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Hello August, Hustle & Heart!

August is that sweet spot of summer — a season of momentum, creativity, and gratitude. It's where the year's efforts begin to take shape, and where we see the results of our collective hard work come to life.

At Real Producers, we're inspired by the hustle and heart that define our community. Every story we feature and every connection we foster is proof that success means more when it's built on relationships. This month, we celebrate the dedication, perseverance, and passion that continue to drive this community forward.

As summer begins to wind down, we're already looking ahead with excitement to the fall and our upcoming **Gala in November**. These events are always a wonderful opportunity to come

together, celebrate accomplishments, strengthen relationships, and create new memories with fellow top professionals. We can't wait to see everyone there and share another incredible experience as a community.

The second half of the year always seems to move a little faster, making it even more important to stay connected, stay intentional, and continue investing in the relationships that matter most.

Let's carry this reminder through the final days of summer:

"Hard work pays off, but heart makes it meaningful."

Here's to finishing strong, embracing the season ahead, and continuing to build a community rooted in connection and purpose.



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Red

Worsham

BY AMELIA ROSEWOOD
PHOTO BY PHILIP ANDREWS

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“I have over 20 years of hands-on experience in construction. That is something you cannot replace.”

For Red Worsham, the path forward became clear the moment life asked him to slow down.

It was not a business plan or a strategic pivot that sparked the shift. It was something far more personal. When Red learned he was going to become a father, everything came into focus. Time, priorities, and purpose all took on new meaning. He did not just want to build a career. He wanted to build a life that allowed him to be present. That decision set the foundation for what would eventually become Worsham Inspections of Virginia.

“I decided it was time to make a change so I could spend more time with my daughter,” Red shares. That choice, rooted in family, still shapes how he approaches both business and life today.

Built from the Ground Up
Red’s story in the housing industry did not begin in inspections. It began with hands-on work, long before he ever stepped into a client’s home with a checklist.

Growing up in Powhatan, Virginia, Red built his career through experience rather than theory. He spent years as a contractor, constructing homes from the ground up and later specializing in fire and water restoration. That foundation gave him something that cannot be taught in a classroom: a deep, intuitive understanding of how homes are built, how they fail, and how they can be repaired.

After working with Burgess Inspections, Red gained exposure to the inspection side of the business. Still, he saw an opportunity to



do things differently. In November 2021, he took that leap and launched Worsham Inspections of Virginia.

Today, his work reflects both his technical knowledge and his personality. Fun, friendly, and energetic by nature, Red brings an approachable presence into what can often be a stressful process for buyers and sellers.

More Than an Inspection
At its core, Worsham Inspections of Virginia is about clarity and confidence. Red's mission is simple but powerful: to help clients understand their homes and walk away with peace of mind. His company's tagline says it plainly, but his work brings it to life.

"Helping buyers and sellers learn more about their home and showing them that pretty much anything can be repaired," he explains, is what makes the work meaningful.

Serving RVA and the surrounding areas, Red offers reasonably priced inspections that include thermal imaging at no additional cost. It is one of several ways he ensures clients receive more value than they expect. For agents, that translates into smoother transactions and better-informed clients.

"I will share my knowledge with you to give you the peace of mind you deserve," Red says. "We all have the same goal, to

ensure the client is happy with their new home."

Experience That Makes the Difference

In a field where many are entering without hands-on construction backgrounds, Red's experience stands apart. "I have over 20 years of hands-on experience in construction," he explains. "That is something you cannot replace."

That depth of knowledge allows him to go beyond surface-level observations. He understands not just what is happening within a home, but why it is happening and how it can be fixed. For agents and clients alike, that insight brings a level of reassurance that is hard to find.

Just as important is the way he delivers that information. Red believes in treating every client and agent with respect and dignity, approaching each inspection as a shared effort rather than a transaction. "Always be kind and patient," he says. It is a simple philosophy, but one that has quietly become a cornerstone of his business.

