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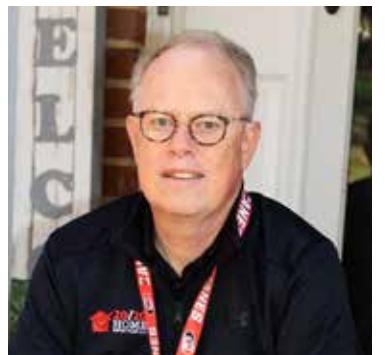
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Contents

PROFILES



14 Neil Wilson



20 Glenda McDaniel & Steven McDaniel

IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet the Team
- 10** By the Numbers
- 14** Partner Spotlight: Neil Wilson, 20/20 Home Inspections
- 20** Featured Agents: Glenda McDaniel & Steven McDaniel
- 26** Ask the Expert: Andrew Lee, Grace Alon Builders
- 30** Cover Story: Kelly Ayers & Corrie Hall

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30 Kelly Ayers & Corrie Hall
COVER STORY

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2024

BY THE NUMBERS

Here's What Blue Ridge Real Producers Top 300 Real Estate Agents Sold



SOLD VOLUME

\$3.66 Billion



TOTAL TRANSACTIONS

10,460



AVERAGE SALES VOLUME PER AGENT

\$12.2 Million



AVERAGE TRANSACTIONS PER AGENT

35

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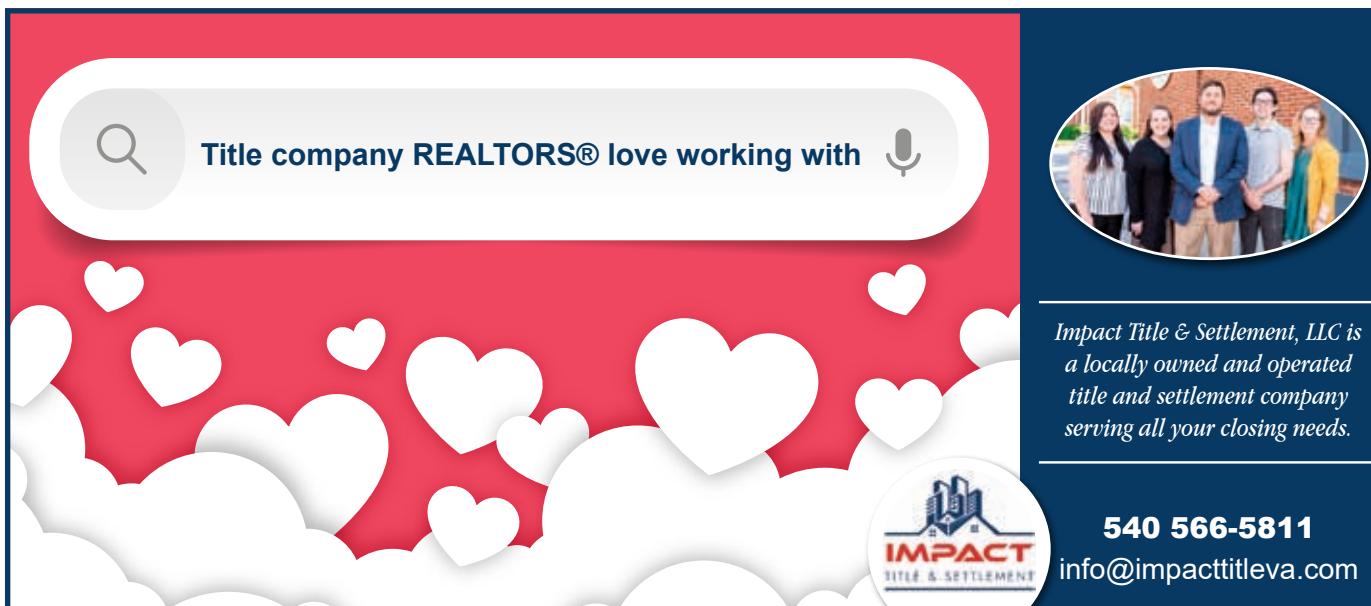
