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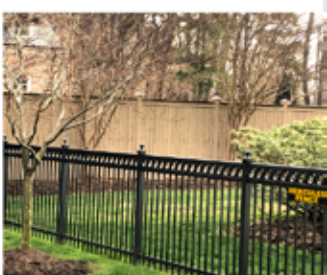
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Dog Days

OF SUMMER



One of my favorite things about Real Producers is the opportunity to learn about the people behind the business.

This month, we invited top-producing real estate agents and our preferred partners to introduce us to the dogs who share their homes, offices, road trips, walks, Zoom calls, and daily lives. The response was overwhelming, in the best possible way.

As we planned this issue, I expected plenty of adorable photos and cute stories. We certainly received those. I loved getting to know the loyal companions who tag along to work, welcome clients with wagging tails, spend afternoons on the water, and make every adventure a little more fun. I also met a few unforgettable characters—dogs who dive for oyster shells, keep their tongues hanging out most of the day, and proudly carry stuffed animals everywhere they go.

What I treasure most, however, are the lessons.

Again and again, I read about patience, loyalty, consistency, resilience, unconditional love, and the importance of slowing down. Many of the professionals in the pages that follow share how their dogs remind them to take walks, clear their minds, stay present, meet people where they are, and focus on what truly matters. In an industry that often moves at a relentless pace, those reminders are powerful.

Here, you'll find stories of resilient rescue dogs. Dogs who inspire their families through courage and perseverance. Dogs who keep their humans laughing. And a mysterious black cat, too. These stories reveal something powerful; they reveal connection.

Dogs have a unique way of bringing people together. They don't care about production numbers, titles, awards, or transactions. They greet us with the same enthusiasm on our best days and

our hardest ones. They remind us to celebrate the small moments, extend grace, and lead with love.

I hope this special Dog Days of Summer issue makes you smile, chuckle, and maybe even reach down to scratch a furry friend behind the ears. Most of all, I hope it reminds you that some of life's greatest teachers walk beside us on four legs. For those who have lost a beloved pet, our hearts are with you. The love, loyalty, and memories they leave behind become part of us forever.

Enjoy the issue!



Joni Giordano-Bowling
Publisher



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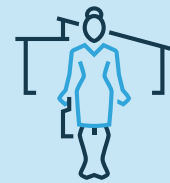


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SCAN ME



Micah, Higgins, & George

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Meet the Pack

At Johnson & Burge, we love our pups. Jan and Jeremy are parents to Micah (border collie mix, 8 years old) and Higgins (golden retriever, 2 years old). George (French bulldog, 6 years old) belongs to Jennie.

Micah is very serious. He loves to supervise, whether he's watching his dad fix something or lifeguarding at the pool. He loves to watch TV, especially when animals are on screen—real or animated—and people are playing sports. He sat through the entire Live Action Lion King. He loves to play air hockey. This kid loves anything sweet, especially graham crackers and ice cream.

Higgins is a typical GR goofball. Everything is a celebration to him, and when he celebrates, he brings you his most prized possessions, one of his stuffed toys, and wiggles and squeals

like he's about to erupt with joy. The only thing he loves more than his people and his stuffies is food. He loves it all, even his veggies. He can be lazy at times, too, never moving too fast and loving a good nap on a soft couch or bed.

George is pure joy in a little package. He is happy and always greets people with a Frenchie smile, butt wag, and sometimes a squeal when he's super excited. He loves to be held and is the best snuggler. He also loves to chase lizards and chew sticks. His favorite food is anything that falls on the floor.

Staff Directory

Micah: Team Supervisor
George: Director of Snuggles
Higgins: Director of Fun

George, Micah, and Higgins make appearances on Zoom calls, sometimes invited and other times to give emergency cuddles. They show up at

the office from time to time to brighten spirits and get belly rubs, and they love a good party, attending some of our client appreciation events throughout the year. When we work from home, they're right by our side, the best co-workers ever—until the Amazon driver rings the doorbell. They are often part of our social media, as well. Who doesn't love an adorable dog?

Canine Code

Curiosity is important. You never know what you'll learn if you stop and watch for a minute. Every day is worth celebrating. Never underestimate the power of showing someone how excited you are to see them. Focus on the good stuff.

Must Love Dogs

We are *those* people, the ones who talk about their dogs with anyone who will listen, celebrate doggie birthdays, and let them sleep in the bed with us. They're not pets; they're family.

Poppy | Virginia Cope The Bryant Group

Golden State of Mind

Poppy is a 2-year-old sweet, gentle, and lovable English cream golden retriever.

Powered by Poppy

While Poppy is sleeping at my feet, she couldn't care less if a deal falls apart or the phone won't stop ringing. She has a way of reminding me to step away from the chaos and simply enjoy the moments with her. She is always happy, always excited to see me, and always eager for all of my attention. Poppy reminds me that taking a break isn't a luxury; it's necessary.

Permission to Pause

She has taught me that no matter how hectic my days get, life is not just about closing deals. She has helped me by making me take a break, recharge, and return to clients with a fresh perspective. If I did not have Poppy, I would not take breaks. Now, I have to get her outside to run and play. Almost daily during the summer, I take her to my sister's pool to swim and run on five acres. I get so much enjoyment watching her run and be free. From the happiness I get from those simple moments, I can return to work more clear headed



and probably more patient with my clients and other agents. Sometimes, life is about taking the time to spend with her and my loved ones and setting personal and professional boundaries.

Ozzie

Ellen Drames
BHHS RW Towne Realty

Not Every Four-Legged Family Member Barks

Meet Ozzie, a 15-year-old black cat who has ruled the house for years. He loves trips to the beach house, even though he's never ventured outdoors. Ozzie is affectionate—but only on his terms. When he wants pets, he'll come to you. His sleek black coat also makes him a master of hide-and-seek. You might search the house for him only to realize he was sitting right in front of you.

Chief Cat Officer

Ozzie occasionally supervises the office and drops in on Zoom meetings when he's not busy napping. Like any good executive, he prefers to make appearances on his own schedule.

Cat Logic

Dogs may come running when you call, but cats tend to march to the beat of their own drum. Call a dog, and he'll come running; call a cat, and he'll take a message and call you back.



Princess Sweet “Potato” Jones



Deanna Jones
OWN Real Estate

Love Wears a Crown

Princess Sweet “Potato” Jones is a bully mix. She is approximately 10 months old. I rescued her, so I only have an estimated age. Princess Sweet Potato Jones is the perfect mix of royalty and goofball. As a rescued bully mix, she carries herself like a queen but keeps everyone laughing with her silly personality and signature tongue that is almost always sticking out. She believes every person she meets is a potential best friend and every day should include plenty of attention, belly rubs, and treats. She is a momma’s girl and true loyal companion.