A Small Team with a Strong Foundation

Behind the scenes, Worsham Inspections of Virginia is very much a family operation. Red works alongside his fiancée, Heather, who handles scheduling, marketing, and the day-to-day coordination that keeps the business running smoothly. The two

have been together for 24 years, and their partnership extends seamlessly from home into the business.

Heather brings a unique background that includes criminal justice, real estate administration, and education. Her experience, combined with her natural organization and attention to detail, plays a vital role in shaping the client experience.

"I get to work with my family," Heather shares. "Every day is a new adventure, and I love every second of it." Together, they have built something that feels both professional and personal. Every client interaction carries that same sense of care and intention.

One of Red's biggest challenges moving forward is finding additional inspectors who align with that same standard. He is not simply looking to grow. He is looking to grow the right way, with people who share his work ethic and commitment to quality.

Life Beyond the Job

If there is one place where Red's passion shows just as strongly as it does in his work, it is at the rink. His daughter, Bella, is a competitive figure skater who competes on both ice and roller skates at national and world levels. Recently, she represented the United States at an international competition in Florida, finishing sixth overall and earning the highest placement among U.S. competitors in her division. For Red, those moments matter deeply.

Whether it is traveling across the country for competitions, camping as a family, or simply spending time together, those experiences are at the heart of everything he does. His work was built to support this life, not replace it.

Outside of family time, Red finds his own outlet in enduro dirt biking, where he enjoys pushing himself and spending time outdoors with friends. He also has a love for working on old motorcycles and cars, something he would likely pursue full-time if he ever stepped away from inspections.

At home, life is just as lively. The family shares their space with an entire crew of animals, including their



dog Libby, cats Freddie and Lily, a bunny named Fluffy, four goats, and two ducks. Big Boy, one of the ducks, has earned a special place as Red's personal favorite. It is a life that feels full, grounded, and deeply connected.

Looking Ahead

As Worsham Inspections of Virginia continues to grow, Red's vision remains steady. In the coming years, he hopes to expand the business by hiring and training additional inspectors who share his values and approach. Growth, for him, is not just about scale. It is about preserving the quality and integrity that define the company.

At the same time, his focus remains on what has always mattered most: people.

"I strive to do my best always," he says. That

mindset, combined with his experience and genuine care for others, continues to set the tone for everything he builds. ▀

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"I will share my knowledge with you to give you the peace of mind you deserve."

CLARITY, CONFIDENCE, & CONSISTENCY

MATTHEW HENRY

BY GEORGE PAUL THOMAS
PHOTOS BY PHILIP ANDREWS

There is a kind of confidence that does not come from bold promises or flashy marketing. It comes from consistency. Doing the right thing day after day, even when no one is watching. Matthew Henry carries that kind of confidence.

As Team Leader of the Henry Team Real Estate with Keller Williams Metro Center in Midlothian, Virginia, Matthew has built a reputation through steady service, thoughtful guidance, and genuine care for the people he represents. Clients often describe him as calm, approachable, and clear in his communication, someone who helps them navigate important decisions without pressure.

"I approach real estate as a trusted advisor," Matthew says. "I would rather help someone make the right decision, even if that means waiting, than push a transaction." That philosophy helped his team close 46 transactions totaling more than \$21 million in volume last year while continuing to grow primarily through repeat clients and referrals.

Small-Town Values That Still Lead
Matthew's story begins in Ocala, Florida, a community that still carries the mindset of hard work, integrity, and strong relationships. Those early lessons remain central to how he operates today.

His education reflects both formal study and ongoing learning. Matthew completed college coursework and earned several professional certifications. He has also completed certifications as a lead trainer for sales negotiations while working with Xfinity Home services. His awareness of profit extraction gained him notable attention from the Chrysler-based company as he improved their factories processes and dramatically boosted their profit/loss ratios while mastering leadership. He has taken this energy and focused it all on his Real Estate business.