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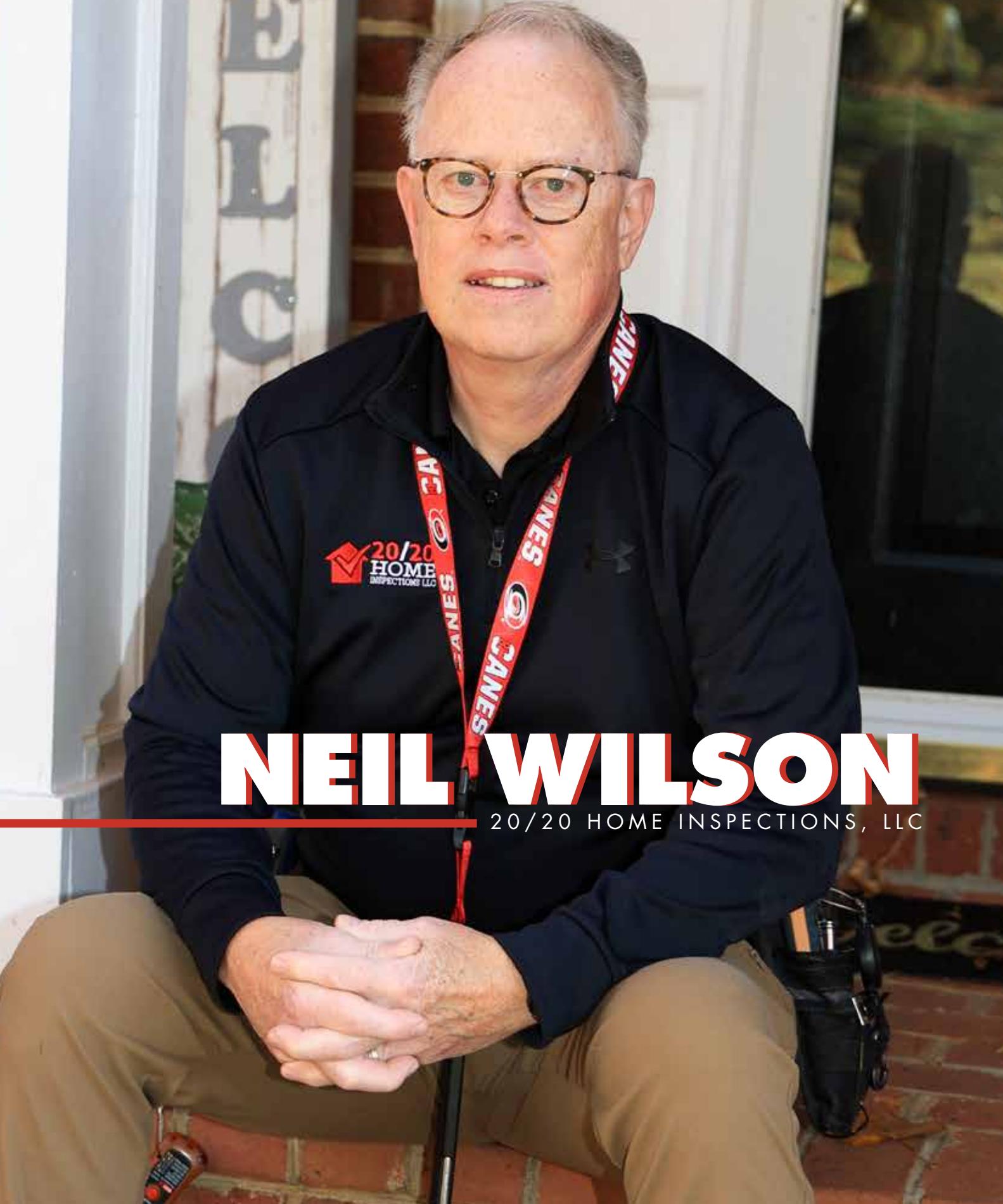


NEIL WILSON

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NEIL WILSON'S path to becoming one of central Virginia's most trusted home inspectors began long before he ever held a hammer or a clipboard. Born and raised in Canada, Neil showed an early aptitude for building and design, taking architectural drafting in high school and interning with a city engineering department. By 17, he had already sold his first home through a broker, and on his 18th birthday, he earned his real estate license.

STORY BY
MADDIE PODISH
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"I knew I wanted to understand homes from the ground up," Neil remembers. Buying his first house at 19 gave him firsthand insight into what buyers need to feel confident. His early career took him into new home development, where he sold entire subdivisions and supervised construction sites. Those years helped him understand building systems, materials, and how the various components of a home interact.