Her Majesty at Work

Princess Sweet Potato Jones takes her role very seriously as my four-legged assistant. She joins me on errands

whenever she can, keeps me company during long workdays, and makes sure I never take life too seriously. She may not sell houses, but she’s definitely the face of customer happiness.

Rule With Joy

Princess Sweet Potato Jones has taught me that the most important things in life aren’t measured by productivity, deadlines, or success. She reminds me every day to slow down, be present, and find joy in the little things. As a busy real estate agent, it’s easy to get caught up in work, but Potato has shown me the value of unconditional love, resilience, and making time for what truly matters. Her happy-go-lucky spirit and constant optimism make me a more patient, compassionate, and balanced person both professionally and personally.

From Rescue to Royalty

Princess Sweet Potato Jones and I truly rescued each other. She is the sweetest, cuddliest little girl. She loves puppy playdates, meeting new friends, and tagging along on adventures with me whenever she can. Whether we’re running errands, showing houses, or relaxing at home, she is happiest by my side. After losing my beloved dogs, Athena and Leo, Potato brought joy, laughter, and unconditional love back into my life. She reminds me every day that second chances can be beautiful. And, of course, no princess would be complete without her signature leopard print collar and leash to match her momma’s style. She may be a rescue dog, but in my home, she’s treated like the royalty she was always meant to be.

Artie

Jason Bare
OWN Real Estate

Attention, Please!

Artie is a high-maintenance goldendoodle. He loves to have all the attention and will paw at you until you pet him. He’s a big lover and never meets a stranger.

On Watch

Artie loves to sit in the chair across from my desk at my home office, watch me, and keep a check out the window for passers-by.

Life According to Artie

A little extra attention goes a long way.

Dressed to Impress

Artie, much like me, is a stylish fella. He even dressed to match me on my 50th birthday. He’s brought my wife and me a lot of joy, especially since we’re empty-nesters these days.



Olive Martini

Nick Conigliaro
The Real Estate Group

A Toast to Olive

Olive Martini is an 8-year-old mini-long-haired dachshund. She is the queen of the household and the neighborhood watch all balled up into a tiny package. When she’s not cuddling with mom and dad, she’s going on a walk or playing with one her many balls.

Supervising Broker & Operations Specialist

She ensures everyone is getting their work done while also ensuring they have a cuddle buddy on their lap.

Olive’s Outlook

Olive teaches patience and enjoying life to its fullest.

Forever Your Girl

Olive is everyone’s best friend. She always wants to give kisses and get belly rubs.



Bradley & Bodie



Karen Tyler
Prodigy Realty

Leading Men

Bradley Phoenix is an 8-year-old mini-Australian shepherd who loves his mama. Everyone thinks he’s a girl because he’s so pretty. Bodie is a 4-year-old Rottweiler who loves everyone and is a 100-pound lap dog.

Chief Stress Managers

Bradley reminds mama to calm down when she starts getting too upset during a transaction by getting upset with her, causing her to calm down so she can calm him down. Bodie reminds us when we’re working too much by nudging us with his head to move our arms away from the computer keyboard and

demand attention, ensuring that we don’t look at the computer screen for too long at a time.

Canine Commentary

Both dogs remind us all to take breaks and enjoy cuddles. Bradley says, “I’m actually ready for my mom to retire so she can play with me all day, every day. It drives me nuts when she leaves to ‘run the streets’ because I hate being without her, but I remind her how extremely happy I am to see her whenever she comes home. I love all the agents at Prodigy, but my mama is my favorite, of course!” Bodie says, “I’m pretty much the reason for

Prodigy’s success. I know all of the agents and greet them each time with extra love. I’m pretty sure that when I back up and put my butt on them, it makes them better people. You can tell by their giggles and big smiles. So then I go the extra mile and sit on them because I don’t feel like I actually weigh 100 pounds.”

Runway Ready

I always say that these dogs are like the underwear models of their breed because they’re so beautiful. They are extremely well-behaved and down for anything. Everyone who meets them loves them so much.



Potter & Honey Pot

Beth Hughes • BHHS RW Towne Realty

Double the Fun, Double the Love

Meet Potter and Honey Pot, two wonderful pups looking for their forever families at Doggone Barn & Rescue in Ivor, Virginia. Potter is a 1½-year-old foxhound with a heart as big as his personality. He’s full of playful energy and absolutely loves chasing anything you throw—especially if it ends with a splash in the doggie pool. Potter is a social butterfly who gets along beautifully with other dogs, cats, and even horses. If you’re looking for an adventurous companion who is always ready for fun, Potter is your guy.

Honey Pot is a 5-month-old black mouth cur mix who is every bit as sweet as her name suggests. She may be a little shy when meeting new people, but once she feels comfortable, her loving personality shines. Honey Pot enjoys playing with her foster family, including Potter, Figgy, and her brothers, Boone and Flynn, and has learned to confidently hold her own with the pack. Both of these amazing dogs are waiting for someone to give them the loving home they deserve, along with the other pups at the rescue. Available for adoption through Doggone Barn & Rescue, Ivor, Virginia. Come

meet Potter and Honey Pot—you might find your new best friend!

Every Home Sold Helps Save a Life

For more than 35 years, I have been lucky enough to have a career in real estate. For over 30 years, I’ve also been rescuing, fostering, and advocating for animals in need. People often ask me why I continue selling real estate after all these years. The answer is simple: real estate has allowed me to live my “why.” Because of my career, I can operate an animal rescue farm and dedicate a portion of the proceeds from my real estate transactions directly to saving homeless, neglected, and abandoned animals. Every closing helps provide food, medical care, shelter, and a second chance for animals who have nowhere else to turn. I still have years before retirement, but today, my purpose is bigger than selling homes. It’s about changing lives—both human and animal. Every rescued animal is waiting for someone to believe in them, and every adoption opens the door to saving another life. And if you’re ready to add a furry family member to your home, please adopt—don’t shop.

Paws & Purpose

People often ask how I balance real estate with animal rescue. The truth is, they have more in common than you might think. To take abused, neglected, or forgotten dogs and help them become confident, loving family companions requires patience, calmness, understanding, and trust. Every animal moves at its own pace, and lasting results come from compassion rather than pressure. The same is true in real estate. Whether I’m coaching the agents in my office or working with buyers and sellers, I know that every person has a unique story, different goals, and specific concerns. My role is to listen, guide, educate, and provide a steady hand throughout the process. Whether starting a real estate career, building your career, or buying or selling a home, people deserve someone patient, understanding, and committed to their success. In the end, the mission is the same: creating happy endings, building trust, and helping every family—whether two-legged or four-legged—find the place where they belong.

