

RICHMOND

APRIL 2026

REAL PRODUCERS



Rising Star
VITO BUSSA

Agent Spotlight
JOSH LEE

+
PARTNER SPOTLIGHT
ANDY TAYLOR
JUNKLUGGERS OF CENTRAL VA

Rodney & Michael Chenault

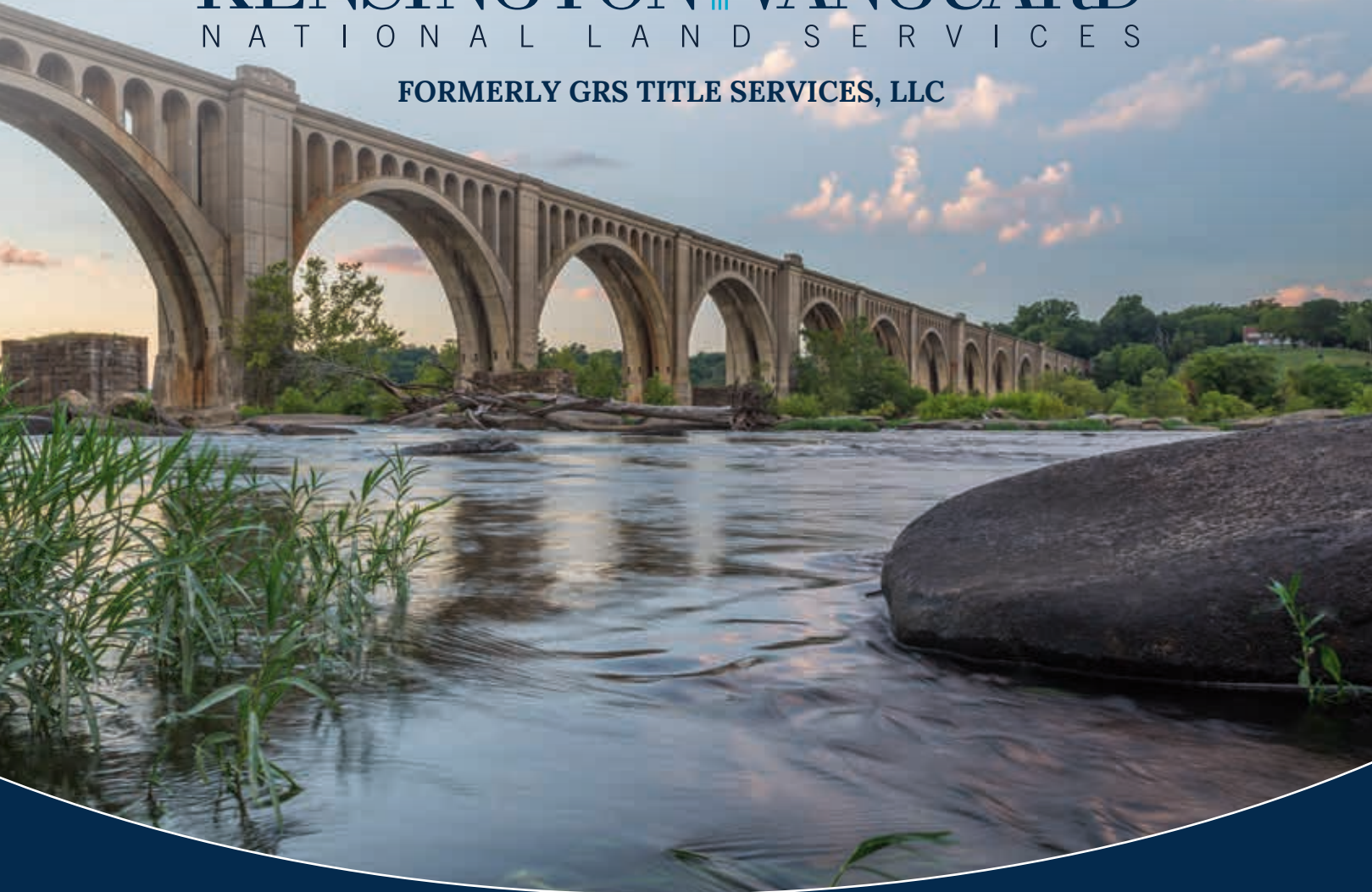
TWO BROTHERS.
ONE STANDARD.

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



"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](https://www.facebook.com/designed2sellrva) [@designed2sellrva](https://www.instagram.com/designed2sellrva)

Contents



Rodney & Michael Chenault **24** COVER STORY

PROFILES



16 Josh Lee



20 Vito Bussa



12

Andy Taylor, Junkluggers of Central VA



IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Publisher's Note**
- 12 Partner Spotlight:** Andy Taylor, Junkluggers of Central VA
- 16 Agent Spotlight:** Josh Lee
- 20 Rising Star:** Vito Bussa
- 24 Cover Story:** Rodney & Michael Chenault
- 28 Event Recap:** February Magazine Party
- 30 More Trusted Trade**
- 33 Top 200 Standings**

COVER PHOTO COURTESY OF PHILIP ANDREWS.