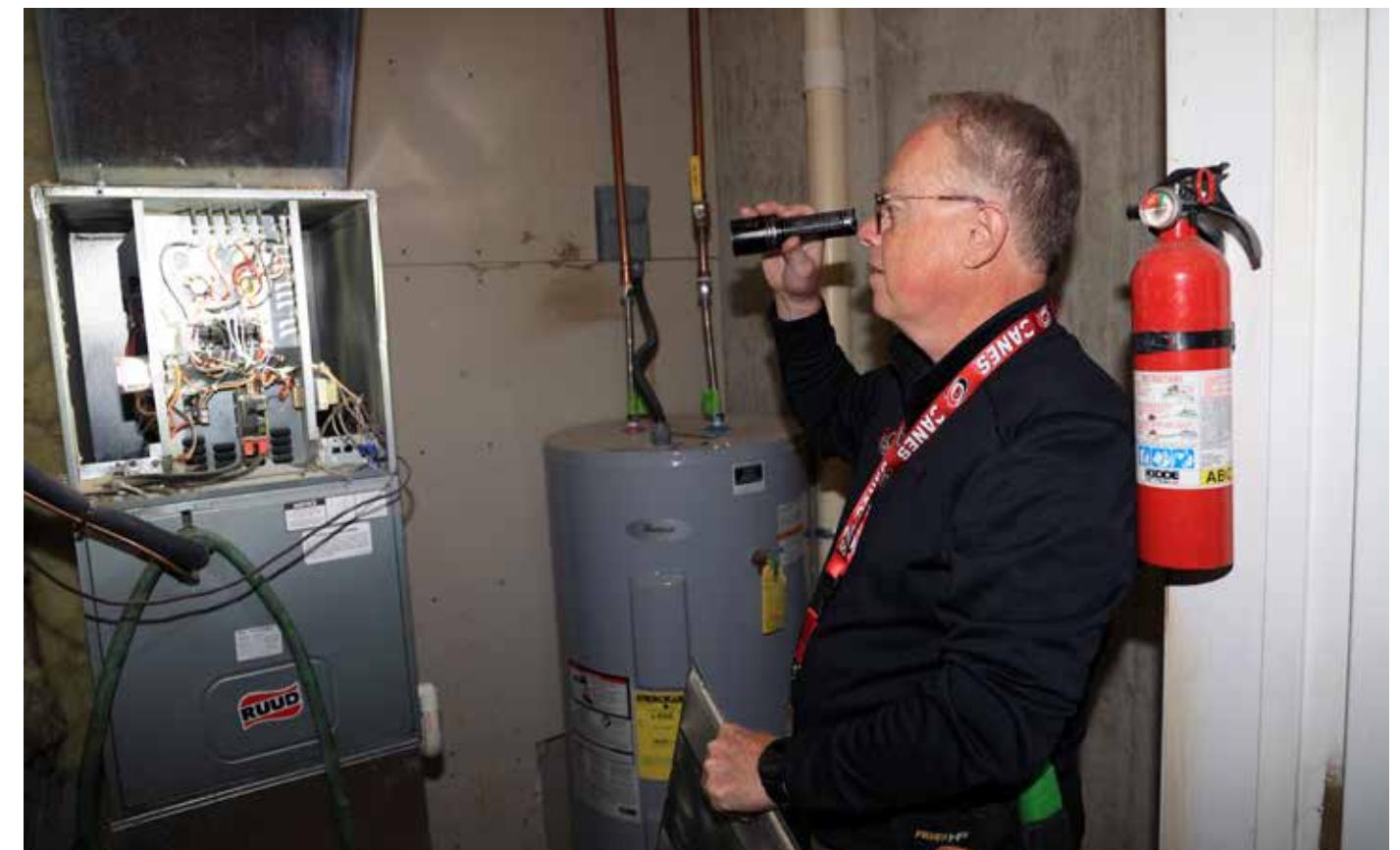
The late 1970s tested his resilience, as interest rates soared past 18% during the Carter administration. Real estate slowed, and Neil made a life-changing decision to attend what was then Liberty Baptist College in Lynchburg, Virginia. There, he met his future wife, Melinda. They graduated together in 1984 and built both their family and careers in Lynchburg.

Neil's journey through the trades included architectural millwork, contracting, and 10 years in disaster restoration with SERVPRO, where he

managed large-scale mold mitigation and rebuilds after water and fire damage. One night, during a severe storm, while standing in floodwaters and securing emergency restoration jobs at 2:00 a.m., he realized he didn't want that pace forever. That moment sparked 20/20 Home Inspections LLC, which he founded in 2013.