In addition, he completed advanced instructional training through a college teaching program. That experience strengthened his ability to communicate clearly and teach complex ideas in

practical ways. "Education creates confidence," he explains. "When people understand the process, they make better decisions."

From Sales to Service

Before entering real estate, Matthew built a successful career with Xfinity, where he advanced into a sales leadership and training role for the Richmond market.

That experience taught him how to build trust, communicate clearly, and lead others through coaching and accountability. When he entered real estate full-time in 2016, those same skills became foundational to how he serves clients today.

For Matthew, the career shift felt less like a change in profession and more like a calling. "Real estate allows me to combine faith, service, and practical guidance," he says. "Helping families

move forward with clarity and peace is incredibly meaningful."

Leading with Clarity

Matthew's business philosophy is built on preparation, communication, and honest guidance. Rather than focusing solely on closing transactions, he emphasizes helping clients understand their options and make decisions aligned with their long-term goals. "The most fulfilling part of this work is helping people move from feeling overwhelmed to feeling confident," he says.

As the leader of Henry Team Real Estate, he has developed a team structure designed to support that experience. His wife, Lucy Henry, serves as Chief Operating Officer and oversees operations, marketing, and workflow systems. With a background in computer science, she brings strong analytical and systems thinking to the team.



The team also includes Realtors Chris Render, Jennifer Render, and Chris Langley, who assist buyers and sellers throughout Central Virginia. Together, the group focuses on creating a smooth client experience built on strong communication and follow-through.

In 2024, the team was honored by Keller Williams with both Gold Production and Double Gold Production awards, recognition Matthew sees as milestones rather than the finish line. In 2025 Matthew received 5 more awards for Platinum sales closing and a many others. Also helping his team members to achieve their own awards and raising the ceiling of their potential.

Family at the Center

While his business continues to grow, Matthew's greatest priorities remain close to home. Family sits firmly at the center of his life. He and his wife are raising four children: a 28-year-old son, a 22-year-old daughter, and two teenage sons, ages nineteen and eighteen. The family recently welcomed a one-year-old granddaughter, bringing a new layer of joy to their lives. Their household also includes two beloved dogs, Coco, a Havapoo, and Gracie, a Standard Poodle.

Despite busy schedules, Matthew prioritizes simple time together. Family meals, games, and meaningful conversations are traditions they intentionally protect.

Outside of real estate, he enjoys woodworking, swimming, and spending one-on-one time with his children. Those quieter activities help him stay balanced and grounded. Matthew is also deeply involved in his faith community. He serves as a team leader at Destiny Church in Chester, Virginia, where he mentors and supports others. Through both his business and personal life, he believes success carries a responsibility to give back.

Looking Ahead

Looking to the future, Matthew hopes to continue building a values-driven real estate business while mentoring others within the industry and beyond it.



He also hopes to support projects that improve community living in developing nations, including helping fund clean water initiatives and well-building efforts.

Yet even with ambitious goals, his philosophy remains simple. "Focus on becoming trusted, not flashy," he

says. "Do the right thing when no one's watching. Build relationships before volume."

At the core of it all is a belief Matthew Henry carries with him daily: "A candle loses nothing by lighting another candle." ❖

“Focus on becoming **trusted,** not flashy.”





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Sarah ELLIS-HUFFMAN

BY GEORGE PAUL THOMAS
PHOTOS BY KARI ALTIZER

Your
Certified
Hype
Girl

On any given weekend, you might find Sarah Ellis-Huffman kayaking along the James River, watercolor painting seashells, cheering at her son's soccer game, or riding a motorcycle down Route 6. She might also be rewatching a Studio Ghibli film with her kids, singing a Rascal Flatts song, or sketching out renovation ideas for a distressed property that most people would drive right past.

Dorky in front of a camera, confident in her convictions, and proudly quirky, Sarah is not the stereotypical Realtor she once saw in movies. In fact, she laughs at the irony.

"When I was a kid, I always thought Realtors were kind of slimy," she admits. "I never wanted to be a salesperson."

