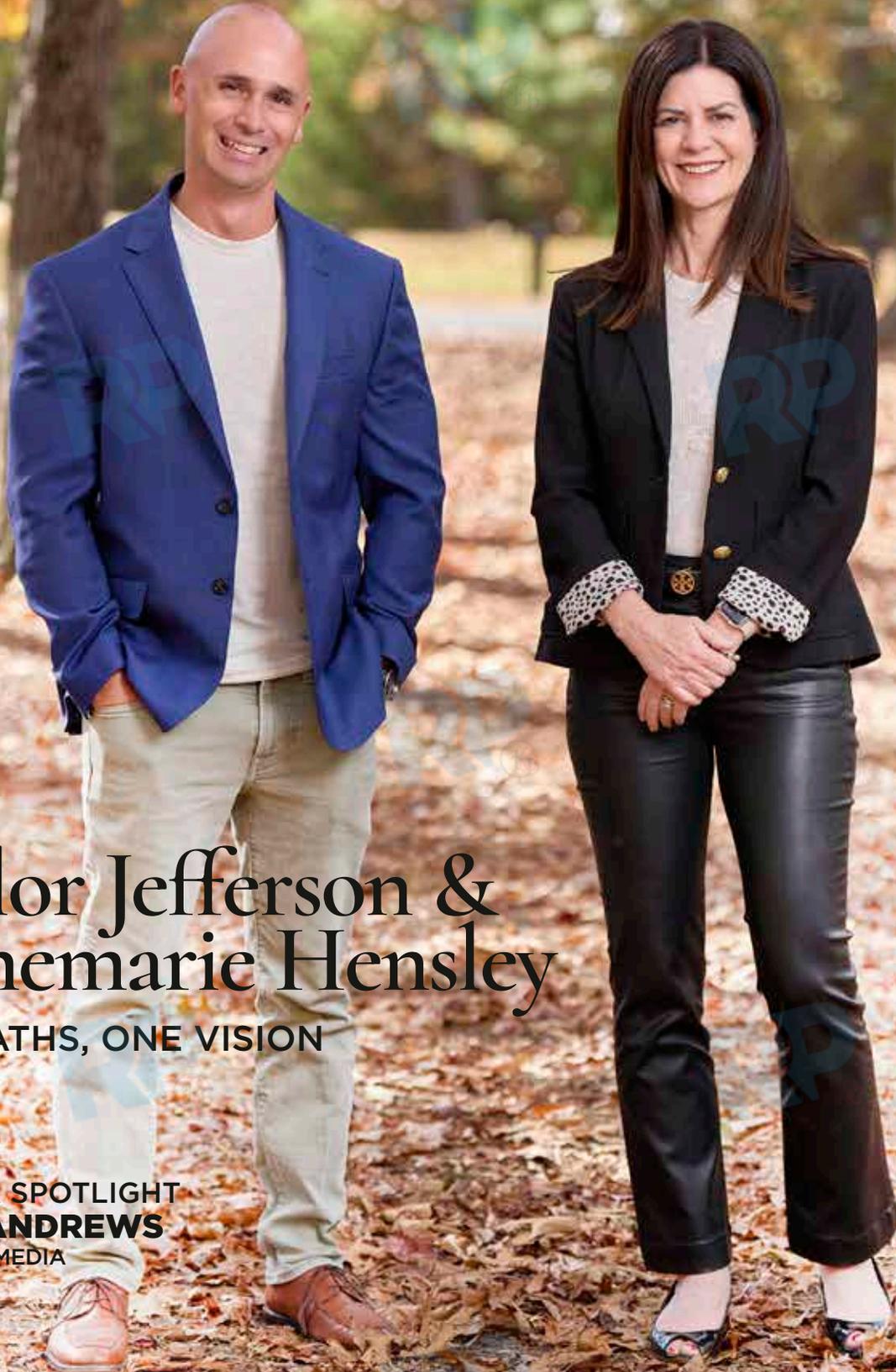


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Rising Star
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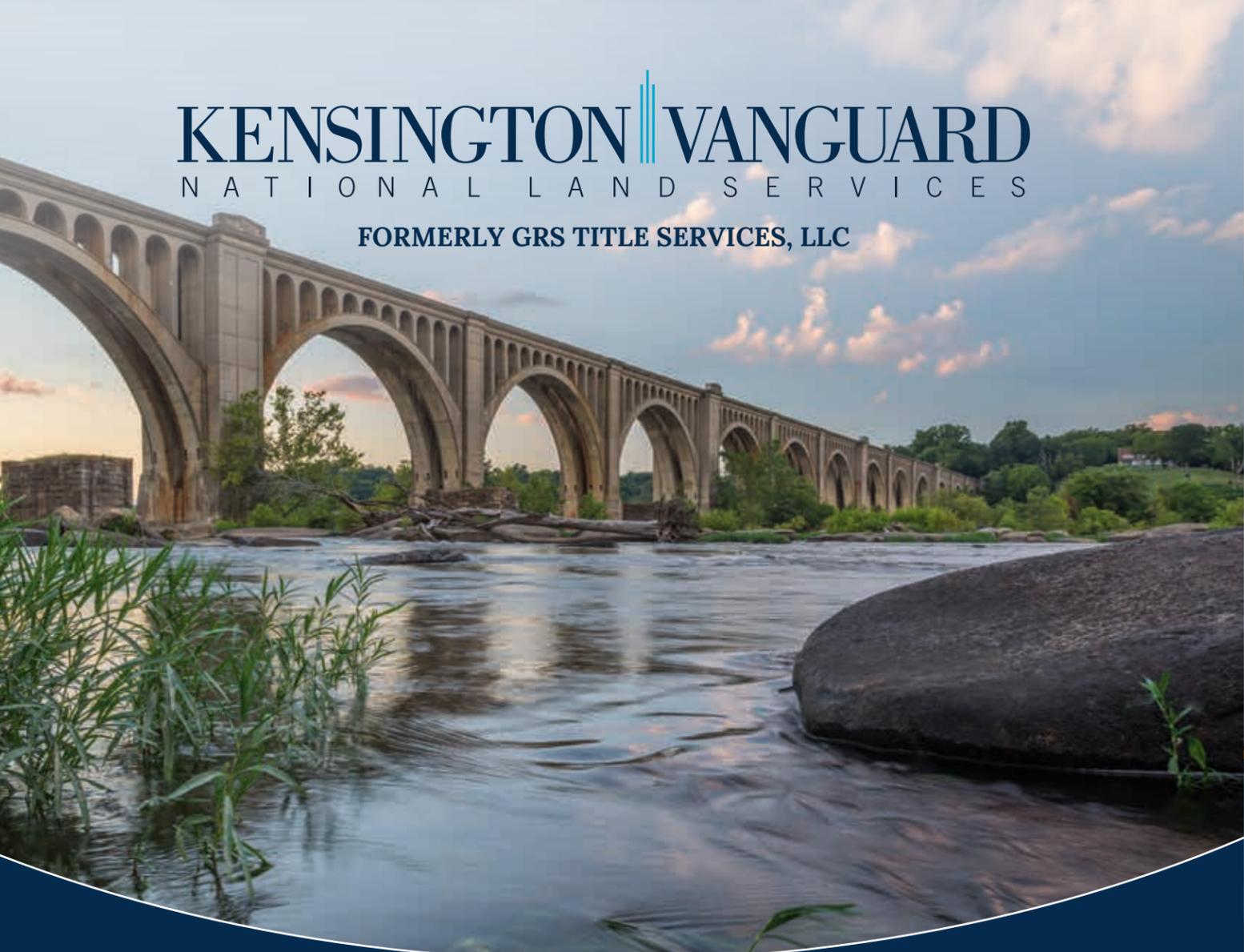


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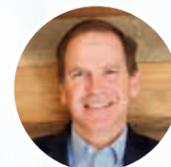
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February is a month centered on relationships — a time to celebrate connection, compassion, and collaboration. In real estate and beyond, success is built on trust and the bonds we form with one another. The Real Producers community continues to shine as a place where those relationships grow and thrive.

This month, we're reminded of the power of coming together — through shared experiences, meaningful conversations, and moments that strengthen the fabric of our network. Each connection made adds momentum to the community we're building together.

