

MOBILE BAY

JULY 2026

REAL PRODUCERS[®]

Brooke Butler



Broker in
Charge
**KIM
MOODY**

Rising Star
**KENDALL
PHILLIPS**

Partner
Spotlight
**LEE
WALDROP**
Revitalize Mobile

CONNECTING. ELEVATING. INSPIRING.

PROTECTION BACKED BY PEOPLE YOU TRUST.

— Your Gulf Coast Insurance Partner. —

When the wind picks up.
When the water rises.
When life throws the unexpected your way—
WE'RE ALREADY READY.



HOME

BUSINESS

FLOOD

AUTO

UMBRELLA

WIND

Local agency, fast quotes, and personalized coverage to protect what matters most.

3 locations on the Gulf Coast:
BILOXI: 1009 Howard Ave **GAUTIER:** 2004 Hwy 90
DAPHNE: 2210 Main St., Suite H

Call us for a quote: 251-829-8032
Visit us at: beaconinsuranceservices.net






PROTECT
YOUR HOME
FROM
PESTS



callwaynes.com | 866-WAYNES1

REVITALIZE REALTY LLC

Highest Rated Property Manager on the Gulf Coast

SERVING ALL OF BALDWIN & MOBILE COUNTY

\$1,000 Realtor Referrals

You Keep Your Client!

REVITALIZE REALTY SENDS YOUR CLIENT BACK WHEN IT'S TIME TO SELL!

TRUSTWORTHY | TEAMWORK | DRIVEN | PROFESSIONAL

CALL US TODAY AT (251) 378- 2779 FOR A FREE CONSULTATION

WWW.REVITALIZEREALTY.COM







Tailored Mortgage Solutions

Now Serving the Alabama Gulf Coast



This information is geared for industry professionals and not directly to consumers. Contact us to discuss the wholesale mortgage broker advantages. This is not a commitment to lend. Not all borrowers will meet the requirements necessary to qualify.

Follow us and learn more >



Get Closed
with Marsh Lending

214.729.3180
marshlending.com
hello@marshlending.com




TRUST,

The Beginning of What We Build.

NEED A STORM PROOF ROOF?

The Watkins Way means expert guidance, proven systems, and a FORTIFIED roof you can rely on. So you can protect what matters most and take advantage of available grants up to \$10,000. Our team handles every step, making the process simple.

TOP CERTIFICATIONS. FORTIFIED PROTECTION.

SCAN ME



251-277-5772
NoMoreRoofLeak.Com
Commercial & Residential Roofing
Siding Gutters Windows




Choose your own contractor



Chris Gipson
REGIONAL SALES MANAGER

Contact Chris for all of your home warranty needs
(601) 954-3999
ChrisG@homewarrantyinc.com



Scan QR code to visit Chris' profile
(homewarrantyinc.com/chrisgipson)

Protect What Matters



The Closing Experience Your Clients Remember.


Clear communication.
Fast response times.
Confident closings across Alabama.

Top-producing agents need a title partner that moves as fast as they do.
RELI delivers smooth residential, investor, and commercial closings backed by responsive communication and experienced support from contract to close.


 RESIDENTIAL CLOSINGS Expert title and closing services for home sales and purchases.	 INVESTOR TRANSACTIONS Fast, reliable closings that keep your investments on track.	 COMMERCIAL SERVICES Solutions for complex transactions and commercial properties.	 20+ YEARS OF EXPERIENCE Decades of trusted service you can count on.
---	--	--	---

18+ LOCATIONS ACROSS ALABAMA
BIRMINGHAM • HUNTSVILLE • MONTGOMERY • GULF COAST

reli.us | orders@reli.us | #RELIonUs



Grizzled Productions Photography



25 Photo / Floorplan / Virtual floorplan packages starting at \$135
Drone, videography, virtual staging, Matterport and Zillow Showcase services available
Online booking: <https://www.grizzledproductionsbooking.com>

Sean Grizzle
251.654.1644

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CHAMBER OF COMMERCE

Mobile Chamber of Commerce
Michael Galvin
 (251) 431-8628
 mobilechamber.com

DOWNSIZING/ESTATE SALES

Bay Area Packing Service
 (251) 554-0154
 www.facebook.com/search/top?q=bay%20area%20packing%20services