Millie & Sandie

Patience MacCartney
Iron Valley Real Estate Norfolk

Snuggles & Security

Millie (Mildred) is a 7-year-old snuggly beagle who loves naps. Sandie is a 5-year-old super mutt rescued from the streets of Tijuana. She takes her jobs as security officer and accountability partner very seriously and loves walks and games of fetch.

Chief Marketing Pups

They head up the marketing department. They attend meetings with my marketing team and serve as my office assistants, complete with beds and

crates in my home office. They've met many of my clients at the client events I host at my home, and they're even happy to help with cleanup.

Accountability Partner

Sandie is up with the sun, and I love the accountability she brings to my mornings. She helps me start my day early and ready to serve my clients. No matter how stressful work gets, both dogs always greet me with wagging tails, which is the best way to come home.



Dog People

Dogs are simply the best. I love working with clients who have pets. I once almost lost a client's dog, and another agent jumped in to help me catch her. I'll always be grateful for the kindness and willingness to help.

Yogi

Munesh & Nikita Chandiramani
Coastal Towne Realty



Morkie Magic

Yogi is a 2-year-old Morkie. He is a very sweet and loving boy. He loves cuddles, walks, and hanging out with his humans.

Chief Barketing Officer

Yogi is our marketing mascot for our real estate team. He has his own

Instagram page and YouTube channel: **Pawsitive Real Estate Pup.**

Keep Calm & Wag On

He has taught us to give unconditional love and keeps us grounded. He has helped us to be calm, collected, and grounded in any situation we might run into in our business.

Furever Family

Yogi fits perfectly in our family. He loves hanging around with us, watching Bollywood movies, and walking on the beach. We are so lucky to have him and so blessed that he chose our family.

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Indie

Carrie Copenhaver
Iron Valley Real Estate Norfolk

Ready. Set. Jump.

Indie is a 3-year-old labradoodle with a rare blend of intelligence, focus, drive, and calm confidence. She’s incredibly smart and quick to learn, yet easygoing and relaxed until it’s time to perform. When there’s a job to do—especially on the dock—she flips a switch. Her concentration is absolute, her determination unmatched, and she gives every jump everything she’s got. Off the dock, Indie is approachable, gentle, and happiest by your side.

Brand Ambassador

Indie is our four-legged ambassador and faithful assistant. She has a remarkable

ability to connect with people, break down barriers, and make everyone feel welcome. Whether she’s greeting guests, joining us at events, or simply bringing a smile to someone’s face, she embodies the warmth, authenticity, and enthusiasm that define our business.

Locked In

Indie is the perfect example of complete focus and unwavering commitment to the task at hand. The moment she lines up on the dock, nothing else exists—no distractions, no hesitation, and no holding back. She devotes every muscle, every ounce of energy, and every bit of her attention to one objective: making

the best jump possible. She doesn’t give 100%—she gives everything she has. Watching her dock dive is a reminder of what total dedication looks like: being fully present, fully committed, and giving your absolute best in the moment.

More Than a Mascot

Indie is more than our mascot; she’s a reflection of our values. She embodies focus, loyalty, dedication, and the pursuit of excellence while reminding us to enjoy the journey. Her friendly spirit and genuine love for people bring joy to everyone she meets, making every interaction a little more memorable.

Blue

Natalie Stamey
SERHANT.

Boxer With a Twist

Blue is a purebred boxer. He’s a 3-year-old male who joined our family in 2023. He’s got the energy and spunk of a boxer, and he’s curious and incredibly loyal. Unlike many boxers, though, Blue is timid and hesitant and isn’t a fan of Amazon, UPS, FedEx, or other large delivery trucks. He greets visitors with kidney bean jumps (twisting his body into a “C” with excitement). He loves other dogs, especially puppies and small breeds.

Therapist On Call

Blue is the closest thing I have to a therapy dog. I’m grateful he’s at home when I return after a long, stressful day because he always seems to know exactly how to help me unwind. He loves, comforts, and stands guard over anyone who needs him. He enjoys sitting on the patio while I work and curling up in my office during video calls. If he could come to every showing with me, he absolutely would.

A New Leash on Real Estate

Blue has given me new insight into my clients who take great care to consider their animals’ needs during the home-buying process. Many of my clients consider their pets to be



family members, and I now fully appreciate how meaningful pet-specific considerations can be—things like yard size, fencing, walkability, and even the number of stairs an older pet may need to navigate. They may not be human, but they’re family, and I understand why so many clients factor their animals’ needs into the home they ultimately purchase.

Against the Odds

Blue came to us as the runt of the litter, and when he was just six months old, we discovered he had a genetic deformity in his femur. He needed orthopedic surgery that wasn’t available

in Hampton Roads, so my husband traveled with him to Raleigh for surgery at NC State and spent a week in a hotel while Blue recovered enough to come home. Once he was back, we had to keep a 6-month-old puppy essentially immobile for two months while his leg healed, which was every bit as challenging as it sounds. Needless to say, our start as first-time dog owners was a little rough, but the experience bonded us to Blue in a way I never expected. Now he’s our boy with the hockey-stick leg, a reminder of everything he overcame. He’ll always be a little extra special to us.

Biscuit



Amy Pierce
1st Class Real Estate Flagship

The Biscuit Files
Biscuit is a 1-year-old pit bull. He is loving, playful, friendly, and brings so much joy to my life. He'll do anything for treats, walks, and belly rubs.

Client Relations, Canine Division
Biscuit attends zoom meetings and loves riding along for showings.

Ride-or-Die
Biscuit is my emotional support animal, and I don't know how I ever lived without him before.

A Gift from God
Biscuit is a wonderful companion. Dogs are one of God's gift to people.

Lulu



Maureen Montealegre
Iron Valley Real Estate HR



Lazy Never Looked So Good
Lulu is a 5-year-old lazy, loyal labradoodle.

Zen Master
Lulu plays the emotional support role, often at my feet or at my side when I'm negotiating, prepping client newsletters, or staying fit.

Grace Under Pressure
Lulu has taught me not to worry; her calm personality doesn't allow for stress.

Love From the Laundry Room
The ones who support you and care for you might not always be seen (sometimes they're sleeping in the laundry being the opposite of a guard dog), but they are there.

Fiona, Teddy, Carver, & Scarlet



Allison Samson
Broadlight Realty



All on the Payroll
My dogs are very much part of the business, whether or not they were formally hired. Carver is my ride-or-die car buddy for showings and contractor meetings. Scarlet is my self-appointed lap assistant, making frequent cameos in video chats, contract overview videos, and client updates. Fiona heads my emotional support department, always nearby with snuggles when real estate gets stressful. Teddy visits the office every chance he gets, quietly convinced every business decision should include a quick game of ball. They may not be licensed, but they are absolutely on the team—and mostly paid in treats.