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



New Homes in Richmond & Surrounding Areas



- | | | |
|--|--|--|
| <p>1 Stags Trail
Starting in the high \$600s
Chimney Rock Dr. Mechanicsville, VA</p> <p>2 Central Crossing
Starting in the mid \$300s
Central Parkway Aylett, VA</p> <p>3 Kennington
Starting in the mid \$400s
Wendenburg Terrace Aylett, VA</p> <p>4 McCauley Park
Starting in the high \$200s
358 Mt. McCauley Way Aylett, VA</p> | <p>5 Viniterra
Starting in the high \$400s
8521 Terroir Ln. New Kent, VA</p> <p>6 Hampton Park Cottages
Starting in the high \$300s
16201 Dogwood Tree Ct. Chesterfield, VA</p> <p>7 Cottages at Millwood
Starting in the low \$400s
6489 Lila Crest Ln. Midlothian, VA</p> <p>8 Charleston Landing
at Magnolia Green
Starting in the low \$500s
19000 Palisades Ridge Moseley, VA</p> | <p>9 Legacy Park at Magnolia Green
Starting in the mid \$600s
Cove Creek Dr. Moseley, VA</p> <p>10 Sycamore Place
Starting in the low \$400s
224 Avenida Ln. Midlothian, VA</p> <p>11 Reed Marsh
Starting in the mid \$500s
3092 Reed Marsh Dr. Goochland, VA</p> |
|--|--|--|

SCAN FOR MORE INFORMATION ON OUR RALEIGH COMMUNITIES

If you are interested in contributing or nominating REALTORS® for features, please email 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!

BUILDER

Mungo Homes
(803) 832-4933
Mungo.com

CARPET & UPHOLSTERY CLEANING

Citrus Solutions
(804) 415-4161
CitrusSolution2.com

CLEANING SERVICE

Cavalier Moving
(804) 381-1829
CavalierMoving.com

Happy Housekeepers
(804) 938-3368
HappyHouseRVA.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

ELECTRICIAN/ELECTRICAL CONTRACTOR

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

ESTATE SALES & AUCTIONS

Caring Transitions
(804) 256-2048
CaringTransitionsRichmond.com

FLOORING & TILE

Better Floors
(804) 378-1405
BetterFloorsinc.com

FLOORING AND SHOWERS

Floor Coverings International
(804) 409-2200
Floorcoveringsinternational.com/
locations/us/va/North-Richmond/

GRANITE & MARBLE

Classic Granite & Marble
(804) 838-1100
ClassicGranite.com

HOME & OFFICE ORGANIZING

Living Sprucely
(804) 350-6636
LivingSprucely.com

Tidyish

(804) 223-2663
TidyishRVA.com

HOME INSPECTION

Rest Easy Inspections
(804) 380-0696
Rest-EZ.com

Trivium Residential Inspection LLC

(804) 653-0302
TriviumInspection.com

Worsham Home Inspections

(804) 350-2164
WorshamInspections.com

HOME WARRANTY

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

Choice Home Warranty
(703) 987-7021
vhamp@chwpro.com

HVAC

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

INDOOR AIR QUALITY

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

INSURANCE AGENCY

Atkinson Insurance Agency
(804) 789-0795
AtkinsonInsuranceAgency.com

Torcia Agency —

Goosehead Insurance
(757) 771-9115
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
Evan Rutherford
(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

Hilldrup

(704) 231-5582
Hilldrup.com

PHOTOGRAPHER

River City Media
(804) 389-9884
RiverCity.Media

PHOTOGRAPHY & VIDEOGRAPHY

Lighthouse Visuals
(804) 373-7147
LighthouseVisuals.com

PLUMBING/DRAIN CLEANING

**Mr. E's Plumbing and
Drain Cleaning**
(804) 305-3215
E.BanePlumbing@gmail.com

PROPERTY MANAGEMENT

Byrd Property
(804) 999-6190
ByrdPM.com

PMI Presidential

(804) 613-3633
PMIPresidential.com

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

Hardesty Homes Staging

(804) 745-8516
HardestyHomesllc.com/staging/

TERMITE & PEST CONTROL

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

TITLE COMPANY

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

Kensington Vanguard National Land Services

(804) 486-9469
MRogers@grs-title.com

TRAILER RENTALS / HAULING SERVICES

Hicks Rental Haulz
(804) 929-2789
HicksRentalHaulz.com

WINDOW CLEANING

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

TIDYISH

Unpacking & Organizing
for elevated moves

scan to see how we support moves

RIVER CITY MEDIA | PHOTOGRAPHY FOR
Builders, Designers,
Architects, and Realtors

RESIDENTIAL

COMMERCIAL

BRANDING

Philip Andrews
✉ philip@rivercity.media
☎ (804) 913-2365
🌐 RiverCity.Media

Scan to book!

HOME • AUTO • BUSINESS • HEALTH • LIFE

ATKINSON
INSURANCE AGENCY

It's insurance,
not rocket science.
We're here to
make your
insurance simple.

Need a quote?
Visit our website
or give us a call.