FENCING WOOD/METAL/COUNTRY FENCING

Eastern Shore Fence Company
 (251) 604-3018

FOUNDATION REPAIR

MDH Foundation Repair
Shannon Reichart
 (251) 375-0565
 108 5th Street,
 Daphne, AL 36526
 mdhfoundationrepair.com/

FOUNDATION REPAIR AND WATERPROOFING

APS Foundation
Jordan Erwin
 (205) 532-3577
 alabamaprofessional.com

HOME INSPECTION

Complete Home Inspections, LLC
 (251) 510-1809
 completehomeinspectionsllc.com

Ronny Reeves Home Inspections

(251) 753-1030
 www.facebook.com/InspectorRonny

HOME WARRANTY

Home Warranty Inc.
 (601) 954-3999
 homewarrantyinc.com

HOME/MOLD INSPECTION

Guiding Light Inspections
 (850) 408-4495
 guidinglightinspects.com

HVAC SERVICES

Hembree Heating & Air Conditioning
 (251) 259-4664
 8380 Tanner Williams Road
 Mobile, AL 36608
 hembreeac.com

INSURANCE AGENCY

Laurel Flowers State Farm
 (251) 675-4736
 sfagentflowers.com

Rachael Kidd State Farm

(251) 653-7218
 www.rachaelkiddinsurance.com

Romilee Broussard Agency

(251) 634-8111
 allstate.com/rbroussard1

State Farm

(251) 471-1108
 quotesonwheels.com

INSURANCE SERVICES

Beacon Insurance Services
 (228) 374-0067
 www.beaconinsurance.com/services.net/

LENDER

Community Bank
 Communitybank.net

Community Bank

Communitybank.net

MORTGAGE / LENDER

Magnolia Mortgage Company
 (251) 660-5025
 magnoliamortgagecompany.com

Marsh Lending, LLC

(214) 729-3180
 marshlending.com

New American Funding

(952) 715-7295
 nafinc.com

Will Goodwin GMFS Mortgage

(251) 328-4233
 gmfsmortgage.com/will.goodwin

MORTGAGE LENDER

Movement Mortgage
 (251) 230-0321
 tannergorum.com

PEST CONTROL

Wayne's Pest Control
 (205) 732-2011
 callwaynes.com

PEST SOLUTIONS

Boss Pest Solutions
 (251) 648-8125
 bosspestsolutions.com

E3 Termite & Pest Control

Mike Adams
 (251) 850-7378
 975 W I65 Service Rd N
 Mobile, AL 36618
 E3pest.com

PHOTOGRAPHY

Captured By Tyler
 (706) 599-8194
 capturedbytyler.com

Dream Home Productions

(256) 590-3510

Grizzled Productions

(251) 654-1644
 grizzledproduction.com
 photography.com

PROPERTY MANAGEMENT

Revitalize Realty, LLC
 (251) 303-3858
 revitalize Realty.com

REAL ESTATE ORGANIZATIONS

Baldwin Realtors Association
 (251) 947-3777
 baldwinrealtors.com

REAL ESTATE RESOURCE

1 South Property Management
 (251) 265-1230
 1SouthRentals.com

Real Estate School of Mobile

(251) 265-1230
 RealEstateSchoolofMobile.com

ROOFING PROFESSIONALS

Watkins Construction & Roofing, Inc.
 wcralabama.com

SIGNS & GRAPHIC DESIGN

Fast Signs

Pauline McKean
 (251) 279-0747
 4668 Airport Blvd.
 Mobile, AL 36608
 fastsigns.com

SOCIAL MEDIA MARKETING

Southern View Media
 (251) 517-9425
 southernviewmedia.com

TITLE COMPANY

Reli Title
 (256) 504-0313
 reli.us

COMMUNITY BANK MORTGAGE

OUR TEAM IS **COMMITTED** TO YOUR CLIENT'S HOME BUYING **SUCCESS**

LISA MAY
 MORTGAGE LOAN ORIGINATOR
 (O) 251.338.6213 | (C) 251.402.8278
 lisa.may@communitybank.net
 NMLS#213786

JANE YARBOROUGH
 MORTGAGE LOAN ORIGINATOR
 (O) 251.325.7072 | (C) 251.979.5673
 jane.yarborough@communitybank.net
 NMLS#828250

COMMUNITYBANK.NET | f x in

MEMBER FDIC | EQUAL HOUSING LENDER

BUY NOW SELL LATER

THAT'S THE NAF CASH WAY

Skip the stress of selling first. Buy your next home before listing your current one with NAF Cash.

