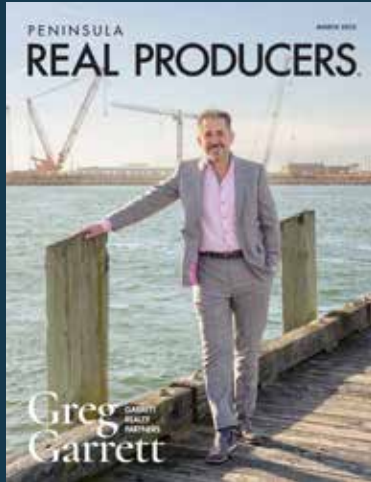
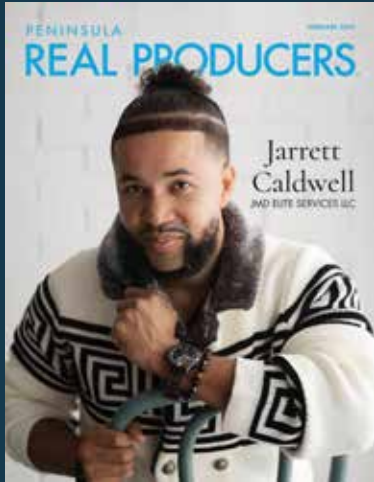


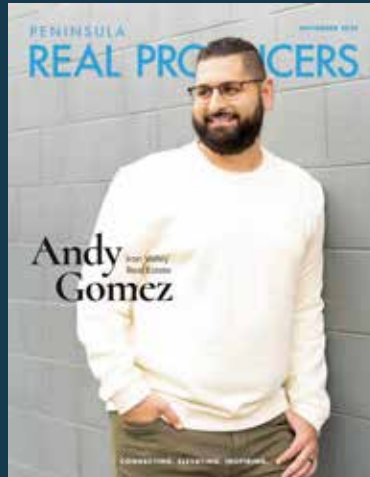
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COVER STORY

If you are interested in nominating people for certain stories, please email us at: joni@realproducersmag.com.

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TOTAL UNITS

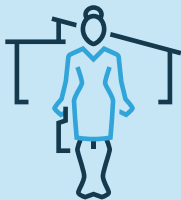


6,429



AVERAGE
VOLUME
PER AGENT

\$9.2 MILLION



AVERAGE
UNITS PER
AGENT

22

BRIAN WHITE



TOGETHER HOME GROUP

STORY BY MADDIE PODISH
PHOTOS BY MASON MURAWSKI PHOTOGRAPHY

Brian White has never done anything halfway. From serving overseas in the Marine Corps to juggling landscaping and house showings, he approaches life with relentless energy and focus.

Now a 15-year real estate veteran, he has successfully launched and is the Co-Owner of the real estate team called Together Home Group. His focus is now on mentoring newer real estate agents and helping them along their real estate journey. Brian’s journey didn’t start in the world of contracts or open houses, though. He left behind a career in IT, where he was a self-proclaimed “computer geek” sitting at a desk, craving a life that felt more alive. A mentor recognized his potential

and encouraged him to get his real estate license. Brian passed the exam on the first try, starting a new chapter that would redefine his career.

Hailing from the rural town of Skipwith, Virginia, with a population of roughly 750 people, moving to Hampton Roads felt like stepping onto a different planet. “I’ve never seen as many people in my life,” Brian recalls, laughing. Military service had already exposed him to foreign

cultures and high-pressure situations, but the sudden rush of city life offered a new kind of boot camp. The combination of small-town humility and Marine Corps discipline would become the backbone of his approach to business: steady, ethical, and service-oriented.

The early years of real estate were a grind. “My first years were very slow,” he admits. To make ends meet, he launched a landscaping

business alongside his real estate efforts. Locals quickly dubbed him “Country Boy,” and his work became a surprising success. “I was mowing yards all day long, but I knew I could be making a lot more in commissions than cutting \$35 and \$40 yards nonstop,” he shares. With his heart still set on real estate, in 2018, he invested heavily in marketing and gradually shifted to full-time, but not without some extreme juggling.

“Sometimes, I would be cutting a yard, and I would leave, change clothes in my truck, show a house, and go right back to cutting grass,” he remembers. “I would have a real estate closing and go change back into my landscaping gear and finish the day off.” He did it all to escape the sun and chase a dream he knew he was meant for.

Brian’s military background shaped more than his



work ethic; it shaped his niche. A Certified Military Relocation Specialist, he gravitates toward veterans and active-duty personnel along the Peninsula, near bases like Langley and Fort Eustis. He guides clients on using VA loans strategically, showing them how to buy homes at each duty station, rent them out, build equity, or sell for profit. “Real estate is probably the safest investment that you can have,” he explains, viewing property as a cornerstone of financial security and generational wealth. His advice often goes beyond transactions; he wants military families to leave each duty station with both a home and a lasting financial foundation.

“Sometimes, I would be cutting a yard, and I would leave, change clothes in my truck, show a house, and go right back to cutting grass.”