And yet today, as a Realtor with eXp Realty and part of the River City Real Estate team in Glen Allen, Virginia, she has built a reputation rooted in empathy, resilience, and unwavering belief in others.

Country Roots, Creative Spirit

Sarah grew up in Rockville, Virginia, surrounded by cornfields and open skies, a country upbringing just minutes from the city. Now living in Goochland with her husband, Rex, and their two children, Cordell and Skylar, she treasures family most. She and Rex have been together since they were seventeen.

Her path was not always easy. Sarah speaks openly about growing up in a traumatic environment with a bi-polar mom with alcoholic dependency and without a strong role model. That

season forged her resilience and forced her to choose who she wanted to become.

That courage followed her through community college, where she earned an associate's degree in computer science, through freelance web design work across the country, and later through completing her bachelor's degree in business from Liberty University, all while working full-time and raising a family.

From Banking to Building Something Bigger

Before becoming a licensed agent, Sarah wore many hats. Waitress. Retail associate. Tractor Supply employee. Banker. Inside sales agent.

Her time in banking became a defining chapter. Surrounded by strong women mentors, she learned the power of empathy. Customers came in overwhelmed by what might seem like small issues to



"I will be
your biggest
cheerleader.
If you tell me
what your dream
is, I'm going to
believe in it."



others. Listening, slowing down, and showing care could change someone's entire day. "That mindset shaped me," she explains. "Sometimes you do need to go out of your way just to make someone feel loved."

In 2019, she stepped into real estate as an inside sales agent, later becoming an inside sales manager. For two years, she nurtured leads, matched clients with agents, and listened to countless life stories. She watched agents struggle and succeed. She saw investors build wealth. That's when it clicked, and in 2021, she stepped fully into sales.

The Hype Girl with a Strategy

Sarah calls herself a hype woman, and she means it. "I will be your biggest cheerleader," she says. "If you tell me what your dream is, I'm going to believe in it."

That belief extends to first-time buyers, seasoned investors, and especially women. Sarah is a passionate advocate for women who may not yet see their full potential. Her listening skills set her apart. If a goal feels ambitious, she does not dismiss it. She breaks it down. She maps it out. She reminds her clients that it is possible, even if it requires a few extra hoops.

Last year, she intentionally slowed down, closing five transactions while building her renovation business and focusing on personal growth. This year, she projects twenty-four homes, primarily listings. She has been named Referred Realtor of the Year two years in a row, a testament to the strength of her relationships.

Beyond sales, Sarah is an investor and renovation entrepreneur. She lights up when talking about distressed properties with "haunted vibes" that need tender loving care. Transforming them, redesigning them, selling them, and watching the right family walk through the door is deeply fulfilling.

Life in Full Color

Outside of work, Sarah is a sports mom through and through. A former high school basketball MVP, she now cheers from the sidelines and recently joined a women's soccer league herself. She prefers competition over treadmills.

She and her family love water in all forms. The river. The lake. The beach.

"I truly believe I was a mermaid in another life," she says with a grin.

At home, three dogs keep things lively. Chloe Cakes, the sweet black Lab. Harley,

the sassy Maltese shadow. And Maverick, the fluffy German Shepherd puppy.

She also coordinates quarterly charity events for her team, partnering with organizations like Habitat for Humanity and the SPCA, and planning school reading initiatives. Giving back is non-negotiable.

Not All Who Wander Are Lost

One of Sarah's favorite quotes is, "Not all those who wander are lost." It speaks to her journey, nonlinear and full of exploration.

She believes there is no such thing as failure in real estate, only seasons. "Just because you have one bad year or take a pause doesn't mean you're done," she says. "It's always worth the risk."

In the next five to ten years, she hopes to grow her renovation business into something tangible and lasting, something she can one day pass down to her children. Maybe even designing hotel lobbies and commercial spaces.