Ashley Darst
 BRANCH MANAGER | NMLS # 2156326
 952-715-7295
 ashley.darst@nafinc.com
 naf.com/AshleyDarst

LET'S TALK ABOUT YOUR OPTIONS →

Equal Housing Opportunity. This is not a commitment to lend. Terms and conditions apply. NAF Cash is a registered trademark of New American Funding, LLC. NMLS # 6606. Corporate office: 14511 Myford Rd., Suite 100, Tustin, CA 92780. For licensing information, go to: naf.com/licensing.

TURN YOUR BACKYARD INTO A DESTINATION

EASTERN SHORE FENCE CO.

FREE ESTIMATES NOW BOOKING SPRING PROJECTS

251-604-3018
 Easternshorefencecoal.com

FENCING | DECKS | PERGOLAS
 Built for Privacy. Designed for Living.

Meet The Team



Robert Orso
Publisher/Owner



Christina Kitchen
Ad Strategist



Tyler Ertzberger
Photographer



Cheri Robertson
Social Media Manager



Stephen Hinds
Photographer



Brandon Morgan
Photographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

FASTSIGNS
Make Your Statement™

Mobile 251.410.7446
Daphne 251.621.7446

Transforming your space begins at our place

FASTSIGNS
Serving Mobile and Baldwin Counties

EYESKY
Video - Photo - Film

Real Estate media
Certified Drone
Virtual 360's
Floor Plans
Twilights

GMFS MORTGAGE

Conventional, FHA, USDA
Construction & Renovation
Clear Communication
Quick Turn Times
\$100M+ in Loans Closed

ONE FLAT LENDER FEE \$1,649 **NO JUNK FEES**

WILL GOODWIN
Loan Officer | NMLS #1633751

wgoodwin@gmfsending.com
(O) 251.332.1999
(C) 318.294.8947
323 De La Mare Ave.,
Ste 8, Fairhope, AL

Not a commitment to lend. All loans subject to credit and property approval. GMFS charges a flat lender fee of \$1,649 in addition to their per fee schedule, title insurance, and taxes & insurance, and any discount points (if applicable).

GMFS LLC is an Equal Housing Lender. All mortgages are originated by GMFS LLC at 7385 Florida Blvd, Suite 200A, Baton Rouge, LA 70805, NMLS #64097. Branch NMLS #2177049.

Celebrating 250 Years of Opportunity

BY ROBERT ORSO, PUBLISHER

As we mark the 250th birthday of the United States of America, we pause to reflect on a story unlike any other—a story of courage, conviction, faith, and opportunity. Two and a half centuries ago, a group of determined individuals stood on the edge of uncertainty and chose freedom over comfort. They envisioned a nation where people could pursue their lives, their livelihoods, and their beliefs without oppression. That vision gave birth to the greatest experiment in liberty the world has ever known.

The founding of our nation was not accidental. It was deeply rooted in a desire for freedom—especially religious freedom. Many of the early settlers crossed an ocean not in search of wealth, but in search of the right to worship God according to their convictions. That principle became woven into the very fabric of our founding documents. The Declaration of Independence acknowledges that our rights are **endowed by our Creator**, and the Constitution protects the freedom to live out those beliefs without government interference. This foundation has shaped not only our laws, but also our culture, our values, and our sense of responsibility to one another.

Throughout history, America has been a place where faith and freedom have walked hand in hand. While our nation is not perfect—and never has been—there is something powerful about a country that recognizes a higher authority and seeks to protect the God-given dignity of every individual. Honoring God has played a significant role in shaping our communities, our work ethic, and our understanding of

right and wrong. It reminds us that true freedom is not just the ability to do whatever we want, but the responsibility to do what is right.