We're also looking ahead with excitement to our next event, **Casino Night on March 19th**. It promises to be a fun and energetic evening filled with great company, lively conversation, and a little friendly competition. Be sure to mark your calendar — more details are coming soon!

Let's carry this reminder into every interaction: **"The best relationships are built on trust, care, and collaboration."**

Here's to a February filled with connection, community, and shared success.



Kristin Brindley
 Owner/Publisher
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FAQ



Since launching *Richmond Real Producers* four years ago, I've received many of the same questions. To save time, I'm sharing the answers here. Remember, this publication is your voice, and my door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the Greater Richmond area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the updated list of the top 500 agents by 2025 sales volume.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to Wendy@RealProducersKBTeam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

BY THE NUMBERS

HERE'S WHAT RICHMOND'S TOP 500 AGENTS SOLD...

15,159



TOTAL TRANSACTIONS



\$7.8B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

8,960



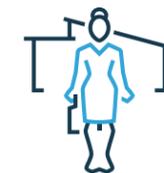
BUYING SIDE TRANSACTIONS

6,199



AVERAGE SALES VOLUME PER AGENT

\$15.6M



AVERAGE TRANSACTIONS PER AGENT

29.8

Information is based on residential sales in 2025 in Greater Richmond, Virginia, by the top 500-producing agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, and King William Counties.

PHILIP ANDREWS

RIVER CITY MEDIA

VISUAL STORYTELLING THAT ELEVATES

BY AMELIA ROSEWOOD • PHOTO BY PHILIP ANDREWS

Quiet, friendly, and intentional, Philip Andrews has built River City Media on the belief that powerful visuals do more than showcase a property. They tell a story, strengthen an agent's brand, and create a lasting first impression. What began as a side passion has grown into a trusted, partnership-driven media company serving top-producing Realtors throughout the Richmond area.

Originally from Frederick, Maryland, Philip's professional journey did not begin behind a camera. Before launching River City Media, he worked as a Pricing Analyst at Performance Food Group, where he developed a sharp eye for detail, structure, and systems. Photography, however, remained a creative outlet. That outlet turned into a defining moment when a college friend, Kevin Currie, noticed Philip's work and asked him to photograph a real estate listing.

"I spent the entire weekend learning everything I could before the shoot,"

Philip recalls. That first listing became the spark that changed everything. As demand for his work grew, Philip faced the most challenging decision of his career: leaving the security of a full-time role to pursue photography full-time. Seven years later, River City Media stands as proof that the leap was worth it.

Small Team, Big Impact

Based in Richmond, Virginia, River City Media is intentionally built for quality over quantity. Philip serves as Owner and CEO, wearing every hat from photographer and videographer to administrator, accountant, and everything in between. The company's close-knit team includes Senior

Photographers Michael Phillips and Wayne Jackson, Junior Photographer Carter Brothers, and Administrative Assistant Alison Andrews.

Alison, Philip's wife, plays a vital role in keeping operations running smoothly, allowing the creative team to focus on delivering consistent, high-quality work. Together, the team shares a passion for creating imagery that highlights the beauty, detail, and individuality of each property.



“**OUR VISUALS** aren't a cost. They're a leverage tool that boosts your brand, drives buyer engagement, and helps you win more listings.”



River City Media’s approach is rooted in design awareness and storytelling. Whether capturing a real estate listing, a custom-built home, or a thoughtfully designed interior, the goal is always the same: to present each project in its best possible light and help agents stand out in a competitive market.

“Our visuals aren’t a cost,” Philip explains. “They’re a leverage tool that boosts your brand, drives buyer engagement, and helps you win more listings.”

Streamlined systems, fast turnaround times, and meticulous quality control ensure a dependable experience that agents can build their business on. Consistency, Philip believes, is the foundation of trust.

Beyond the Lens

While River City Media continues to grow, Philip remains grounded in what matters most to him: family. He and Alison have been married for ten years and share a three-and-a-



half-year-old son, Lee. Much of their time together is spent enjoying simple moments, from trips to the park and library to family outings that often include a stop at Target.