Philip Watkins • Sales Agent
philip@atkinsonins.com
(804) 789-0795
AtkinsonInsuranceAgency.com
Offices in Richmond, Northern VA & Williamsburg

Meet The Team



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Philip Andrews
Photographer

Follow Us Online!



Richmond Real Producers
@realproducersrichmond



Richmond Real Producers
@realproducersrichmond



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

RP 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.

Let Us Brighten Your Easter!

Residential • Commercial
Home Builders
Property Management
Generator

804-836-7914
SSElectricalRVA.com

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

Whether it's a quick fix, lighting upgrade, or ensuring every home is picture-perfect for showings, we've got realtors covered. **Bright homes sell faster!**

Top on over and schedule your electrical service today!

All-Natural Cleaning for Upholstery, Rugs, and Carpets
Environmentally friendly, child-safe and pet-safe

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

Call for your FREE estimate!
804-415-4161 • CitruSolution2.com

Don't Let the Crawlspace TAX Your Patience!

REST EASY INSPECTIONS

Book your inspection with Justin for flexible scheduling and same-day reports.

Justin Rest
InterNACHI Certified Inspector

justin@rest-ez.com
(804) 380-0696
www.rest-ez.com

Rest Easy Inspections LLC

Hello April, A Time for Renewal!

April ushers in a sense of renewal — a chance to refresh our goals, realign with our purpose, and open ourselves to new beginnings. The longer days and brighter skies remind us that change is not just natural, but necessary for growth.

Within our Real Producers community, that spirit of renewal shows up in every story shared, every relationship strengthened, and every opportunity to collaborate. Together, we continue to build a network rooted in trust, excellence, and shared success.

We're also looking ahead with excitement to our next event — **Spring Fling on May 19th**. It's one of our favorite gatherings of the year, bringing our community together for meaningful connection, celebration, and great conversation.

Be sure to mark your calendar — we can't wait to see everyone there!

“When we refresh our goals, we renew our purpose.”

Here's to embracing growth, welcoming change, and stepping confidently into the season ahead.



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

RICHMOND REAL PRODUCERS
powered by TEAM

Spring Fling

SAVE THE DATE!
MAY 19, 2026

We're celebrating YOU this Spring Fling — the people who bring color, energy, and joy to our community.

Dress to impress and enjoy an evening filled with great company, delicious food, live entertainment, and a whole lot of fun.

For all information on all Richmond Real Producers events, email info@richmondrealproducers.com

**This Easter, don't hunt for problems
—let us find them for you!**

**Book your inspection today & enjoy
peace of mind all year long.**



Reliable. Thorough. Trusted.

Visit WorshamInspections.com or call us
at 434-394-9559
to schedule your appointment.



Spring Listings Start with a Strong First Impression

March is when buyers start moving and staged homes move faster. Whether it's vacant, occupied, or a quick refresh, we partner with you to make every listing shine this spring

(804) 840-1563 | contact@diladesign.com | www.diladesign.com



Andy TAYLOR

JUNKLUGGERS OF CENTRAL VA



Serving a Higher Purpose



BY ZACHARY COHEN
PHOTO BY PHILIP ANDREWS

“Let’s imagine you were left with your grandma’s house full of furniture. You have your whole house full of your own stuff, and you don’t have room for her items.”

Andy Taylor begins our sitdown with an all-too-familiar story. Unfortunately, the solution to this predicament is fairly common and sad as well. In the name of ease, most people would call a junk removal company and have the bulk of their grandmother’s belongings hauled off to the landfill.

“But given different options, how would you like to deal with her items?” Andy continues. “Would you rather throw them away to rot

in the local landfill or have them donated to a family in need who can use them? That’s when it hits you. If people just knew there was an option to do this the way we do, it would be a no-brainer.”

A Second Start

Andy spent the first 25 years of his professional life as a sales and marketing executive. In the latter part of his career, he worked his way up to become a VP of Sales and Marketing for an international media solutions company. But when the organization underwent a restructuring, and Andy was offered an early retirement package, he accepted. “I wasn’t really looking to retire,

but I saw an opportunity to write chapter 2 of my career. So my family and I took that opportunity and began to look for something else to do.”

In looking for a new career, Andy had two criteria that stood above the rest. He wanted his second career to be environmentally focused, and he wanted to be in a position to give back to the community. Andy reviewed several opportunities in detail before he came across Junkluggers.

“Junkluggers checked those two boxes effectively,” Andy recalls. “I was intrigued by the passion the ownership group had for cleaning up the environment and coming up with environmentally-responsible solutions to household waste, which is donated, repurposed, and recycled instead of being dumped unceremoniously. By working with local charities and nonprofits, we are able to donate almost all of the reusable items or find a new purpose for them. Our goal by 2025 is to keep 100 percent of reusable items out of the landfill!”

Doing Right by Clients, Right by the Environment

Over the past seven-plus years, Andy’s business has, in his own words, “seen incredible growth” as he has worked tirelessly to grow Junkluggers into a household name. Still, he believes the most significant barrier to getting more business is simple name recognition. Since he can offer his more eco-friendly services at virtually the same cost (or less) as his competitors, he believes choosing Junkluggers is a no-brainer. The proof is in the data. To date, over 65% of Junklugger’s business is made up of repeat customers and referrals, and their across-the-board 5-Star rating proves that customer service/satisfaction is, and always will be, a top priority.