The Pack
Fiona, Teddy, Carver, and Scarlet are the four dogs who keep our home loud, loved, and very well supervised. Fiona is our 3-year-old goldendoodle and resident golden child. She is playful, snuggly, a little aloof, and completely devoted to her chicken toy. Teddy, our 3-year-old black-and-white cocker spaniel, is named after Ted Williams and lives up to it with his intense love of playing ball. Carver, our 2-year-old sheltie/collie mix, is all herding dog and loves directing the household, especially when I'm trying to work. Scarlet, our 1-year-old black-and-gray merle mini-poodle, is vocal, sassy, and fully convinced she is my assistant.

Continuing Education
My dogs have taught me that the best kind of loyalty is quiet, consistent, and usually waiting by the door. They remind me to show up, pay attention, listen closely, and love people well. Carver has taught me that people sometimes need gentle guidance. Scarlet has taught me that confidence comes in all sizes. Teddy reminds me that enthusiasm is contagious and that a break for fun can fix almost anything. Fiona has taught me that calm is a gift, especially when life feels stressful. Together, they've made me more patient, present, and loyal. They remind me that every client wants to feel safe, seen, and cared for and that sometimes

the greatest gift you can offer is simply showing up and staying steady.

Home Team
My dogs are woven into every part of my life, from early-morning coffee and late-night contract deadlines to stressful calls and celebratory dances. Fiona brings calm. Teddy brings joy. Carver brings direction, whether requested or not. Scarlet brings sparkle, sass, and plenty of unsolicited commentary. Together, they make our house louder, funnier, sweeter, and much more covered in dog hair. (Please reach out for vacuum recommendations and cleaning company referrals!) They remind me every day that home isn't just walls or square footage. Home is who runs to greet you, sits beside you when life feels heavy, and fills ordinary days with a little more love.



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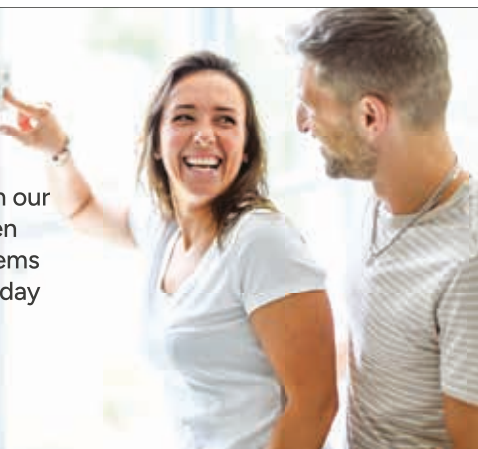


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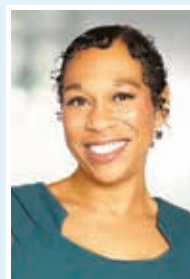
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Lane & Maddie

Kelsey Derby
RE/MAX Country to Coast



Golden Girls
Lane is a German short-haired pointer, and she is 16.5 years old. Her puppy, Maddie, is a German short-haired pointer/Lab mix, and she is 14 years old. I've raised both of these girls since they were puppies. Both breeds are known for their high energy and people-pleasing personalities. Without a doubt,

they love their people and still have energy, even in their golden years.

Welcome Committee
Nothing like coming home after a long day of work and being greeted at the door by your fur babies. They are my unofficial therapy dogs.

Love Big
My dogs have taught me how precious life is—spend your time doing what you love and enjoy it with the ones who matter most.

Karma & Gizmo

Property Pam
LPT Realty



Tiny Titans
Karma is an 8-year-old, 8-pound female short-haired chihuahua who can't control her lick. Adventurer. Escape artist. Instigator. Burrower. Princess. Strategist. Hater of thunder storms. Gizmo is a 9-year-old, 5-pound male long-haired chihuahua. Armchair piranha. Loverboy. Hilarious zoomies.

Security Detail
They definitely want attention during Zoom calls the most, and they make frequent appearances. Stranger danger alerts (even if they saw or

heard a leaf move outside) happen most frequently when I'm on a phone call or on an intense time deadline. They are Facebook famous and, thus, help with marketing. They ride along from time to time, and there is zero chance anyone gets near the car during those times—they are top-notch security systems. They are ever entertaining and unquestionably emotional support animals.

Little Lessons
Without a doubt, they have taught me unconditional love, understanding,

and patience. They have taught me the power of a side eye. They have taught me to see the value of a nap. Their loyalty and companionship over the years has been second to none.

Choose Rescue
Both of my fur babies are rescues, and we would love to remind everyone about the many sweet souls who need forever homes if you are considering getting a pet.

Kira, Kora, Loki, & Kylo

Laura McGuire
VA Realty Professionals



Roll Call
Kira is a 6-year-old German shepherd. She is my gentle ballerina, always there to let me hug her for as long as I want to. She loves toys, jumps up so gingerly, and hugs me every time I come home.

Kora is a 5-year-old German shepherd. She is rambunctious and gets away with everything because she's beautiful, super playful, and gentle with the little dogs.

Loki is a 4-year-old Shiba Inu. He is my little escape artist, and all my neighbors know him. He is my little prince who loves hugs and naps.

Kylo is a 2-year-old Yorkie. He is my ride-or-die, my purse puppy, my baby who wears clothes and hangs out 24/7, super relaxed and chill.

He reads the room and goes with whatever vibe we're currently doing.

Desk Duty & Road Dog
All the dogs stay in my office with me all day when I'm working from home, and they usually hide under my desk. Kylo comes to the office when I go in, goes on all the road trips back and forth to my team in Florida or my team in VA, and has VA Realty Professionals merch t-shirts.

Love Wins
Go with the flow and love humans no matter what. Dogs do it, and it works when people do it, too. Just love everyone.

Best. Coworkers. Ever.
They make the office and real estate life more enjoyable simply by being around. Get a dog if you don't have one already—I 10/10 recommend.

Diggs & Pearl

Cindy Caskey
BHHS RW Towne Realty



Brains & Beauty
My current pack includes Diggs and Pearl. Diggs is a 7-year-old Catahoula Louisiana leopard hunting dog. He's the Louisiana state dog. Catahoulas are the most intelligent breed I've ever known. He's my third. Diggs is the brains of the outfit. Pearl is a rescue from the Norfolk SPCA. When she wakes up and wants to eat and go outside, she smiles.

Love Leaves a Legacy
Recently, I had a client who wasn't well and didn't have a will, family, or kids, so she made her will with a senior estate planner. We discussed all options, and

she loved Pearl and decided to leave everything to the Norfolk SPCA. We recently presented a \$940,000 check in honor of my client—the largest individual donation in the history of their center. We love all animals at our home.

Property Patrol
My dogs go to inspections mainly. I have two vehicles, so the dog vehicle makes the rounds. They especially like foreclosures—lots of smells.