Traveling, attending concerts, and being together as a family help Philip recharge outside of work. Photography is not just his career, but part of who he is. “I can’t imagine a world where I’m not a photographer,” he says.

Giving back is also an important part of Philip’s life and business. River City Media routinely donates to the Alzheimer’s Foundation, reflecting a commitment to making a meaningful impact beyond the workplace.

Looking Ahead

As the industry evolves, Philip continues to adapt while staying true to his values. He has seen how technology and AI are reshaping the media landscape, but believes craftsmanship, communication,



and human connection will always matter most.

In the next five to ten years, Philip’s professional goal is to scale River City Media into a full-service media partner for top-producing agents, expanding the team, strengthening systems, and continuing to raise the standard for visual marketing in the region. Personally, he hopes to maintain flexibility, allowing him to be fully present for his family while creating work he is proud of.

A guiding quote that resonates deeply with Philip comes from Ryan Holiday: “How you do anything is how you do everything.”

His advice to Realtors is simple and proven: consistency builds trust.

At its core, River City Media is a partnership-driven business built on communication, reliability, and genuine care for helping agents grow. It is intentionally designed for top producers who value premium visuals, quick turnaround, and a seamless process in an increasingly competitive market.

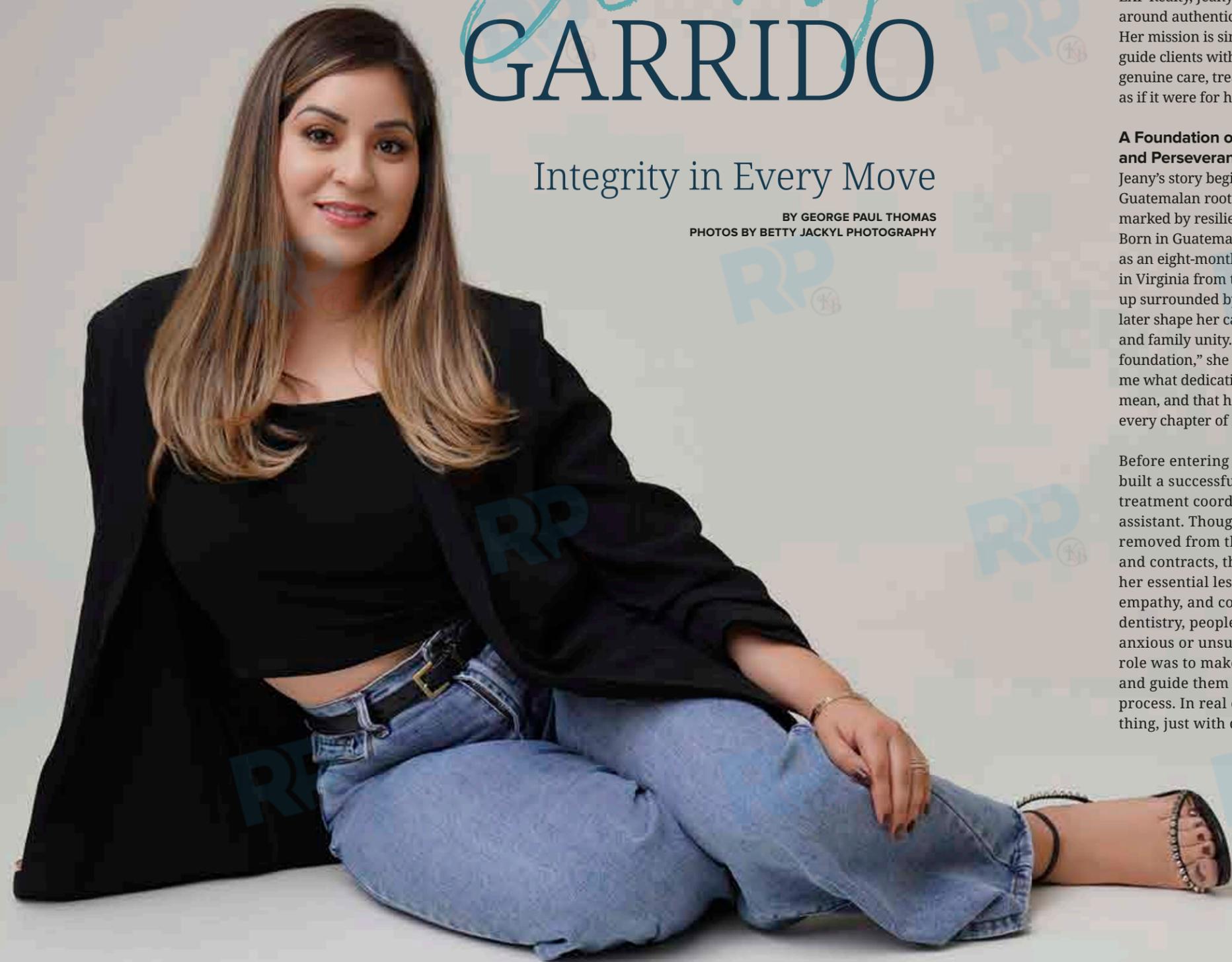
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Jeany GARRIDO