Today, Neil has performed more than 5,000 inspections across central Virginia. He approaches his work calmly and educationally. "Every home has potential defects or delayed maintenance," he describes. "My job isn't to scare buyers but to give them enough information to make an informed decision." He takes time to explain what's happening, how to fix an issue, and what repairs may cost. "Information empowers decisions," he shares. "That's really the heart of it."

One inspection, in particular, reshaped Neil's advocacy for radon testing. He recalls testing a home where an older gentleman sat on the sofa, sharing that he had terminal lung cancer and was preparing to enter a care facility. The man had never smoked. When the radon results came back, they were significantly elevated—25 pCi/L. The EPA recommends mitigation at 4.0 or above. "It changed how I talk about radon," Neil says. "It's not fear-based. It's awareness. I want to prevent families from going through that."



“**EVERY
HOUSE HAS
A STORY.”**



Mold inspections carry similar importance. Because not all individuals react the same way to exposure, he routinely asks buyers whether anyone in their household has asthma, allergies, or a compromised immune system. Many of his inspections have directly prevented health issues by uncovering mold early and helping families arrange for mitigation or reconsider a property altogether. “The key is eliminating the source,” he explains. “If you don’t fix what’s causing it, the problem will come back.”

His attention to detail carries into every home he inspects, whether it’s a custom tiny house or a luxury estate in Northern Virginia. “Size doesn’t determine quality of care,” he shares. “Some reports are 25 pages, and some are 50. They all get the same thoroughness.”

Neil also works closely with Harrison Engineering to provide foundation certifications for single and double-wide homes through Foundation Certs, streamlining the process for buyers and lenders.

Outside the inspection world, Neil has spent 15 years flipping homes, always ensuring workmanship he’d be proud to live in himself. He also finds joy in woodworking, where the precision of material

selection and fine joinery mirrors the analytical detail of inspection work. Church involvement reinforces another aspect of his work: service. “In both places, I’m using the gifts I’ve been given to help people,” he comments.

When advising first-time buyers, Neil’s message is simple: “A home is an investment. If it’s older than 10 or 15 years, you’ll make repairs. Keep up with them, and you’ll protect your investment for the future.”

20/20 Home Inspections LLC recently earned a gold-level win in Lynchburg Living’s 2026 “Best Of” awards, a testament to Neil’s consistency and trust within the community.

For Neil, home inspections are about more than reports. They are about protecting families, preventing future issues, and giving buyers clarity. “Every house has a story,” he stresses. “I just help people understand it before they make it their home.”



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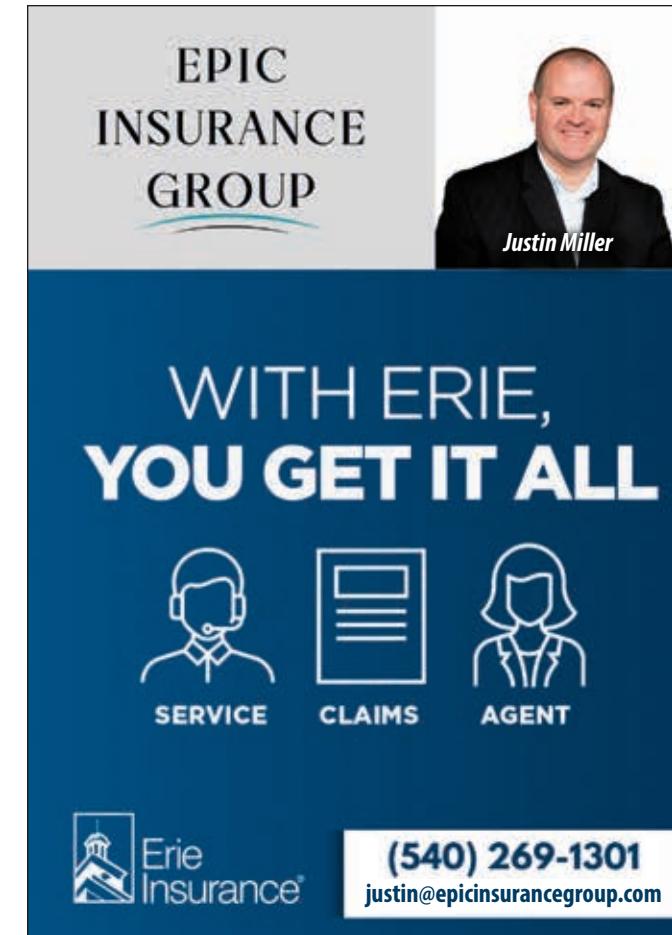
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Glenda & Steven

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LONG & FOSTER REAL ESTATE, SMITH MOUNTAIN LAKE

Before Smith Mountain Lake became a destination, before development boomed and out-of-town buyers poured in, Glenda McDaniel was already there, learning the shoreline, the back roads, and the rhythm of a market that would define her career. Grounded in deep local knowledge, strong relationships, and an early understanding of the lake's potential, her approach shaped her identity as The Lake Specialist and laid the groundwork for her son Steven's future in the business.