“It’s a win-win-win situation. The customer is able to get rid of items in an environmentally friendly manner, the landfill is saved one item at a time, and the charities and their patrons are supported. Best of all, we’re able to deliver this sustainable service at a cheaper price point because we don’t have the landfill fees our competitors do.”

Like so many others, Andy’s business was challenged by COVID-19, as the storefronts of the charities he often donated to closed down.



As his donation pipeline dried up, Andy was forced to find a creative solution. After considerable thought and planning, The Junkluggers of Central Virginia opened ReMix Market RVA, a shop in Ashland that sells repurposed home goods, furnishings, antiques, and collectibles. ReMix then uses those proceeds to help fund their charity of choice. Currently, that charity is Richmond’s own Better2GetherRVA, which provides support and resources to local area families with rare and complex medical issues. Meanwhile, Junkluggers and ReMix Market continue to donate furniture and household goods to area charities and nonprofits, as well as local families in need.



“We know we’re doing things the right way. We can’t continue to fill up landfills and expect Mother Earth to handle that,” Andy declares.

“The addition of Emma Bradberry as our Director of Business Development has really fueled our commercial growth as of late,” Andy states.

“Working together, Emma and I both continue to introduce people to this eco-friendly solution. Because that remains our biggest challenge — that people don’t know there’s an option to donate, repurpose, or recycle. For most of my competitors, just about everything goes to the landfill by default. It’s

our opinion that we can’t continue to burden Mother Nature in that capacity. We need to be responsible purveyors of the environment and come up with better, more responsible, sustainable solutions.”

Ready to clear the clutter? Book online anytime at www.junkluggersofcentralva.com or give them a call at (804) 581-6505 — Let Andy and his team get the junk done!



JOSH LEE

CONTINUING TO GROW AS A
PERSON AND AS A PROFESSIONAL

BY GEORGE PAUL THOMAS • PHOTOS BY PHILIP ANDREWS

When you first meet Josh Lee, you can sense it immediately, a steady optimism that feels genuine and contagious. Positive, energetic, and kind, Josh brings a calm yet enthusiastic presence to every conversation. Born in Canada and shaped by life experiences across multiple countries, he has developed a perspective that blends humility with gratitude.

Josh's journey began far from the bustling neighborhoods he now serves. Growing up in Canada and spending part of his childhood in Germany, he experienced a diverse mix of cultures and communities before eventually moving to the United States around the year 2000. "I became a U.S. citizen about two years ago," Josh says with pride. "It felt like coming full circle."

After finishing high school, he attended Penn State World Campus online while exploring his options in human resources. Yet, as he learned more about that field, Josh realized something vital: he wanted more human connection than paperwork could provide. "I wanted to work with people, not just files," he recalls. That realization planted the first seed that would grow into a lasting real estate career.

A Leap Toward Real Estate

Josh began the licensing process in 2014 and officially became an agent in 2015. At the time, he was not entirely sure what success would look like, but he knew he was ready to bet on himself. "I took what felt like a million career tests," he laughs. "Real estate kept coming up."

Before taking the leap, Josh reached out to several agents he admired online. To his surprise, every single one of them agreed to meet with him. "They took time out of their day to talk to a complete stranger," he says. "That told me everything I needed to know about the type of people in this business."

Those early conversations gave him a glimpse of what real estate could be, a career built on connection, trust, and teamwork. It was the balance he had been searching for, a profession that challenged him intellectually but still

allowed him to serve people on a deeply personal level.

A Career Built on Connection

Today, Josh is part of REAL Brokerage and a team member of Ruckart Real Estate, a dynamic group that has become like family. "I would not be where I am without them," he says sincerely. "Brad Ruckart, owner of Ruckart Real Estate, along with Tommy and Craig Waterworth, and my showing specialist, Nathan Wine, have all helped shape my career in huge ways. Any success I've had in this business is because of them."

He is also grateful for the early education he received from Sarah Hutchinson, the ongoing advice from James Nay, and the support Cara Guyton and Lindsey Engle have provided along the way. There are too many others to name who have helped him throughout the years.

For Josh, the most rewarding part of real estate is not just closing deals but building meaningful, lasting relationships. "It is the people," he says. "I have made lifelong friendships with clients I never would have met





local, and that has been such a blessing,” he shares. “My dad still lives in Germany, and my brother is in Canada, so it’s nice having family close by.”

A lifelong hockey enthusiast, Josh still plays in an adult league once a week. “I grew up around the sport. My dad works in hockey, so it is in my blood,” he says. When he is not on the ice, he is often biking around the city to clear his mind or kicking a soccer ball around the backyard with his daughter.

And then there is Buzz Lightyear, the family’s small but mighty dog, named by his daughter during her Toy Story phase. “He has been with us for about ten years,” Josh laughs. “He has definitely earned his spot on the team.”