Integrity in Every Move

BY GEORGE PAUL THOMAS
PHOTOS BY BETTY JACKYL PHOTOGRAPHY



There is an unmistakable energy about Jeany Garrido, an openness that instantly puts people at ease, paired with a quiet confidence that commands trust. As one of Richmond's fast-rising agents with EXP Realty, Jeany has built her business around authenticity and compassion. Her mission is simple yet powerful: to guide clients with heart, integrity, and genuine care, treating every transaction as if it were for her own family.

A Foundation of Family and Perseverance

Jeany's story begins with her Guatemalan roots and a childhood marked by resilience and gratitude. Born in Guatemala, came to New Jersey as an eight-month-old baby, and raised in Virginia from the age of ten, she grew up surrounded by the values that would later shape her career: faith, hard work, and family unity. "My parents are my foundation," she shares. "They taught me what dedication and love really mean, and that has guided me through every chapter of my life."

Before entering real estate, Jeany built a successful career as a treatment coordinator and lead dental assistant. Though it may seem far removed from the world of property and contracts, that experience taught her essential lessons about listening, empathy, and communication. "In dentistry, people often came to us anxious or unsure," she recalls. "My role was to make them comfortable and guide them through a stressful process. In real estate, I do the same thing, just with different outcomes."

A Father's Legacy, A Daughter's Calling

Real estate was always in the background of Jeany's life, quietly calling her toward something greater. Her father's work in construction and property investment became her earliest inspiration. "As a little girl, I remember walking through the projects my dad was working on and seeing the rental portfolio he built," she says. "Watching his dedication and the way he created opportunities through real estate sparked something in me."

That spark became her path. In September 2021, Jeany earned her real estate license and immediately

began building her business from the ground up. Within just a few years, she has achieved remarkable growth, closing over \$9 million in volume and 31 transactions last year and projecting nearly \$15 million in 2025. Along the way, she was honored with the Rookie of the Year award at her previous brokerage, a recognition that affirmed her drive and talent.

Now, as a Team Leader with Emerald Realty Group under EXP Realty, Jeany has created a culture rooted in collaboration and empowerment. For Jeany, real estate is not just a profession; it is a purpose. "Helping a family find their home is one of life's biggest



“I want to be a voice of influence and a source of inspiration for others.”



milestones,” she says. “Seeing the joy and relief on their faces on closing day never gets old. That is the part of my job that fills me up.”

Her clients describe her as thoughtful, patient, and relentlessly dedicated. She takes pride in building genuine relationships that extend well beyond the closing table.

Life Beyond the Listings

Beyond the hustle of open houses and contracts, Jeany’s life is rich with the love and laughter of family. She and her husband share a partnership built on encouragement and teamwork, raising two young children who bring endless joy and energy to their days. “My family is my greatest motivation,” she says. “They remind me why I work so hard.”

Jeany’s parents remain her biggest inspiration, continuing to show her the power of faith, consistency, and love. She is also especially close to her brother and excited to welcome his fiancée into the family. “She already feels like a sister to me,” she says with a smile.

Her favorite moments are the simplest ones: family movie nights, Target runs, coffee breaks, and time outdoors.

“Those are the memories that matter most,” she reflects. “The little things that make life beautiful.”