Sarah Ellis-Huffman is not just selling homes. She is building courage, community, and confidence. And if you ever forget how capable you are, she will be the first to remind you. ❖

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HOPE GEORGE

COMING FULL CIRCLE

BY AMELIA ROSEWOOD
PHOTOS BY PHILIP ANDREWS

Some careers move in straight lines. Others evolve, expand, and eventually return to where they began. For Hope George, the journey has come full circle.

Long before she became one of the top-producing agents in her market, Hope was an educator. She spent years in classrooms and leadership roles, helping others understand complex ideas and grow into their potential. Today, after building a thriving real estate business, she finds herself returning to that same calling in a new way. This time, her classroom extends far beyond four walls.

“Education has always been at the center of who I am,” Hope shares. “Now that I’ve experienced what it takes to become a top producer, I feel a responsibility to help others get there too.”

A broker and Team Leader with Real Broker, Hope closed 47 transactions totaling over \$26.6 million in 2025 and is projecting \$28 million in total transaction volume for 2026. She has earned recognition as a Real Producers Top 50 Agent and has been the top agent for two consecutive years in both Woodlake and Foxfire based on total sales volume.

She also serves on the Agent Advisory Board for One Real Mortgage, an innovative lending company that allows agents from any brokerage to participate in the mortgage process and create an additional income stream while helping clients experience a more seamless home buying journey. For Hope, the opportunity aligns perfectly with her passion for finding creative ways to help agents build stronger, more sustainable businesses.

Yet for Hope, success has never been defined by numbers alone. It is driven by curiosity, discipline, and the pursuit of mastery.

“Real estate keeps score,” she says with a smile. “We celebrate production, rankings, and results, but what excites me is the challenge. I love building systems, testing new ideas, solving problems, and figuring out what actually works. As soon as I accomplish one goal, I’m already looking for the next mountain to climb.”

From the Classroom to Leadership

Hope’s story begins in Colonial Heights, Virginia, where education shaped her early path. She attended the University of Cincinnati on a musical theater scholarship before ultimately shifting her focus to education, a decision that would define the foundation of her career.

Her academic journey reflects both ambition and intention. She earned an associate’s degree from Richard Bland College, a bachelor’s degree in English from the College of William and Mary, a master’s degree in Educational Administration and Leadership from The George Washington University, and a doctorate in Education in Educational Leadership and Policy Studies, also from GWU.

Professionally, she began as a high school English and drama teacher before stepping into leadership roles as a middle school principal in both Dinwiddie County and Henrico County.

During her time in education, Hope also launched Total Tutors, an educational services company that introduced her to entrepreneurship and systems-building. It was her first experience creating something scalable, structured, and impactful outside of the traditional school system.

“My background in education shaped how I approach everything,” she explains. “You learn how to break things down, build systems, and meet people where they are. That translates directly into real estate.”

A Strategic Shift into Real Estate

Hope’s entry into real estate was not immediate, but it was intentional.

During the Great Recession, she and her husband, Wayne, began purchasing distressed properties in Chesterfield County and converting them into long-term rentals. What began as a financial strategy soon became something more. It revealed the long-term potential of real estate and sparked a deeper interest in the industry.

At the same time, life required flexibility. Hope and Wayne became full-time caregivers for her mother for 8 years while also raising their children, David and Morgan. Supporting their son, David, through important developmental years was a special focus as he navigated his teen years as an individual on the Autism spectrum.



Real estate offered a unique solution. It provided both flexibility and the opportunity to build something meaningful.

In 2017, after friends began seeking her advice on selling their homes, Hope decided to become licensed. The strategies she shared were already producing results, and stepping into the profession allowed her to expand that impact.

What she found was a natural alignment.

“Real estate is one of the most complex businesses you can be in,” she explains. “It requires communication, strategy, data, psychology, and problem-solving. That combination just clicked for me.”

Building Through Systems and Strategy

From the beginning, Hope approached real estate differently. She built her business with the mindset of both an educator and a strategist.