Josh also finds meaning in causes close to his heart. Having lost his mother to leukemia when he was 15 years old, he continues to support leukemia outreach events alongside his wife whenever possible and donates platelets when he can. He was once a platelet donor for his mom, an experience that gave him a deeper perspective on how meaningful that gift can be. “It is personal for me,” he says quietly. “It is something we try to show up for when we can.”



otherwise.” His approach is refreshingly simple: treat every client with care, prioritize communication, and always focus on relationships over transactions.

“This is not just a job for me. It is something I plan to do for the rest of my life,” Josh shares. “Real estate is constantly changing, but I never feel like I am forcing it. I can be myself in this work, and that is what makes it meaningful.”

Life Beyond Real Estate

Outside of work, Josh leads a life filled with family, fitness, and fun. He and his wife, Kristina, have been married for several years and are proud parents to a 14-year-old daughter, Kaitlyn, who keeps them grounded and smiling. “Those two give me the motivation to want to be better.”

He is also grateful for the support system they have nearby. “My wife’s family is



A Mindset for the Long Game

When it comes to advice for aspiring agents, Josh keeps it grounded and real. “Find a great team or connect with experienced agents who are willing to share their wisdom,” he says. “Surround yourself with people who are better than you, people you can learn from.”

For him, real estate is not about being the loudest voice in the room; it is about being the most consistent one. “You do not have to know everything to get started,” he adds. “You just have to be willing to learn.”

As for what continues to guide him, Josh credits the book *The Obstacle Is the Way* by Ryan Holiday, which helped shape his philosophy early in his career. “It taught me that challenges are part of growth,” he says. “If you approach everything with patience and positivity, you will always find your way forward.”

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!


SPEND 15 MINUTES WITH ME AND YOU COULD...

- BEGIN A PARTNERSHIP THAT WILL ENHANCE YOUR BUSINESS!
- Hear about a strategy that saved \$5M in business for a luxury agent in St. Pete, Florida
- Discover how to position your listings to stand out in a crowded market
- Learn how buyer’s agents are winning in multiple-bid situations
- Grab a new value-add for past client check-in calls
- Find a partner/team player who will always have your back



CHOICE
Home Warranty

SCAN FOR COVERAGE DETAILS



Vicki L. Hamp
703.987.7021 | vhamp@chwpro.com

From this...



...to this!





Caring Transitions.



You've found the key to assist with pre-sale prep, post-tenant turnover, or estate situations.

Call **Peter Robinson** today to get started!
CARING TRANSITIONS OF GREATER RICHMOND
804-256-2048 | CaringTransitionsRichmond.com
PRobinson@caringtransitions.com

VITO BUSSA

Growth, Grit, and a Mindset of Constant Learning

BY GEORGE PAUL THOMAS • PHOTOS BY PHILIP ANDREWS

Four years ago, Vito Bussa stepped fully into residential real estate with quiet confidence and a curiosity that had been building for years. There was no dramatic turning point, no single moment that pushed him into the industry. Instead, it was a gradual pull shaped by his upbringing, his early career experiences, and the steady influence of entrepreneurial parents who taught him the value of hard work.

Today, Vito is one of Real Broker LLC's rising talents in the Richmond region, known for his humility, his drive to keep learning, and his unwavering commitment to the clients he serves. His rise has been steady, intentional, and grounded in the belief that service and knowledge create trust.

Where Family and Work Ethic Take Root

Vito grew up in Chesterfield in a household shaped by determination, sacrifice, and opportunity. His parents, Frank and Marta, immigrated to the United States and worked tirelessly to provide for their three children. Their example influences everything he does. "I am blessed to have immigrant parents who had to work extremely hard," he says. "They sacrificed so much for us. I can never thank them enough."

His mother's natural ability to spot opportunity and his father's determination became part of Vito's own character. "My mom has always had an eye for opportunity, and I think I have that same trait," he says. "And my dad works extremely hard. They both do."

After earning his BSBA from Christopher Newport University, he explored both the mortgage world and commercial



“I love being the one to tell them, ‘I will get you from point A to point B. Call me with anything.’”

real estate, building a foundation long before he ever imagined becoming a residential agent.

A Career That Quietly Came Together

When Vito finally began his career as a REALTOR, it felt like the natural next step in a path he had unknowingly prepared for. He had seen the industry from multiple angles and had watched his parents manage rental properties throughout his childhood. "I had built up this résumé in different parts of real estate without realizing it," he says. "I was really curious about residential real estate."

Once he began working with clients, he realized how fulfilling the role could be. He grew quickly within The Seibert Real Estate Group and has since become one of their most active agents. In 2024, he closed more than eleven million in volume across thirty-four deals, not including thirteen additional listing assists. This past year (2025), he surpassed \$15 million. Those numbers helped earn him recognition among Richmond's Top 250 agents.

Falling in Love With the Process

What drives Vito most is the journey he gets to take with each client. "I love helping people," he says. "I love being the one to tell them, 'I will get you from point A to point B. Call me with anything.'"

For him, the fulfillment comes from guiding clients through situations they did not expect or feel prepared for. Some are relocating unexpectedly, some want to be closer to loved ones, and others feel overwhelmed by the process. "One of the best feelings is knowing I really helped someone through a scenario they did not foresee," he says.

always evolving. It is one of my favorite aspects of our career," he explains. "My capacity to want to continue learning is one thing that sets me apart. Knowledge truly is power."