When she does carve out time for herself, Jeany enjoys Pilates, self-care rituals, and exploring new restaurants around Richmond. She is also passionate about volunteer and ministry work, a reflection of her faith and her belief in serving others. “It is important to give back,” she says. “Faith and community are what ground me.”



A Vision for the Future

Looking ahead, Jeany’s goals are both ambitious and heartfelt. Professionally, she aims to build a lasting reputation as a trusted and respected agent in her community, expand her portfolio of rental properties, and mentor new agents entering the industry. “I want to be a voice of influence and a source of inspiration for others,” she says.

Personally, she hopes to continue growing in authenticity, confidence, and self-love. “It is about becoming the woman I am meant to be,” she reflects. “Grounded, confident, and kind.”

Her philosophy is rooted in one of her favorite books, The Four Agreements, and the principle that guides her daily:

“Be impeccable with your word. Speak with integrity, say only what you mean.”

For Jeany Garrido, success in real estate is not defined by numbers or awards but by the lives she touches along the way. Her advice to aspiring agents is simple yet profound: “Lead with integrity. Build relationships, not just closings. Stay hungry, stay humble, and balance hustle with heart.”

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TAYLOR & ANNEMARIE JEFFERSON HENSLEY

TWO PATHS,
ONE VISION

BY AMELIA ROSEWOOD • PHOTOS BY PHILIP ANDREWS

In an industry where individuality often reigns supreme, Taylor Jefferson and Annemarie Hensley have built something rare: a partnership defined by mutual respect, complementary strengths, and a shared belief that the best results come when ego takes a back seat. Together, they have combined experience, innovation, and heart to create a powerhouse collaboration within Compass, setting a new standard for what teamwork in real estate can look like.

Parallel Paths

Long before their professional worlds intersected, both Taylor and Annemarie were charting their own paths to success. Taylor, a Lynchburg native and VCU School of Pharmacy graduate, spent years building a respected career in healthcare,

His work ethic and determination were unmatched, yet something inside him craved a more fulfilling way to connect with people. That moment came in 2015 when, alongside his wife Sarah, he decided to try real estate as a side hustle. Within months, it became clear that this was more than a hobby; it was a calling.

Annemarie's story began in Massachusetts, where her natural curiosity and love of people set the tone for her life. After earning her marketing degree from Virginia Commonwealth University, she gained valuable experience in corporate and family-owned business settings before stepping into real estate in 2002. What started as an exciting experiment quickly turned into a passion-driven career. Her empathy, professionalism,



and meticulous attention to detail earned her clients' trust and laid the foundation for what would become Team Hensley, one of the most respected teams in the Richmond area.

Building Foundations and Taking Leaps

For Taylor, success came through courage and curiosity. "Making the huge leap of faith and quitting my pharmacy career to focus on real estate full-time was intimidating," he says. "But now that I've done it, I know I can do whatever I set my mind to."

His background in science and structure blended seamlessly with creative marketing instincts. When he launched a YouTube channel in 2020 to attract relocation buyers, he didn't just experiment; he studied, refined, and mastered it. "At first, our videos were terrible," he laughs. "But we learned, adjusted, and within a few years, YouTube became our biggest source of business. It's the catalyst that took our volume from four to seven million a year to more than thirty million."

Meanwhile, Annemarie was perfecting the art of relationship-driven real estate. As an Associate Broker and Certified Residential Specialist (CRS), she built a brand around concierge-level service that blends strategic marketing with genuine care. "Real estate is about more than houses," she shares. "It's about people. My goal is to make every client feel supported and confident, knowing they have someone who truly has their best interests at heart."

A Perfect Partnership

When Taylor met Annemarie, he was seeking both guidance and a true partnership, hoping to learn, grow, and contribute meaningfully in return. "I wanted advice on how to better leverage my time so I could grow without losing balance," he recalls. But after several successful transactions together and many honest conversations, they realized how well their strengths complemented each other.

"Annemarie brings the structure, leadership, and decades of experience," Taylor explains. "I bring a digital edge and the energy to scale. Together, we can create something bigger than either of us could have alone."