Glenda grew up working alongside her father, a marketing manager for Pepsi-Cola, helping at events like the local SONTAG Horse Show, selling drinks at Victory Stadium, and handing out samples in grocery stores. After he retired from Pepsi-Cola and opened a small store near the lake called Crossroads, Glenda left her job as an EKG technician at the hospital to help him. When the store sold, they pivoted again, opening a modular and mobile home business on Route 220 in Franklin County, where Glenda got her first exposure to real estate transactions.

In 1988, after her sister bought her out of that business, Glenda earned her real estate license and went all in. She's been in the industry ever since.

Glenda's first broker, Stella McGrady, guided her early career. "She was like a second mom to me," Glenda says. "She

took me under her wing and taught me all about real estate and the lake." Stella was strict, honest, and deeply knowledgeable. "She told me all the ups and downs and everything I needed to do," Glenda adds. "She told me, 'Get out there in your car and learn where everything's at.'"

That guidance paid off quickly. Glenda earned Rookie of the Year in her first year, and she watched the industry evolve from a time with no cell phones to hauling around her first "suitcase bag" phone so she wouldn't miss calls. She built her career at Owens and Company, a small brokerage where everyone felt like family. When Owens and Company sold to Long & Foster, the feeling shifted but didn't disappear. "It became a very large family," Glenda mentions. "But we always take care of each other."

Over the decades, Glenda also watched Smith Mountain Lake change. What was



STORY BY JACKI
DONALDSON
PHOTOS BY
KRISTINA ROSE,
KRISTINA ROSE
PHOTOGRAPHY





once a quiet, camper-filled area slowly transformed as developers arrived and visitors from D.C., Richmond, Virginia Beach, and beyond fell in love with the lifestyle. “The lake was totally different then,” she says. “In the early days, we didn’t even have a stoplight.”

Through it all, Steven was watching.

After college at Bridgewater College, where he transitioned from physical therapy to business, Steven worked at Cap’s Home Building Center, hauling doors and drywall and learning the ins and out of construction and builder relationships. He tried landscaping, too,

before using his tax return to get his real estate license. “It was the best money I ever spent,” he stresses.

Glenda didn’t hand him anything. “I told Steven he had to show me he was serious,” she explains. For years, he worked independently before they officially teamed up. “She’d throw me a bone here and there,” Steven laughs. “But other than that, she’d tell me to go get it if I wanted it.”

Today, mother and son function as true partners. They split client-facing work, handle transactions together, and lean into their strengths. Glenda manages

much of the paperwork and advertising. Steven handles signs, showings, and drone photography. “At my age, I certainly let him walk the steep hills,” Glenda comments. “But we do a little bit of everything together.”

What binds them is the same philosophy. “My motto is that if I help people find what they want, then I’ll get what I need,” Glenda remarks. “As long as I’m helping someone get their dream home or their dream lot, I know the rest will work out.” Steven echoes that sentiment. “Helping people find their dream home is kind of addictive,” he says. Steven loves that no two days are the same. He notes, “Some days, I’m out showing. Some days, I’m in the office. Some days, I’m networking. I’m never sitting in a cubicle.”

Steven and Glenda’s work is personal, too. They pour into the community, supporting the local chamber, charity home tours, and projects like bringing the YMCA to the lake. Glenda continues to earn production awards, and Steven followed in her footsteps with his own Rookie of the Year recognition.

Outside of real estate, Glenda and Steven stay closely connected to family. Glenda has been married to her husband, Terry, since 1981, and she enjoys cooking. The self-proclaimed foodie often takes cooking classes, attends wine dinners, and spends time at her favorite lake restaurants. Steven, whose wife, Chelsea, teaches first grade, spends much of his free time with their two children, Paxton, 5, and Camden, 8. Between soccer games, dance classes, basketball, and weekend activities, he stays plenty busy. Steven also enjoys golf and participates in local charity tournaments.