Life With Family, Love, & Pets

Outside of the office, Vito is deeply connected to family. Sunday dinners are a tradition, especially since his family loves exploring new restaurants and sharing meals together. His siblings, Sal and Anna, remain an important part of his life, and his long-term girlfriend, Oralia, has been by his side for the past three years. "She is fantastic," he says simply.

Their home includes two very important members: Lou, his ninety-five-pound pit





and lab mix, and Ringo, Oralia's fifteen-pound Havanese. "Lou is the sweetest dog you will ever meet," Vito says proudly. "He and Ringo are best friends and do everything together."

His free time revolves around the things that bring him joy. Golf outings with friends, trying new restaurants around town, traveling, soccer, live music, and entertainment events all help him unwind.

Looking Toward a Future of Growth

In the years ahead, Vito hopes to refine the balance that so many agents—especially rising ones—strive to achieve. He loves the opportunities that real estate has given him, but he also recognizes the challenge of blending the personal with the professional. "I would be lying if I said I have mastered integrating my business into my personal life," he admits. "But long term, I think working in this industry is a blessing."

To those entering the industry, Vito offers grounded and thoughtful advice. "Differentiate yourself," he says. "Surround yourself with people you want to be like. You have to do the work, but you can learn so much from others."

He also emphasizes resilience. "Rejection is going to happen. It happens to everyone. You just have to learn to bounce back and not let it knock you down for too long. And then relish the wins. Our job is difficult. It is worth celebrating the victories."



Close more deals and sell faster with Junk Removal The Green Way®

Eco-Friendly Junk Removal for Real Estate Professionals

We're on a mission to donate, recycle, and rehome as much as possible to keep items out of landfills!

- Eco-Friendly Junk Removal for Homes and Businesses
- We Declutter and Cleanout to Prepare Homes for Sale
- Same-Day and Next Day Appointments are Available
- Exceptional 5-Star Service and On-Time Arrival

Call **804-581-6515** or scan the **QR code** to schedule a **FREE, no-obligation estimate!**

© 2025 Junkluggers Franchising SPE LLC. All rights reserved. Each location independently owned & operated.

Learn More at Junkluggers.com

You find their *dream* home.
I make sure it's a *safe* one.

Over two decades of hands-on field experience!

SCAN ME

What I offer:

- ✓ Buyer's Inspection
- ✓ Pre-Listing Inspection
- ✓ Maintenance Inspection
- ✓ New Construction Inspection

Call for more info:
804-653-0302

**Your Richmond Flooring Experts
Since 1984**

TRANSFORM YOUR HOME FROM THE FLOOR UP.

Better Floors has served Richmond for over 40 years with quality hardwood, carpet, tile, and luxury vinyl. Visit our North Chesterfield showroom for expert guidance and professional installation from a trusted, family-owned team.

Call Now to Revitalize Your Floors
(804) 378-1405

Or Visit our Showroom
2601 BUFORD RD.
NORTH CHESTERFIELD, VA 23235

Rodney + Michael CHENAULT

TWO BROTHERS. ONE STANDARD.

BY AMELIA ROSEWOOD • PHOTOS BY PHILIP ANDREWS

Some partnerships are formed by opportunity. Others are shaped by time, trust, and shared values. For Rodney Chenault and Michael “Mike” Chenault, real estate was never just a career path. It became a family calling, one rooted in relationships, consistency, and a belief that success means little unless it is shared.

“At Hometown Realty, our number one rule is to treat people the way you want to be treated,” Rodney says. “If you work hard and treat people fairly, they will come back and refer you to others.”

Together, as owners and leaders of Hometown Realty, the Chenault brothers

have helped shape one of Central Virginia’s most respected locally owned brokerages, while quietly building a legacy defined by mentorship, accessibility, and community impact.

Rooted Where It Matters Most

Both Rodney and Mike grew up in Hanover County,

Virginia, surrounded by family, faith, and a strong work ethic. Their upbringing was closely tied to real estate and construction. Their mother, Bonnie Chenault, was a Realtor, and their father, Melvin, worked as a builder. The business was not an abstract concept. It was part of everyday life.



“My mother was a Realtor, and my dad was a builder,” Mike says. “Real estate is truly a hustle-and-enthusiasm business.”

Rodney followed a similar path, working summers on a framing crew during high school and college. “Being around building homes from a young age gave me an appreciation for the work behind the scenes,” he says. “It shaped how I look at homes and the people who live in them.”

Education and athletics also played a formative role. Rodney graduated from the University of Richmond, where he played college football, while Mike earned an economics degree from Hampden-Sydney College. The discipline, teamwork, and competitiveness they learned early on would later define how they approached business.

Finding Their Way Into Real Estate

Mike entered real estate first, earning his license in 1987 and later co-founding Hometown Realty alongside his mother, Bonnie Chenault. He became the company’s first licensee when it opened. “I liked the competitiveness of the business,” he explains. “It pushed me, and I enjoyed that.”