A key differentiator has been her use of digital marketing and video to educate clients throughout the process. She developed virtual courses that guide buyers and sellers step by step, empowering them with knowledge before they ever begin a transaction.

“I believe an educated client is a confident client,” she says.

Her doctoral background also plays an important role. With advanced training in statistical analysis, Hope applies a data-driven approach to pricing homes, helping clients position themselves strategically in an ever-changing market.

Behind the scenes, every aspect of her business has been intentionally systemized. Marketing, client communication, pricing strategies, and operations are all built around repeatable processes that create consistency, efficiency, and an exceptional client experience.

Over time, those systems evolved into the MarketShare Method, Hope’s proprietary business framework designed to help agents build profitable, repeatable businesses. Rather than relying on guesswork or chasing the latest trend, the curriculum provides a clear roadmap built from the same

strategies, systems, and marketing approaches she used to become a top-producing agent.

What began as systems for her own business has become a framework that can now be taught to others.

Coming Full Circle

After years of building, refining, and mastering her craft, Hope feels a renewed pull toward teaching. Not in the traditional sense, but in a way that blends her experience in education with her success in real estate.

“I started realizing that I wasn’t just building a business,” she reflects. “I was building something that could be taught.”

Today, Hope is building both a local team and a national network of agents who want access to her systems, strategies, and mentorship through the MarketShare Method. Her passion for coaching comes from personal experience. Throughout her own career, she intentionally invested in coaching and mentorship because she understood the value of learning from those who had already achieved the results she wanted.

“Coaching compresses time,” Hope says. “Instead of spending years figuring everything out through trial and error, an agent can learn a proven pathway to reach their goals faster with the help of a great mentor.”

Now, Hope sees mentoring as her opportunity to provide that same advantage to other agents, helping them build businesses that are both profitable and sustainable.

“My friends laugh because as soon as I reach one goal, I start looking for the next challenge,” she says. “I’m a builder. I love creating something meaningful and watching it grow.”

For Hope, the journey has come full circle.

What began in the classroom has evolved into something much bigger. And now, with experience, perspective, and proven success behind her, she is stepping into her next chapter.

This time, her classroom has no limits.



JUNE MAGAZINE PARTY

JUNE 11, 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 Pizza & Beer of Richmond in Richmond, the event welcomed featured agents, future features, and valued partners into an intimate setting designed for genuine conversation and celebration. Features were honored, 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, **SS Electrical Solutions, Classic Granite & Marble, The Junkluggers, and Better Floors** whose generous support helped bring this celebration to life.

Every memorable moment was captured by **Philip Andrews**, and **The Perfect Plat**, preserved the excitement and connection that defined the afternoon.

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

For more information on upcoming *Richmond Real Producers* events, please contact info@richmondrealproducers.com.

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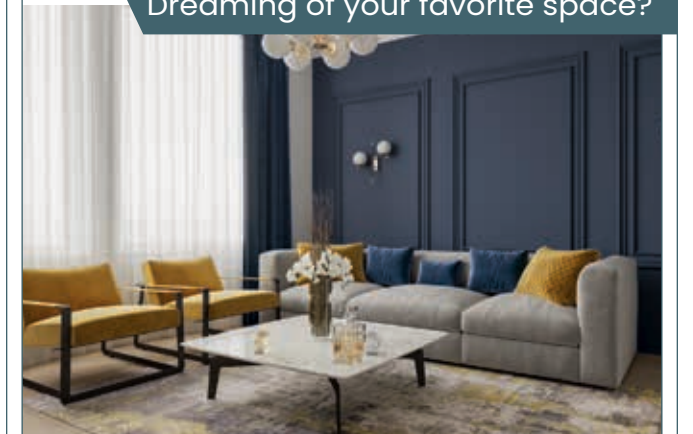
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Disclaimer: Information based on MLS closed data as of July 6, 2026, for residential sales from January 1, 2026, to June 30, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, and 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.

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