Today, the real estate story is starting to repeat itself. Steven’s daughter, Camden, sometimes tags along with her dad and grandma. “This is a castle,” she once said, wide-eyed, while touring a property. Glenda didn’t miss a beat. “The first thing I thought was, *I’m going to train her*,” she says, as the family legacy quietly continues.



“Helping people find their dream home is kind of addictive.” -Steven

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BEHIND THE BUILD: Q & A with Andrew Lee

**FOUNDER
& OWNER
OF GRACE
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BUILDERS**

Q: Who exactly is Grace Alon Builders?

A: We're a custom home builder and remodeler based in Roanoke, Virginia, and we specialize in high-end, architecturally inspired homes. Whether a new build, a luxury renovation, or a major addition, we work throughout Roanoke County, Smith Mountain Lake, Franklin County, Bedford County, and the Lynchburg area. We design our homes for real life—think barbecues, birthdays, lake weekends with friends, Thanksgiving and football with family, and cozy winter evenings. We build with clarity, craftsmanship, and care.

Q: What kind of services do you offer?

A: We offer a full design-build experience, which means we're with your client from the beginning—helping with site evaluation, budgeting, design collaboration, and interior selections—all the way through construction. Whether a custom home, a whole-home renovation, or a major addition, we tailor everything to fit clients' lifestyle and investment goals.

Q: What makes you different from other builders, especially in terms of working with REALTORS®?

A: First, we offer a 2% referral fee to any REALTOR® who refers a client to us. Many builders don't offer referral fees because they don't understand the value REALTORS® bring to the table. We see things differently. We also believe in honoring the trust REALTORS® place in us when they refer a client. That trust is everything, and we work hard to earn it every day. Plus, it's not a one-way street. If a client comes to us first and still needs land, we send them to trusted REALTORS® who we know will take great care of them.

Q: And what about clients—what sets you apart for them?

A: Our process is structured, collaborative, and transparent. We offer fixed-price agreements with no surprises. Clients get real-time updates through our



building experience focused on "Life By Design," we'd love to talk.

Q: What's your design-build process like?

A: Here's how it works:

- 1. Discovery Call:** We chat about goals, lifestyle, and budget.
- 2. Design Agreement:** We collaborate with professional designers and architects to create the design and, ultimately, the construction drawings.
- 3. Material & Color Selections:** Our interior decorators guide clients through every choice, and we can even provide 3D renderings.
- 4. Fixed-Price Proposal:** We aim to eliminate "allowances" so clients know exactly what's included with no surprises later.



- 5. Construction:** We manage everything with precision and clarity. Clients get daily updates, photos, daily logs, and more through BuilderTrend.

Q: Can we contact you if the client doesn't have land or house plans yet?

A: Absolutely! We're happy to walk the land with you and your client, discuss potential layouts, and help with everything from design to final selections. We've got a great team of architects and designers ready to help.



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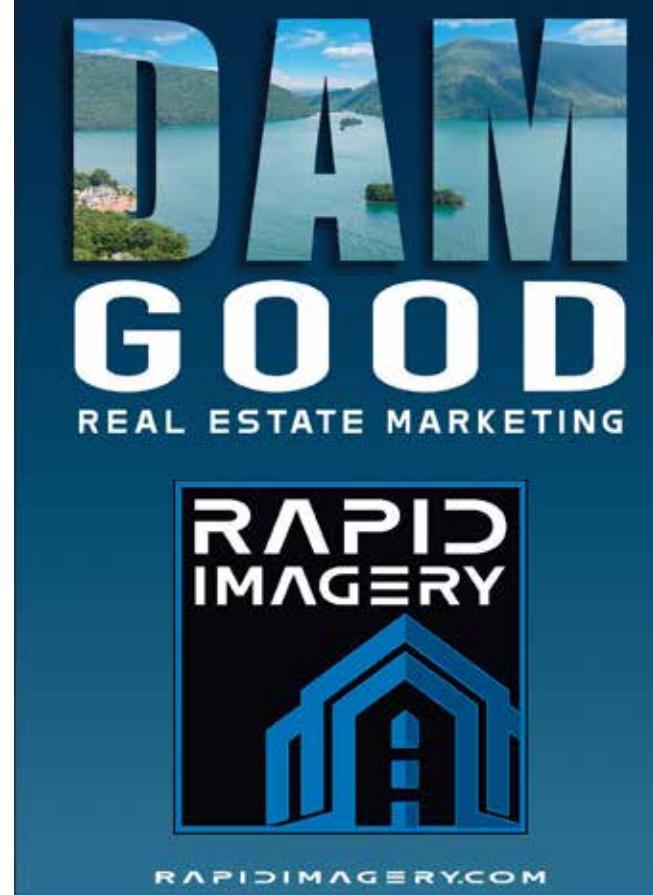