Rodney followed shortly after, inspired by watching his older brother build a career that looked both challenging and fulfilling. “Mike had been in the business for a few years and seemed to be having fun while making a good living,” Rodney says. “That made it an easy decision.”

What began as a family venture quickly became a lifelong commitment. Over the decades, both brothers evolved into leaders who valued relationships just as much as results.

“From playing sports, coaching sports, and selling homes for 34 years, I’ve built so many wonderful friendships,” Rodney reflects. “I am truly blessed.”

Building Hometown Realty Together

Today, Rodney and Mike serve as owners of Hometown Realty alongside Deane Cheatham and Todd Rogers, with Mike acting as Principal Broker and Rodney as Supervising Broker and managing the Twin Hickory office. “Todd and Deane are a huge part of what we do at Hometown Realty. We would not be where we are today without them!” Rodney shares. Their sister, Cindy Overton, also plays a key role in the company, managing the Mechanicsville office while selling on Mike’s team. Their leadership styles differ but complement one another.

“I pride myself on returning calls and texts in a timely fashion,” Rodney says. “I’m very accessible.”

Mike brings a broader strategic lens shaped by decades of experience. “I’ve seen this industry from every angle,” he says. “As an agent, broker, team leader, and partner in development, that perspective helps me guide both clients and agents.”

Their impact is measurable. Rodney closed \$22.7 million in volume in 2024 and is projecting \$25 million



men see mentorship as a responsibility, not a bonus.

“I worry my team to death,” Mike admits with a smile. “I say the same things over and over again until they start saying it for me. I’m proud of their work ethic and their willingness to grow.”

Rodney echoes that philosophy through example. “If you show up every day, do what you say you’re going to do, and treat people fairly, this business will take care of you,” he says.

Life Beyond the Office

Outside of work, family remains central. Rodney is a proud father of two. His daughter Courtney married in 2025, and his son Jack now sells real estate with Hometown Realty. “I’ve had the honor of selling people their first home, their dream home, and their retirement home,” Rodney says. “Now I’m selling homes to their children.”

Mike has been married to his wife Kate since 1992 and is surrounded by a growing family of daughters, sons-in-law, and grandchildren. “Spending time with

this year. Mike’s team exceeded \$148 million in gross volume, a reflection of scale built on structure and trust.

Yet neither brother defines success solely by numbers. “Legacy is measured not just in growth,” Mike says. “It’s measured in the lives you touch.”

Leading Teams, Growing People

Rodney leads the Rodney Chenault Team alongside Pam Wood, while Mike co-leads the Mike Chenault Group with Blakely Smith, overseeing more than 30 agents. Both



family keeps everything in perspective,” he says.

Both brothers value staying active. Rodney begins most mornings with a 5 a.m. workout and spends weekends golfing or attending sporting events. Mike enjoys duck hunting, sport fishing, and time on the river, often accompanied by his duck dog, Willie Nelson.

Looking Ahead

As they look toward the next decade, Rodney and Mike share a unified vision for Hometown Realty. “We want to continue growing and training more agents,” Rodney says. “Possibly expanding into new offices while staying locally owned.”

Mike agrees. “Our focus is meaningful client and community relationships,” he says. “That’s how you build something that lasts.”

Their advice to aspiring top producers reflects that

mindset. “Show up every day and always be honest,” Rodney says. Mike adds, “Lead with gratitude. Be amazing at being grateful.”

“Treat people the way you want to be treated.”

For the Chenault brothers, that principle has guided every chapter of their journey, and it continues to shape the future of Hometown Realty.





RICHMOND REAL PRODUCERS' FEBRUARY MAGAZINE PARTY

February 12, 2026 PHOTOS BY PHILIP ANDREWS

The *Richmond Real Producers Magazine* Party was a celebration rooted in connection, recognition, and community — an afternoon dedicated to honoring the people behind the success.

Hosted at East Main Street in Richmond, the event welcomed featured agents, future features, and valued partners into an intimate setting designed for genuine conversation and celebration. Printed articles were shared with pride, teams gathered to support their leaders, and the sense of community was unmistakable throughout the space.

These magazine parties are intentionally personal, and this gathering reflected that purpose beautifully. It wasn't just about recognition — it was about celebrating journeys, relationships, and the collective commitment to excellence within the Richmond real estate community.

We extend our sincere thanks to our event sponsor, **Floor Coverings International**, whose generous support helped bring this celebration to life.

Every memorable moment was captured by **Philip Andrews**, whose photography preserved the pride, joy, and connection that defined the afternoon.

We look forward to many more opportunities to celebrate and grow together.

For information on all Richmond Real Producers' events, email info@richmondrealproducers.com.



MORE TRUSTED TRADES

Recommended Trade Services for the Richmond Real Estate Market



CLEANING SERVICE
HAPPY HOUSEKEEPERS
 (804) 938-3368
 HappyHouseRVA.com



HOME & OFFICE ORGANIZING
LIVING SPRUCELY
 (804) 350-6636
 LivingSprucely.com



PLUMBING/DRAIN CLEANING
MR. E'S PLUMBING AND DRAIN CLEANING
 (804) 305-3215
 e.baneplumbing@gmail.com



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

ABSOLUTE PEST SOLUTIONS LLC

How can Absolute Pest Solutions help you?