His nickname “The Friendly REALTOR®” isn’t just a catchy tagline. Brian treats clients like family, often selling five homes to the same people. His ethics are non-negotiable: Home inspections are mandatory, and he doesn’t hesitate to tell clients the truth—not sell them a dream. Stories of his service abound. He plays with toddlers during showings so parents can focus, orders pizza during inspections, and even changed a buyer’s flat tire. Each act reinforces a simple principle: Real estate is about helping people, not just closing deals.

Brian’s work ethic comes from his parents, who grew

up on farms and would wake up at the crack of dawn to work all day. His father later ran a trucking business, setting an example of entrepreneurship for his children. That ethic carried into parenting. Brian’s daughter Jordyn, 19, attends VCU and hopes to buy her first property by 21. His 15-year-old son, Brian Jr., is considering a career in real estate.

Outside the office, Brian channels his energy into hobbies that match his high-octane personality. He loves live music, comedy shows, traveling, and drag racing on four-wheelers and dirt bikes back home in south-central Virginia.

Through it all, his guiding principle remains profound yet straightforward: Leave a legacy of hard work, integrity, and service. “I want them to know how hard of a worker their dad is, that I am a nice guy and helping people find their way home,” he comments.

Every yard he’s mowed, every house he’s shown, every client he’s guided tells the same story: Success is measured not in money, but in lives changed. And while he’s already built a stellar reputation, the next chapter of his journey is just beginning, and nobody knows exactly where it will take him.

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THE STORIES THAT SHAPED

2025

As we step into 2026, we celebrate the incredible people who made 2025 unforgettable in Peninsula real estate. From agents and community champions to mortgage professionals and home inspectors, our pages showcased the dedication, creativity, and heart that define this region’s real estate community.

January kicked off with Danny Chavez, Lisa Hatcher, and True North Title. February highlighted Jarrett Caldwell, Tina Lester, Kim Kim, and The Lens House, followed by Greg Garrett and Danielle Kearns in March. April featured Carmen Hamner, Amy and Jason Kearney, and Five Star Notary, while May spotlighted NiNi, Lori ElShanti, and Budget Blinds.

Summer brought Kim Seay, Erin Bailey, and Teresa Rutherford in June; Anita L. Cox, S. Jean Pierce, Kristin Schafer, and Amanda Walsh in July; and Maggie Paige, Krystal Montgomery, John Bencheck, and Creekview Home Inspections in August. September welcomed Shannon Curtis, Karen Haigler, and Susan Fowler, with October featuring Carlyn Menser, Rebecka Crutcher, and Chesapeake Homes. November celebrated Andy Gomez, Thomas McConnell, and Budget Blinds once again, and December closed the year with Olyvia Salyer, Vicki Courier, and Safe House Property Inspections.

Throughout the year, our talented writers, editors, and photographers brought these stories—and the fantastic events that connected us—to life.

To all the agents, brokers, leaders, and partners we featured—and those who support them—thank you for making 2025 a year to remember. Your passion, creativity, and heart continue to inspire and elevate the Peninsula real estate community.

JANUARY



Danny Chavez



Lisa Hatcher



True North Title

FEBRUARY



Kim Kim



Jarrett Caldwell



Tina Lester



Nick & Carrie Spencer,
The Lens House

MARCH



**Greg
Garrett**



Danielle Kearns



**Kim
Seay**



**Erin
Bailey**



**Teresa
Rutherford**

APRIL



**Carmen
Hamner**

**Amy & Jason
Kearney**



**Summer Quillin,
Five-Star Notary**



**Toast
to the
Top
Event
Recap**

JULY



**Anita
L. Cox**



**Kristin
Schafer**



**Amanda
Walsh**

MAY



NiNi

Lori ElShanti



Budget Blinds

AUGUST



**Maggie
Paige**



**Krystal
Montgomery**



John Bencheck



**Craig
Brown,**
Creekview
Home
Inspections

SEPTEMBER



**Shannon
Curtis**



**Karen
Haigler**



Susan Fowler,
Fowler Studios
Photography



**A Perfect Summer
Evening Recap**

OCTOBER



Chesapeake Homes



**Rebecka
Crutcher**



**Carlyn
Menser**

NOVEMBER



**Andy
Gomez**



**Thomas
McConnell**



Budget Blinds

DECEMBER



Vicki Courier



VIP Celebration Recap



**Troy
Pappas,**
Safe House
Property
Inspections



**Olyvia
Salyer**

Keith Tucker

TUCKER ACCOUNTING SERVICES LLC

Strategic Support for Real Estate Success

STORY BY JACKI DONALDSON • PHOTOS BY SUSAN FOWLER, FOWLER STUDIOS



Managing a real estate business means juggling fluctuating income, complex expenses, and ever-changing tax rules—all while focusing on clients and closings. Financial management can easily be one of the toughest parts of running a real estate business. According to experienced accountant Keith Tucker, one of the smartest investments agents and brokers can make is in expert accounting guidance.