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Kelly & Corrie

AYERS HALL

Sold Sisters: eXp Realty

STORY BY JACKI DONALDSON
PHOTOS BY AMBER PERDUE, AMBER PERDUE PHOTOGRAPHY

The idea for Sold Sisters didn't begin in a boardroom or business plan. It started with two sisters who kept finding themselves side by side, no matter what job they were working or what season of life they were in. Kelly Ayers and Corrie Hall learned that they worked and moved faster together and trusted each other in ways that made taking risks feel manageable. By the time real estate entered the picture, the partnership was already second nature.

Born and raised in Lynchburg, Kelly and Corrie, just 18 months apart, grew up sharing everything from cheerleading practices to part-time jobs as cashiers at Kroger. They worked together in restaurants, ran resale businesses, and figured out how to make money long before they ever talked about careers. The specifics of the work changed, but the pattern stayed the same. They showed up, worked hard, and relied on each other without question.

For a time, their paths took different shapes. Corrie married at 20 and spent 13 years as a professional baseball player's wife,

adjusting constantly as her husband, Josh Hall, pitched for the Cincinnati Reds and spent time with the Colorado Rockies, Seattle Mariners, and Washington Nationals. That life required flexibility, discipline, and a thick skin—traits that followed her home when that chapter ended. Today, Corrie lives in Forest, Virginia, with Josh and their three children.

Kelly paved her journey with grit and experience. After a short stint in college, she went straight to work, spending nearly two decades in the restaurant industry, bartending, managing, and owning businesses. Kelly, married for almost 15





years to John Ayers, who owns a commercial grading company, is a stepmom to three boys and lives in Goode, Virginia.



Real estate found the sisters in 2017. Kelly was approached about becoming a buyer's agent. She was interested, and so was Corrie. Once the sisters understood the role, they decided they could do it on their own. They earned their licenses together and formed a team, knowing that a shared business would eliminate divided loyalties for friends and family. One team meant clarity, trust, and balance.



They launched their careers at Keller Williams, spent time at a boutique brokerage, and eventually found their stride at eXp Realty. That move marked a turning point. The collaborative structure matched how they already worked, communication flowed more easily, and the business scaled quickly. "We just flourished when we came here," Corrie explains. "It was a game-changer."

The sisters' first full year in real estate brought 18 home sales. The next year, they doubled that number. They credit consistency and work ethic rather than luck. They were local, well-connected, and willing to outwork most people around them.

In the early days, their hustle was hands-on and relentless. They handed out business cards daily, started conversations everywhere they went, drove neighborhoods just to meet people, and created their own flyers when polished mailers were out of reach. They sponsored cheer teams, walked in Christmas parades, and consistently talked about real estate because visibility matters.

As their business grew, they knew they needed someone to dive in and help them expand. That's when Nikki Burrington joined the team. When they made the switch to eXp Realty, Nikki was the "magic sauce"



that brought everyone together. Her selflessness and dedication to shaping the brand into what it is today have become the backbone of their success. Kelly and Corrie agree without hesitation: The business wouldn't be the same without Nikki.

Today, the Sold Sisters are known across Central Virginia for their recognizable brand and efficient service. Their in-car videos—*Rambling In the Rovee*—are unmistakably them, their marketing stands out, and they enthusiastically weave their personalities into how they do business.

Behind the energy is a disciplined operation. They answer calls quickly. They never leave clients waiting. They don't take shortcuts. Other agents trust them because they deliver straightforward answers and fair solutions. "We have fun, but we also

know what we're doing," the sisters assert. "We don't do shady business. No chance, no way, no how."

Their level-headed approach led them into investing, where they now own and self-manage 11 furnished short-term rentals. They purchase renovated properties, furnish them themselves, push through a demanding few months, and then regroup before doing it again. The process is challenging, fast-paced, and exactly their style.

Outside of real estate, their lives are deeply local. They spend their time at ballfields and cheer competitions, on Smith Mountain Lake when the weather allows, and at a cabin in West Virginia when it doesn't. Corrie hosts exchange students and rarely misses her son's college baseball games. Kelly enjoys time with her grown children and two precious

“Real estate is the best.”

grandchildren and spending time outdoors. Giving back happens naturally through schools, sports teams, and community causes they care about.