The Pack Pact
Forgive and forget.

Healing Hearts
Having dogs at home gives me great joy. Dogs have energy that is healing. Clients can be demanding. Dogs never are. My dogs are also guard dogs, weighing 125 and 100 pounds. I always feel protected.

Scout & Rain



James Griffin
United Atlantic Mortgage

Salty & Sweet
Scout (10) and Rain (5) are golden retrievers. Scout is one of the sweetest animals you will ever meet, but a scoundrel who will get into any mess he can find. He is an emotional support pup who during Covid would go around Virginia Beach and help bring a bit of normalcy to the world with his trademark Scout Squeeze Hug. Rain, his younger sister, is a rescue pup from the eastern shore who is full of energy. Our family refers to her as our sweet farm dog.

Office Regular
Scout, like most of our family's pups, is a regular at our offices. If you have ever met a United Atlantic company member at the office, you have likely run into one of the many pets.

Stay Golden
Golden retrievers teach you how to stay humble and enjoy the little things. Each day is a new day, and there is always something to smile and be happy about.

Iggy & Frankie



Amber Cuono
Iron Valley Real Estate Norfolk

Tiny Boss, Big Personality
Iggy is a 13-year-old chihuahua who runs the house. If she were a person, she'd definitely be in charge. Frankie, a 7-year-old Aussie mix, is the complete opposite. Goofball is his middle name. He is full of energy and mischief.

On the Payroll
Iggy runs a tight ship from her office throne (otherwise known as a pile of blankets), while Frankie believes every car ride is a client appointment. They attend Zoom calls, supervise paperwork, and specialize in emotional support during contract negotiations.

Life Lessons
My dogs have taught me to enjoy life. The little things and the sunny days are what it's all about.

Better Together
Iggy and Frankie couldn't be more opposite, which somehow makes

them the perfect team. Iggy is a tiny chihuahua with the confidence of a Fortune 500 CEO, while Frankie is equal parts loyal sidekick, office supervisor, and enthusiastic road-trip companion. They remind me every day not to take life—or business—too seriously.

Cielo



Katie Burke
Trilogy Group, Long & Foster Real Estate

Game On
Cielo is an 8-year-old German shepherd. If determination had four legs and a wagging tail, it would be Cielo. She's playful, energetic, and laser-focused on one thing: the ball. While most dogs enjoy a game of fetch, Cielo treats it like a full-time career. Rain or shine, morning or night, if a ball is involved, she's on the job.

Chief Motivation Officer
Cielo plays a bigger role in my business than most people realize. She reminds me every day why consistency matters. No matter what kind of day she's having, she's excited, loyal, and ready to give her best. I bring that same mindset to my clients and every transaction. Real estate can be fast-paced and demanding, but Cielo keeps me grounded, reminding me to enjoy the journey, celebrate the wins, and appreciate the relationships I build along the way. She represents the qualities that define my business: loyalty, determination, trust, and persistence. When clients work with me, they know I won't stop until the job

is done—just like Cielo won't stop until she finds that ball. She truly is the Chief Motivation Officer of Trilogy Group, keeping me focused, humble, and always chasing the next goal.

Chasing Excellence
Cielo has taught me that success comes from showing up every day with enthusiasm, determination, and a genuine love for what you do. No matter how many times I throw the ball, she chases it with the same excitement as the first. As a real estate professional, she reminds me to give every client, every showing, and every transaction my full energy and attention, whether it's my first deal of the year or my 50th. She has also taught me that obstacles, negotiations, and unexpected challenges are simply part of the journey. When Cielo wants that ball, she never gives up, and neither do I when helping my clients achieve their goals.

Love Without Limits
Cielo is much more than our family dog; she's a protector, a teacher, and one of

the most loyal souls I've ever known. My days are often filled with negotiations, deadlines, and helping families through some of life's biggest decisions. Coming home to Cielo reminds me what matters most: loyalty, patience, trust, and unconditional love. What makes this photo so special is the bond between Cielo and my daughter. From the moment she was born, Cielo appointed herself guardian and best friend. She patiently welcomes tiny hands, endless hugs, and quiet moments, always watching over her with a calm and gentle presence. As a mother and business owner, I've learned that success is about building trust and creating a safe place for people. Cielo demonstrates those qualities every day. She protects what she loves, remains loyal without question, and shows up consistently for her family. I strive to bring those same values to my clients and my business. This photograph captures friendship, trust, protection, and the kind of unconditional love that makes a house feel like home.



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Huck & Hazel

Madison Sherwood
Swell Realty Co.



Double the Fun

Huckleberry, better known as Huck, is a 7-year-old golden retriever who is the definition of a happy dog and a textbook golden. He’s loving, playful, eager to please, and always up for attention or an adventure. Huck has the sweetest personality, brings joy wherever he goes, and truly never meets a stranger. His sister, Hazel, is a 5-year-old Vizsla who is equal parts stoic and quirky. She’s adventurous, playful, and very much a Velcro dog who always wants to be by your side or cuddled under a blanket. With a strong natural hunting instinct, Hazel is happiest exploring the outdoors, but she also loves being close to her people.

Business Partners

My dogs are definitely part of the business. They’re always close by and are known to pop into Zoom calls, tag along for showings, or make an appearance in a fun photo or video for my real estate social media. They keep things fun and lighthearted.

Paws & Reset

My dogs have taught me to slow down, have fun, and appreciate the little moments. In a busy industry, they remind me to be present and patient and that sometimes the best thing you can do is take a walk, reset, and come back with a fresh perspective.

The Face of the Brand

If you know me, you know my dogs. They’re a huge part of who I am and, therefore, my brand. They’re always nearby, occasionally making appearances in my real estate content, joining me on adventures, and bringing plenty of joy (and entertainment) to everyday life. They’ve been by my side through long workdays, celebrations, and stressful moments. Huck and Hazel truly make every day better for me and everyone around them.

Bexar Lee Patton

Dan Patton
Prodigy Realty

10/10 Would Recommend

Bexar Lee Patton was born on 10/10, and he’s a perfect 10 in personality, too. He is lively, has handled multiple bank repos, attended a handful of closings, and worked on a few flips with me. He is nine pounds of awesome and enjoys chasing his ball all day long. He has his own tote bag for walks down the aisles of Marshalls or for tagging along to estate sales. He is a dachshund and loves to burrow. He wakes up around 6:00 a.m. and puts himself to bed around 8:00 p.m., often burrowing under the covers even if we’re still in the living room. He loves his new baby sister and lets her grab him while begging her to throw his ball. He loves car rides, hanging outside, sunbathing to stay warm, and showering our family with affection. He is the best dog I’ve ever had.