“Don’t minimize the support an accountant can provide in

the area of tracking capital expenditures on investment properties and analysis prior to making decisions on properties,” Keith shares. “Because agents and brokers are often self-employed, they should also seek advice to establish and fund their retirement accounts.”

As the founder of Tucker Accounting Services LLC, Keith provides real estate professionals with strategic guidance to manage their finances, maximize tax savings, and comply with tax laws. “We help agents and

investors improve cash flow, optimize investments, and plan for long-term growth and a stronger financial foundation for their business,” he says.

Located in Newport News, Tucker Accounting Services is a trusted, highly rated firm offering a full range of services, including tax preparation, tax planning, bookkeeping, payroll, financial reporting, and business consulting. The firm works with individuals, investors, and small to mid-sized businesses across a range of industries. Clients often remark on the firm’s responsiveness, clear communication, and streamlined digital processes.

A lifelong dedication to service and leadership shaped Keith’s path to business ownership. After earning his bachelor’s degree in management, he spent 20 years in the U.S. Air Force, managing people and budgets in logistics roles while completing his MBA in management. He followed his military career with nine years as a defense contractor before transitioning to accounting, first as an assistant at a CPA firm and then as an entrepreneur. “After two years as an assistant, I left and began developing my own bookkeeping and tax preparation business,” he comments.

For the past 14 years, Keith has proudly served the Newport News and Hampton Roads region, continually expanding his knowledge of tax law to ensure his clients receive accurate, timely information. “We work hard to stay up to date to provide our clients viable options to help



“ Helping them realize ways to minimize their tax liabilities and make sound business decisions—that’s where I find fulfillment.”



them make the best financial decisions possible,” he stresses.

Keith’s work is driven by the same values that guide his life—faith, family, and service. Originally from Alabama, he and his wife, Brenda, settled in Yorktown after an Air Force assignment at Langley AFB in the late 1990s. Married for 39 years, the couple has two daughters and two grandchildren. They enjoy Virginia’s fall festivals, mountain getaways, and family trips to Busch Gardens. Outside of work, Keith stays active with morning workouts, woodworking, and volunteering through his church’s men’s ministry and various outreach programs.

That spirit of service extends naturally into his professional life. “I enjoy working with people who want business or tax guidance and are willing to take action,” Keith notes. “Helping them realize ways to minimize their tax liabilities and make sound business decisions—that’s where I find fulfillment.”

For real estate professionals, his advice reflects that same thoughtful approach: plan early, stay organized, and partner with trusted advisors who understand your goals.



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• Update + pay Q4 estimated tax payments by Jan 15

• Review retirement plan contributions (SEP IRA, Solo 401(k), SIMPLE IRA)

• Confirm W-2 information (S-corp REALTORS®)

• Organize closing documents (HUD-1/Closing Disclosures) for deductible taxes, interest, + listing-related expenses

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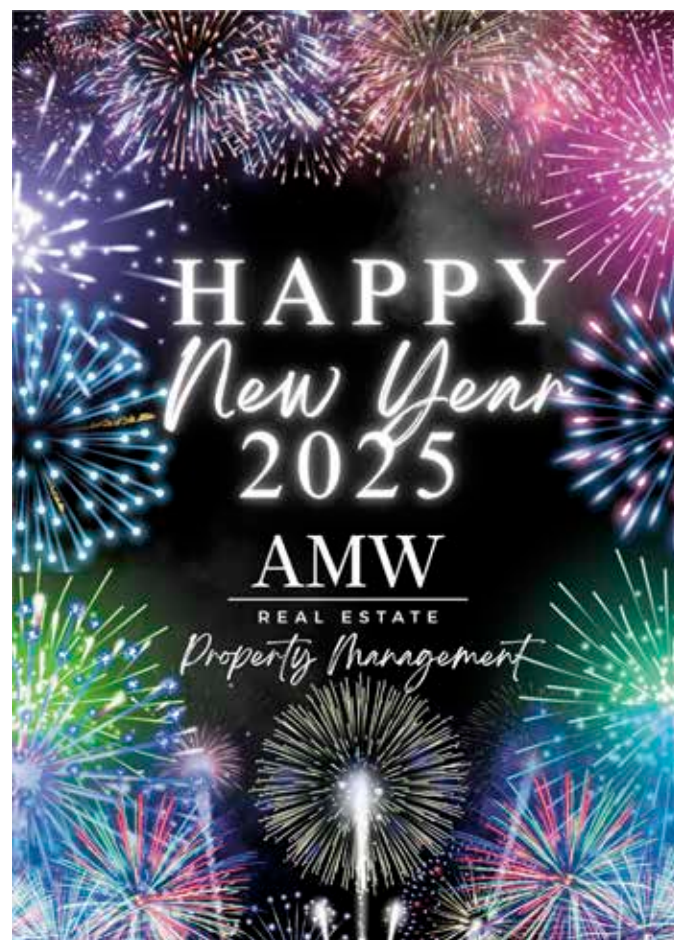
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