In September 2025, Taylor officially partnered with Team Hensley, where he will head up the buy side of the team, and Sarah has joined Annemarie on the listing side, marking the start of a new chapter. "It was one of the best decisions Sarah and I could have made," he says. "Our philosophies

“REAL ESTATE IS ABOUT MORE THAN HOUSES. It's about people. My goal is to make every client feel supported and confident, knowing they have someone who truly has their best interests at heart.”



Outside of real estate, both are deeply committed to giving back. Annemarie volunteers with Mercy Mall, the Salvation Army, and her church, while Taylor and Sarah quietly fund Christmas gifts for families in need and have even helped couples afford IVF treatments through donations to the MCV Foundation. Their compassion doesn't stop when the deals close.

For both, success isn't just about numbers. It's about fulfillment, growth, and making an impact. "Don't be afraid to take a risk or to bet on yourself," Taylor says. "That's what life is about. I put my ego aside to partner with Annemarie because what we will accomplish together is going to be greater than what either of us could have done apart."

Looking Ahead

The future is bright for this new powerhouse duo. Taylor plans to continue building his investment portfolio, aiming for several rental properties over the next decade, while refining systems that allow the team to thrive even when he and Sarah take extended breaks. Annemarie's vision is equally ambitious. She wants to expand Team Hensley's reach while preserving the personal, white-glove service that has become their hallmark.

At the heart of their story is a message every agent can take to heart: collaboration, humility, and purpose can elevate not only a business but a life.

As Annemarie puts it, "When you lead with service and integrity, success always follows."

And as Taylor adds, "Better together. That's the truth of it."

align completely. We both believe that if you take care of your clients, the business will take care of itself."

Annemarie agrees wholeheartedly. "Partnerships like this don't come along every day," she reflects. "Taylor and Sarah bring such creativity and innovation, and that energy has breathed new life into our team. We share the same values of integrity, hard work, and a genuine commitment to people."

Beyond the Sale

While their professional synergy is undeniable, it's their shared humanity that truly defines them. Both value family above all else. Taylor and Sarah have been married for 14 years and are parents to two daughters, Ava and Brooke. Between gym sessions at ACAC Short Pump and family trips to Miami or Key West, they make time for connection and even a little "trash TV" to unwind.

Annemarie and her husband, David, share that same passion for adventure. Their daughters, Lauren and Savannah, are grown now, but family remains at the heart of everything she does. "We love traveling, hiking, going to concerts, and enjoying good food and wine together," she says.

“IT WAS ONE OF THE BEST DECISIONS Sarah and I could have made. Our philosophies align completely. We both believe that if you take care of your clients, the business will take care of itself.”