On the Job

Bexar has attended walk-throughs, new-construction showings, and Zoom calls with the team and coaches. He loves zipping around town visiting his favorite loan officers and closing offices.

Let’s Play Ball

He has so much energy that he literally spends all day chasing his ball and asking anyone nearby to throw it. You could say he has a slight addiction. Just the way we should be in sales—always asking for the opportunity to chase and catch the right home or help sellers get to the closing table.



Stealing Hearts (and Chick-fil-A)

I could go on and on. He is a lover who is always trying to give kisses. While small dogs are usually lap dogs or couch potatoes, Bexar loves to run and jump on everything. He hops into the truck with no problem, stands tall on

the recliner, jumps onto the table the minute we leave the house, and once found some leftover Chick-fil-A we forgot to put away. Yep, that happened—and it was all caught on the Ring camera. He’s cuteness, joy, and love all wrapped into one package.

Benji



Laura Blackwood SERHANT.

Benji's Bio

Benji, a 10-year-old Mexican mix, has the cutest personality. He provides so much love and peace to anyone around him. Some people say he has the soul of an old man, and he is the most well-behaved pet I could have ever asked for. He is obsessed with ear scratches and belly rubs and will go loco for tacos.

The Best Souvenir

My husband, Mike, and I found Benji on a trip to Mexico. Mike was in love the second he saw him and convinced me we should take him home. When we found him, he was ill, hungry, and scared. But after some trips to the vet, a little pampering, and some fancy dog food, Benji was a whole new dog, ready to explore and enjoy life again. Little did

we know how much he would complete our family.

Chief Wellness Officer

Benji loves sitting next to me during my consultations and also motivates me on days I don't feel like working out. I love making my follow-up phone calls during my morning walks with him, which helps reduce my anxiety. If you go to my Instagram page, you will find a few videos in which he makes a cameo; he's so good with the camera.

Believe it or not, I was not a dog person before. The minute Benji walked into my life, I instantly fell in love with him. He has taught me so much about love, compassion, and caring for others. He has helped me connect with all my dog-

owner clients; now I understand why they love their pets so much and why a fenced house is a #1 priority. My furry baby brings so much joy to my life and helps me relax during stressful weeks. The joy he brings into my life and the improvement he has provided for my mental health are immeasurable.

Tacos & Tenderness

Mike and I always joke that Benji never forgot his days on the streets of Mexico. Every time we have tacos for dinner, he instantly gets excited and begs for a bite. He's incredibly gentle with kids and loves when little ones come running over to pet him. He is so easy to love, and our friends and family adore him. I can't imagine my life without him.

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Lincoln

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Marketing Mascot
Lincoln is the star of our marketing signage and billboards.

Lead Like Lincoln
Lincoln has taught me that leadership isn’t always about control, strategy, or having the right answer. Sometimes it’s about consistency, patience, and simply showing up every day.

School Favorite
Lincoln grew up in an elementary school, where he helped staff and students start each day with a smile. He even earned a spot in the Providence Elementary yearbook.

Maddie

Misty Pritchett
Hampton Roads REALTORS® Association

A Whole Lot of Happy
Maddie is a 1-year-old Australian labradoodle. She is the sweetest dog, full of love and affection, and she has brought so much joy to our family.

CMO
Maddie plays a very important—and unofficially essential—role in my business as our Chief Morale Officer. She is a frequent office visitor who specializes in boosting team spirit, offering spontaneous breaks from the workday, and making sure no one takes themselves too seriously for too long. From home, she also insists on including herself in Zoom meetings, often appearing at just the right moment to remind everyone that productivity is

better with a little joy mixed in. Beyond her executive-level presence in meetings and hallway rounds, Maddie is a natural stress reliever whose energy helps reset the tone of the day and keep things grounded, positive, and a little more fun.

The Maddie Mindset
Maddie has quietly taught me to be a better human and a better businesswoman through the way she shows up every day with consistency, joy, and an ability to reset the tone of a room in an instant. She reminds me to slow down when things get hectic, to find value in small moments, and to approach challenges with patience instead of pressure. Her presence has strengthened my perspective on



balance, empathy, and the importance of creating space for positivity in both life and leadership.

Boat Days & Bonding
Off duty, she is just as joyful, absolutely adorable, happiest on boat rides, and fully committed to cuddle time, which perfectly reflects the same warmth she brings into every part of my day.

Ferris & Kili

Kathy Hershy
The Real Estate Group



Dream Team
Our dogs are Ferris (Bueller), the cowboy cattle dog, and Kili, the chusky (chihuahua husky).

Out in the Field
Our doggies attend events with clients, sometimes come for studio time at the office, and help us shop for real estate/home repair and improvement needs at Home Depot and Lowe’s.

The Best Example
As with most members of the “Fur-Fam,” they continue to teach unconditional love by example, which helps in every aspect in life, I believe.

Kindness Closes Deals
Our dogs care about us, others, and each other. They don’t have to be able to speak it; they communicate it with their actions and behaviors. If we care for our

clients, our industry partners, and all affected by the entire transaction in the same way, we can create a harmonious closing where everyone feels a sense of success at the end of the day.

Sonny

Shelly Taylor
Shel’s Home Team
brokered by REAL



Worth the Drive
Sonny is a goldendoodle I got during COVID. A friend was driving to Missouri to pick up a puppy for a couple in Virginia Beach, and I tagged along for the road trip. When I met the last puppy left in the litter, I couldn’t resist bringing Sonny home. He’s been my sweetie ever since. Sonny is the ultimate Velcro dog and would crawl under my skin if I’d let him. He sleeps beside me every night.

Mohawk Mode & Side-Eye Specialist
Sonny comes to the office with me and is a regular on my Zoom calls, always brightening everyone’s day. He’s currently sporting a mohawk because he’s in his rebellious teenage years. He also has a signature side-eye whenever I ask him to do something. His two favorite places are his personal chair and the bed in my home office—unless he gets to take a walk on Chic’s Beach.

Canine Commitment
Sonny has taught me the value of commitment and consistency. He’s always there, no matter what, and his loyalty never wavers. He’s patient but loves attention and will do just about anything to get it. He’s also my built-in security system, faithfully alerting me whenever someone comes to the door. But his greatest passion is chasing a ball on the beach, retrieving and bringing it back every time.

The Honorable
Joseph Starr
of Brighton, Protector of the Snacks

Erin O’Brien
OWN Real Estate

PHOTOS BY MISTY SAVES THE DAY

All Rise!
The Honorable Joseph Starr of Brighton, Protector of the Snacks (though he prefers Joe or Judge Joe) is a golden mountain dog (50% golden retriever, 50% Bernese mountain dog), born November 16, 2025. Joe has fully embraced the title. He is equal parts adventure buddy, office assistant, networking companion, and professional treat inspector.