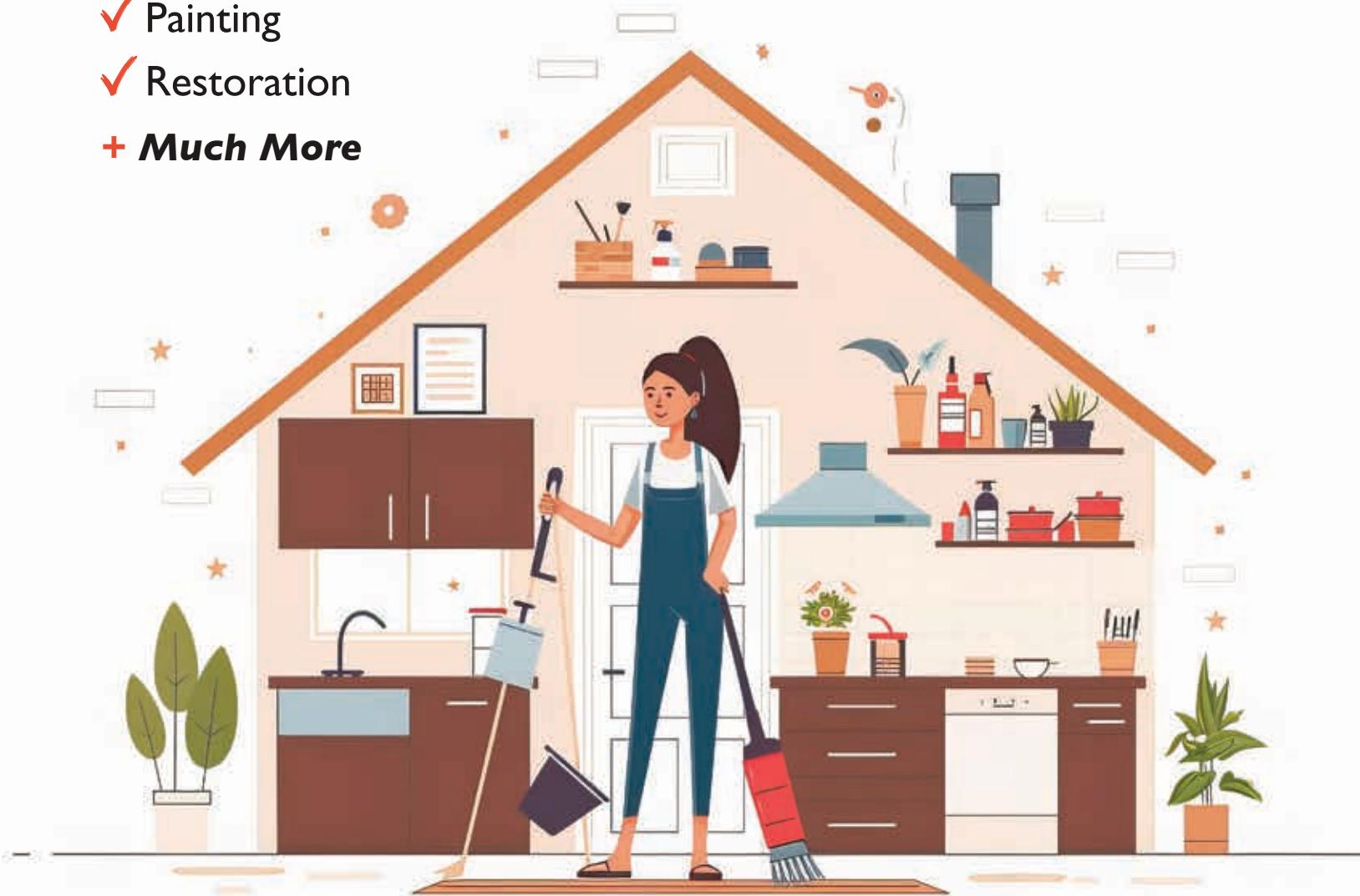
When they reflect on all the jobs they've done together, Kelly and Corrie agree, "Real estate is the best." It demands everything they have, every day, and gives nothing back unless they earn it. That challenge is precisely what keeps them sharp and hungry. Real estate rewards effort, honesty, and resilience, the same qualities that have defined their partnership from the beginning.

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