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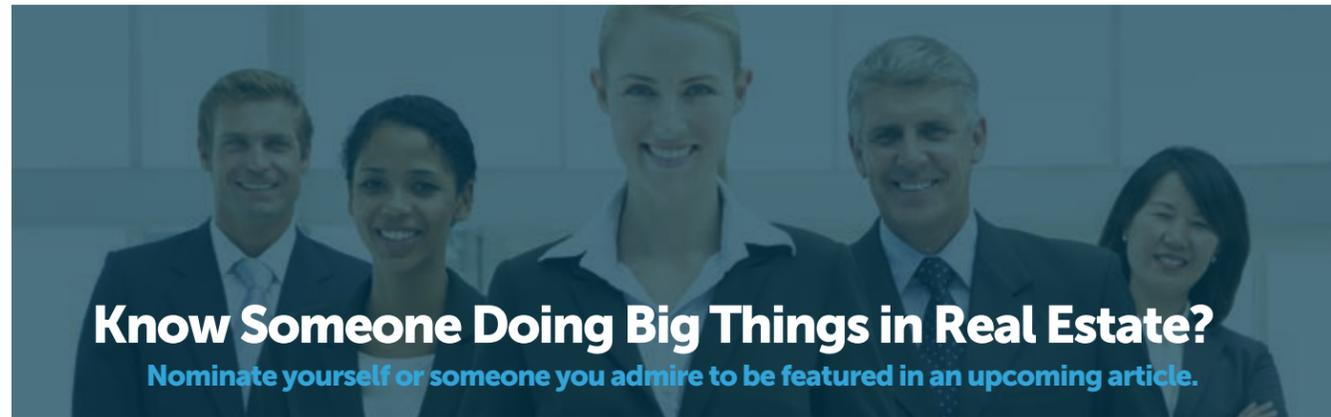
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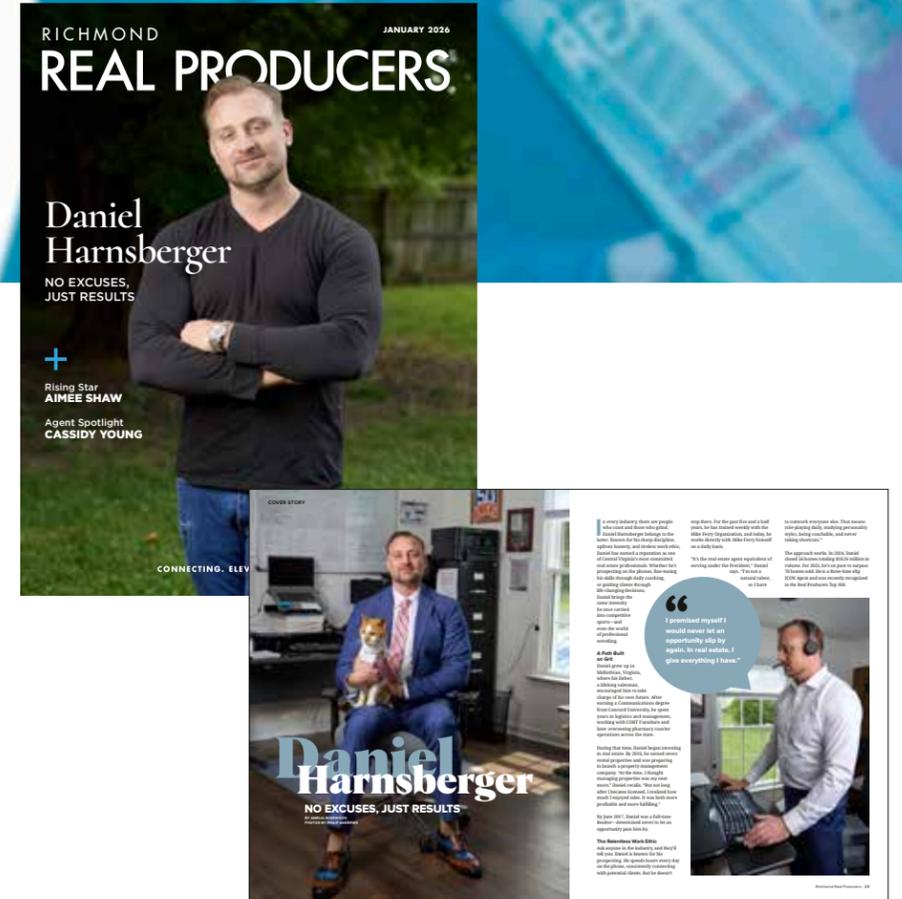
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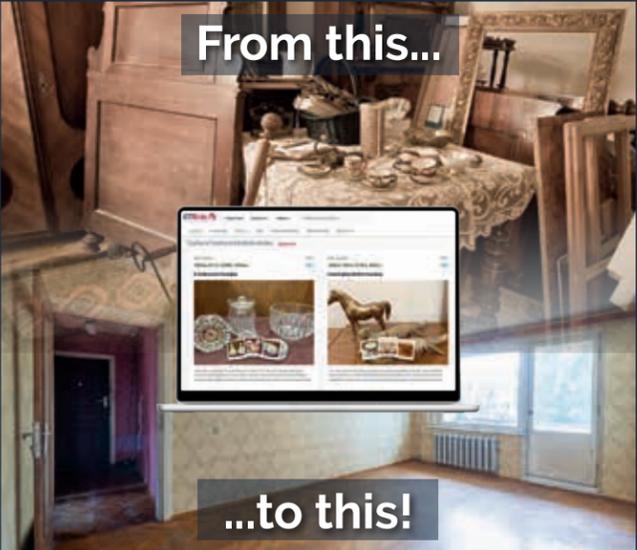
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