Working Like a Dog
Joe is my constant sidekick and goes just about everywhere with me. He rides shotgun to appointments, joins me on errands, hangs out in my office while I work, and has become a regular feature on my social media. He loves people and never turns down pets, belly rubs, or the chance to give a few puppy kisses. He’s surprisingly laid-back for a puppy and has never met a stranger. Whether he’s meeting clients or relaxing at home, Joe is happiest when he’s with his people and soaking up all the attention he can get.

Chief Happiness Officer
He’s also an excellent greeter and a great reminder to get outside, take a walk, and not take life quite so seriously. I joke that he’s my Chief Happiness Officer, but honestly, that’s pretty accurate.

The Present Is a Gift
Joe has taught me to be present. In real estate, it’s easy to focus on the next appointment, the next deadline, or the next problem to solve. Joe doesn’t care about any of that. He’s excited for a

walk, a car ride, a new friend, or simply sitting together at the end of the day. Watching the world through his eyes has reminded me to slow down and appreciate the small moments instead of always rushing to the next thing. He’s also a daily reminder that kindness matters. He approaches every person with curiosity, enthusiasm, and zero judgment. As professionals, we spend a lot of time building relationships. Joe reminds me that the best relationships often start with making people feel seen, welcomed, and appreciated. He also reminds me that naps are a good thing and that I probably need to drink more water.

The People’s Pup
Joe may only be a puppy, but he’s already become a bit of a local celebrity among my friends, family, clients,

and social media followers. People regularly ask about him before they ask about me. One of the things I love most about Joe is how he brings people together. Strangers stop to meet him, conversations start instantly, and he has a way of making everyone’s day a little brighter. In a profession built on relationships, that’s a pretty special gift. And if there’s a charcuterie board nearby, Joe somehow always knows.



Leo | **Liz Copeland**
CrossCountry Mortgage

Home Office Hero
Meet Leo—my 5-year-old pug, bestie, sidekick, and most loyal coworker. Leo has mastered the art of working from home. Every day, he faithfully joins me for buyer consults, pre-approvals, loan structuring, and rate locks from the comfort of his favorite nap spot beside my desk. He’s the sweetest little guy with the biggest heart and never misses an opportunity to make people smile. You may have even spotted him in a few of my social media market updates. Leo loves the spotlight—but only when rates are headed down. When they’re headed up? Suddenly, he’s unavailable for comment. Life is better with a pug by your side, and I’m lucky to call this little guy my best friend.

Calm in the Chaos
Leo has brought a sense of calm and peace into my life. On the hard days, I look into those little soulful eyes and know everything will work out. He’s also taught me the importance of being present. Dogs don’t worry about yesterday or stress about tomorrow; they enjoy the moment they’re in. As a mortgage lender, it’s easy to get caught up in deadlines, contracts, and the next thing on the to-do list, but Leo reminds me to slow down, appreciate the people around me, and find joy in the little things. Most of all, he’s taught me that kindness, loyalty, and consistency matter. Whether in business, friendships, or family, those qualities build trust, and trust is at the heart of everything I do.

Life Is Better With Leo
One thing I’d love people to know about Leo is that he’s much more than a pet; he’s family. Whether I’m celebrating a big win, navigating a challenging day, or simply working through another

busy week helping families achieve homeownership, Leo is always right there beside me. He has an incredible way of bringing joy, perspective, and unconditional love into every day. In a world that’s constantly moving, Leo

reminds me to slow down, appreciate the moment, and focus on what truly matters. He may only be a small pug, but the impact he’s had on my life has been anything but small. I’m grateful every day that I get to be his mom.



Maggie



Beach Babe
Maggie is a 5-year-old Cavapoo. She is a little love bug. Loves to give kisses and run zoomies on the beach.

Paws on the Payroll
Maggie is definitely part of our real estate team. She has her own chair at my desk. When she was a baby, she would lie on my desk next to my computer while I work. She knows when the day is over and I close my computer, as she gets to go on her walk and run her zoomies on the beach. She loves riding to appointments with me and has her own seat. Maggie makes my work day easier by being by my side.

Lisa Sinibaldi
Swell Real Estate

Stay the Course
Real estate can be a tough business with its ups and downs, and Maggie is great at reminding me that life is good no matter what stage you are in. She has taught me how important it is to be consistent.

Empty Nest, Full Heart
Being an empty-nester, Maggie sure has filled the void of not having my kids running around anymore. Plus, she is super cute.

Gray

Lisa Wilberger
Long & Foster



A Lot of Adorable
Gray may be 12 years old, but he still has plenty of spunk. Adopted as a rescue at just 8 weeks old after being transported from the Mexican border to Northern Virginia, he's a lovable mystery in terms of his breed. I just say he's a lot of adorable.

Gray loves long walks, cuddles, and simply enjoying life with his favorite people. As the self-appointed office supervisor, he's always nearby, offering quiet companionship and a calming presence throughout the workday. His greatest lesson is also his simplest: love unconditionally.

