechanical engineer, and Max, a software engineer working with AI with a large defense contractor. “My boys are by far my greatest accomplishment,” she says. Her husband, recently retired, spent 40 years working in healthcare IT, traveling North America, consulting with hospitals all over the country while she raised their boys in Birmingham.

Both women enjoy their downtime in different ways. Terry loves planning trips with her children (before they get married and have kids!), staying active, and spending time at the beach.



Courtney loves spending time with her children, whether family game nights or watching the boys play baseball and football. An avid sports fan, she laughs, “We are the South’s biggest Dodgers fans.” She also loves hiking, traveling, and spending time with friends.

Looking Ahead

The future is bright for Crutch & Co.

“We want to continue serving our community and clients,” says Courtney. “By focusing on each client and giving them our best, we naturally grow our business.” Terry agrees. “Every client is put in front of us for a reason. Sometimes things don’t work out, and that’s okay. But when they do, it’s incredibly rewarding. Knowing we’ve made a difference in someone’s life is what keeps us going.”

With a shared vision, deep expertise, and an unwavering commitment to their clients, Terry Crutchfield and Courtney Turner are making dreams come true, one home at a time. They’re better together, helping each other and their clients. Making a difference is what they do best as they lead in local real estate.



VIDEOS CAPTURE ATTENTION QUICKLY AND OFTEN LEAD TO HIGHER INTERACTION RATES (LIKES, SHARES, COMMENTS) COMPARED TO STATIC POSTS. VIDEO CONTENT CAN EFFECTIVELY SHOWCASE PRODUCTS AND SERVICES, OFTEN RESULTING IN HIGHER CLICK-THROUGHS AND SALES.

PROPERTY VIDEO LISTINGS
DRONE FOOTAGE

EDITING ON-DEMAND
CONSULTING

BUILD YOUR
BRAND WITH
VIDEO

We are
LOCAL

206.621.0940 | WWW.REELESTATEVISION.COM



Your Partner for Residential & Commercial Inspections

WE'RE HERE TO HELP YOU CLOSE THE DEAL FAST!



CottenHomeInspections.com

205.213.1821

CHI is the home of FLAT FEE INSPECTIONS.

The fee is \$380 on ALL inspections for homes under 3,000 square feet. All homes 3,000 + square feet will be priced at the normal inspection rate.

Chris Cotten
Founder & President of
Cotten Home Inspections Inc.