- Real Estate and Pest Inspections
- Pest Control Services
- Mosquito Control
- Termite Treatments and Protection Programs
- And more, call our office for more information!

866.429.7378
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!

REAL ESTATE MEDIA SOLUTIONS



\$265
SAVE \$154

FIRST TIME CLIENT SPECIAL

FIRST TIME CLIENT SPECIAL INCLUDES:

- Matterport Virtual Tour
- Floor Plan
- HDR Photos
- 2 Virtual Twilight Images
- Drone Photos

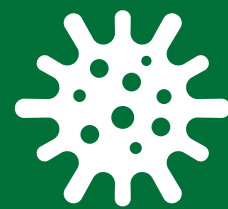
BETTER VALUE QUALITY LISTINGS



VIEW ALL SERVICES

(804) 373-7147 | info@lighthousevisual.com

MOLD REMEDIATION & AIR QUALITY SPECIALISTS



MOLD REMEDIATION



WATER DAMAGE



AIR DUCT CLEANING



INDOOR AIR QUALITY



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

Are you looking to do some clean-up this summer?

We make clean-up **EASY, AFFORDABLE**, and our service is **GUARANTEED!**



HICKS RENTAL HAULZ

Schedule your dump trailer rental today!

☎ 804-929-2789 | 🌐 HicksRentalHaulz.com
 ✉ HicksRentalHaulz@gmail.com

GROW VALUE FROM THE GROUND UP



Spring is the season of fresh starts - and the perfect time to refresh a listing before it hits the market. In a competitive spring market, details matter, and flooring is one of the first things buyers notice. New carpet, refinished hardwood, updated tile, and polished stairs instantly elevate a home's appeal, helping buyers connect faster and improving how a property shows and photographs.

Our small local company has a knowledgeable team that can help you make the best selections to reduce days on the market, strengthen perceived value, and **move listings faster.**



Let us help you sell smarter this spring!



FLOOR COVERINGS
international RVA



CALL US TO SCHEDULE
YOUR FREE IN-HOME
CONSULTATION TODAY:



(804) 409 - 2200



TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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 March 5, 2026, for residential sales from January 1, 2026, to February 28, 2026, 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 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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 March 5, 2026, for residential sales from January 1, 2026, to February 28, 2026, 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.



Spring Staging Special



30-Day Rentals, Setup & Removal Price Plans to fit your budget!

A dedicated team creating inviting and stylish living spaces for everyone. Let us help you transform your house into a warm and welcoming home today.



\$1,350 3 Spaces & \$1,500 5 Spaces includes Kitchen & Baths

AMANDA HARDESTY
 PRINCIPAL BROKER/OWNER
 (804) 651-2157
 AMANDA@HARDESTYHOMESLLC.COM
Licensed to sell real estate in the Commonwealth of Virginia



TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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 March 5, 2026, for residential sales from January 1, 2026, to February 28, 2026, 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**

CAVALIER MOVING
RICHMOND'S CLEAN-CUT MOVERS
CavalierMoving.com
(804) 404-8048

CAVALIER CLEAN TEAM
CavalierCleanRVA.com
(804) 806-4494

TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Feb. 28, 2026

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 March 5, 2026, for residential sales from January 1, 2026, to February 28, 2026, 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.



Hilldrup | Moving
Logistics
Workplace

Don't Be Fooled – Plan Ahead!

Spring moves fill up quickly. Help your clients beat the rush by booking their move with Hilldrup – trusted since 1903.

Call Lisa Rhead today to help your clients lock in their upcoming move.



**Vice President,
Business Development**
704-272-3245 | hilldrup.com



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.



Stay Cozy in Your Favorite Space This Winter



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

**REALTORS® & LENDERS:
 GOT CLIENTS?**

We help your buyers get properly insured quickly and correctly—so your closings stay on track.

- ✓ Fast quotes
- ✓ Seamless communication
- ✓ No last-minute surprises

Make us your go-to Insurance partner.

Scan to refer a client today.



(757) 785-0448
 TeamTorcia@goosehead.com

The #1 Goosehead Agency in Virginia

READY TO GET A QUICK QUOTE?

SCAN the QR code or call us directly.



ARBOR
 HOME LOANS

Arbor Home Loans | Richmond
 308 Granite Avenue • Richmond, VA 23226
 Licensed in VA and NC



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



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

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.



Conventional Loans • FHA Loans
 USDA Loans • Jumbo Financing

Looking for Other Options?

We have loan programs that support you even when your situation isn't exactly cookie-cutter.

- Construction Home Loans
- Bank Statement Loan Program
- Condo Hotel Financing
- Bridge Home Loan Program

Call Evan to learn more about pet adoption sponsorships for 2026 closings!



Spring Forward Into *Success*

This April, let's provide your clients with financing solutions that make every home purchase feel seamless. With my dedication and support, each transaction will be **smooth, stress-free, and memorable.**

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 | JoeDunnLoans.com