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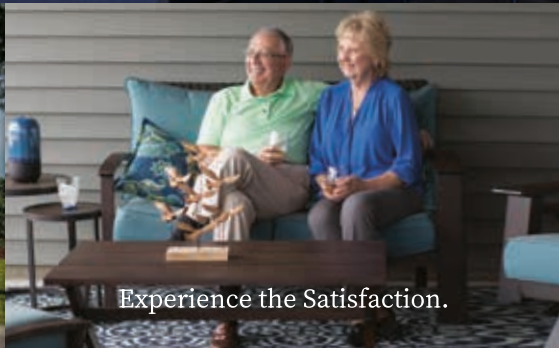
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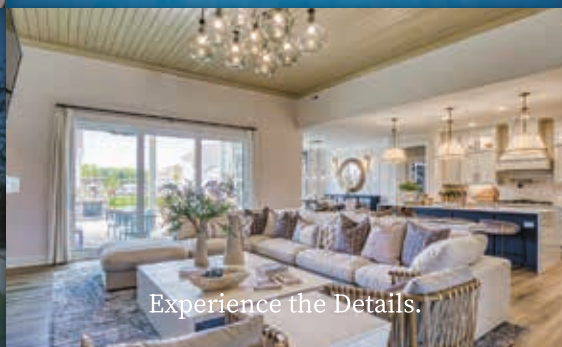
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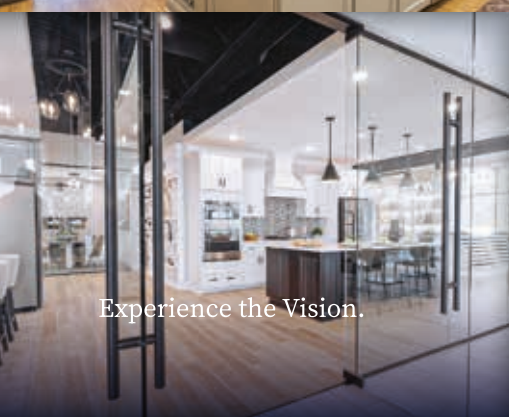
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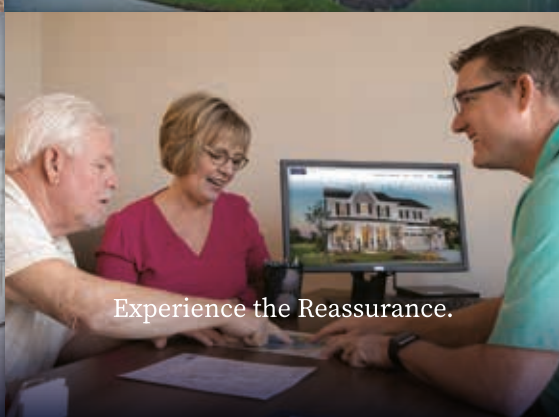
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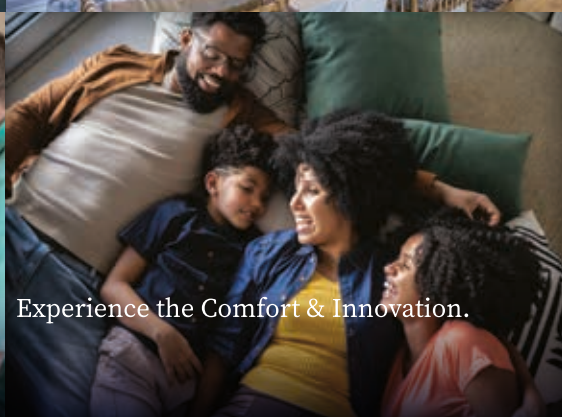
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Creeside Reserve SUFFOLK, VA

Creeside Reserve is a welcoming community where everyday life feels a little brighter. Located within Suffolk, this thoughtfully designed neighborhood brings together scenic surroundings, southern charm, and everyday convenience.



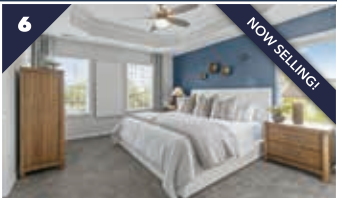
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Derby Days Event Recap

Roadie Steals the Show at Derby Days

There are plenty of ways to celebrate summer in Hampton Roads, but this year's Real Producers Derby Days event may have featured the most unique guest we've ever welcomed.

His name is RoadTrip, affectionately known as "Roadie." The handsome Thoroughbred/Quarter Horse gelding spent the afternoon charming guests, posing for photos, and proving that sometimes the Dog Days of Summer can arrive on four hooves instead of four paws.

Roadie comes with an impressive pedigree. His great-grandfather is none other than Secretariat, the legendary Triple Crown winner whose records still stand after more than 50 years. But unlike his famous ancestor, Roadie isn't concerned with racing records or speed. His specialties include making new friends, posing for pictures, accepting treats,

and enthusiastically licking unsuspecting guests.

That's right, Roadie has developed a reputation for behaving more like a Labrador retriever than a horse. Visitors quickly learned that if they stood close enough for a photo, they might receive an unexpected horse kiss. Roadie's affectionate personality and playful antics made him an instant crowd favorite, drawing smiles and laughter throughout the event.

Adding even more authenticity to the Derby Day experience was Annabelle Johnson, Roadie's very own human and accomplished young equestrian. Annabelle arrived dressed as a jockey and spent the afternoon introducing guests to her beloved horse while sharing her passion for riding.

At just 11 years old, Annabelle has already compiled an impressive list

of accomplishments. She was named the 2024 Virginia State 4-H Grand Champion in Pleasure Pony and followed that achievement in 2025 by earning Reserve Champion honors in the North Carolina Show Series Pony Hunter division and Grand Champion in the Virginia Show Series for jumping 2'3".

Together, Annabelle and Roadie created one of the most memorable experiences of the day.

Of course, Derby Days was about much more than horses. It was an opportunity for Hampton Roads' top real estate professionals and Real Producers vetted preferred partners to gather, connect, celebrate relationships, and enjoy an afternoon of fun in a relaxed setting. From Derby attire and golf cart rides to great conversations, food, drinks, and networking, the event once again demonstrated the strength and camaraderie that make the Hampton

Roads real estate community so special.

A heartfelt thank you goes out to the following incredible sponsors who helped make Derby Days possible:

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- **Hannah Johnson, Delightful Deliveries,** and proud owner of Roadie
- **Catherine's Catering** for consistently delivering exceptional light bites for our event
- **Level Up Visual Media** for the outstanding photography and event video recap

As we celebrate the Dog Days of Summer, we realize that sometimes the best memories come from the most unexpected event guests, like a horse who sometimes thinks he's a dog.

Thank you to everyone who attended, sponsored, and helped make Derby Days another unforgettable Real Producers experience. We can't wait to see you at the next event later this month.

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Hampton Roads REALTORS® Association & Virginia Peninsula REALTORS® Approve Historic Merger



In a landmark decision that will strengthen the voice of REALTORS® across the region, the memberships of both the Hampton Roads REALTORS® Association (HRRRA) and Virginia Peninsula REALTORS® (VPAR) have voted overwhelmingly in favor of merging their organizations.

The strategic partnership represents a significant step forward in creating a stronger, more unified regional association that will provide enhanced value to members through increased operational efficiencies, expanded educational opportunities, and a more powerful collective voice on issues impacting the real estate industry. By combining resources and expertise, the new organization will be better positioned to deliver unparalleled housing advocacy at the local, state, and federal levels while continuing to provide exceptional member services.

The merged association will be led by current HRRRA President Phil Kazmierczak, who emphasized the collaborative effort that made this milestone possible. “This partnership has been



in the works for nearly 18 months, and I would like to extend my sincere gratitude to VPAR President Shavonne Miles and the five dedicated workgroups that invested countless hours to make this vision a reality,” says Kazmierczak. “I would also like to recognize Immediate Past Presidents Jay Mitchell of HRRRA and David Mohajerin of VPAR for laying the foundation and framework for this strategic partnership. Additionally, HRRRA CEO Dr. Dawn Kennedy, who will continue as the CEO of the merged organization, and her

staff were instrumental in providing support. All of their leadership and commitment helped create the path forward for what will become a stronger, more influential association serving REALTORS® throughout our region.”

The merger marks the beginning of an exciting new chapter for REALTORS® across Hampton Roads and the Virginia Peninsula, creating a unified organization focused on professional excellence, member success, and advancing homeownership opportunities throughout the communities it serves.

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