What makes America truly remarkable is the **opportunity it offers**. From the very beginning, this has been a land where hard work, perseverance, and integrity can open doors that might otherwise remain closed. Generations of immigrants and pioneers have come here with little more than hope and determination, and through their efforts, they have built businesses, communities, and legacies that continue to impact us today.

It is no secret that the United States is the **wealthiest nation in the world**. While there are still individuals and families facing challenges, even those considered to be living in poverty by American standards often have access to resources, opportunities, and freedoms that are unimaginable in many other parts of the world. Access to education, the ability to start a business, freedom of speech, and the right to pursue one's dreams—these are privileges we can sometimes take for granted, yet they remain rare on a global scale.

The American dream is still alive. It may look different for each person, but at its core, it is built on the idea that your future is not predetermined by your circumstances. It is shaped by your choices, your effort, and your willingness to keep moving forward. In my own work and in the lives of so many I have the privilege to connect with, I see this truth played out every day. People are building businesses, raising families, and creating

opportunities not just for themselves, but for others as well.

As we celebrate this milestone anniversary, it is important not only to look back with gratitude but also to look ahead with expectation. The same principles that guided our founding—faith, freedom, hard work, and personal responsibility—are the same principles that will carry us into the future. The opportunities that lie ahead are just as real as those that existed 250 years ago, perhaps even greater.

We are living in a time of incredible possibilities. Technology, innovation, and connection have created avenues for growth and success that previous generations could not have imagined. Yet, the foundation remains the same: a willingness to work hard, to act with integrity, and to honor the values that built this nation.

As we reflect on 250 years of America, let us be grateful for the sacrifices that were made to secure our freedoms. Let us honor the role that faith has played in shaping our nation. And let us embrace the opportunities that still exist for those willing to pursue them with purpose and determination.

The story of America is far from finished. In many ways, we are still writing it—through our businesses, our communities, and our daily lives. The next chapter holds great promise, and the same spirit that built this nation continues to live on in each of us.

Here's to 250 years—and to the opportunities, freedoms, and blessings that lie ahead.



Good neighbors make the difference

Being a good neighbor means being there for my community. As your local State Farm® agent, I'm ready to help whenever you need me.

Makeda Nichols, Agent

(251) 471- 1108

www.quotesonwheels.com

Scan Here To Connect

Like a good neighbor, State Farm is there.®

DJ LEHMAN
251-463-4463
DIRECTOR OF AGENT DEVELOPMENT, ASSOCIATE BROKER, CRI
LEAD INSTRUCTOR

You've mastered the deal.
READY TO OWN THE ROOM?
Courses built for agents who aren't done growing.

- **Broker Pre-Licensing**
Know the game well enough to own it.
- **Continuing Education**
Keep your license. Keep your edge.
- **Post-Licensing**
Build on what you already know.
- **Pre-Licensing**
Refer someone you believe in.

REALESTATESCHOOLOFMOBILE.COM

1SOUTHRENTALS.COM

You close deals.
You shouldn't be fielding maintenance calls too.
Hand off the headaches. Keep the income.

Flat Fee Management

Only \$100*/month

*Rate for licensed agents who own the managed property

- Tenant screening + placement
- Rent + maintenance — fully handled
- Refer clients. Earn a referral fee — and get them back when they're ready to sell.

SHERRY ADDRESS
QUALIFYING BROKER
251-406-8877

DON'T GET LEFT IN THE DARK.

Detailed Home Inspections You Can Trust.

- ✓ Residential Inspections
- ✓ Mold Testing
- ✓ Thermal Imaging Included
- ✓ 5-Star Rated Service ★★★★★

850-408-4495

RICHARD GLYNN
GuidingLightInspects.com

HONEST, THOROUGH INSPECTIONS

SAME-DAY REPORTS

CLEAR, DETAILED REPORTS YOU CAN UNDERSTAND

SCAN TO SCHEDULE
Easy. Fast. Convenient.



Mobile Bay Real Producers Client Testimonials

Realtors, one of the best ways you can support the community you're part of is by introducing your trusted vendor partners to *Mobile Bay Real Producers*. Our platform gives them meaningful opportunities for visibility, relationship-building, and connection with the agents who truly drive the local real estate market.

If you are a proven vendor whose business grows through realtor relationships and referrals, we would love the opportunity to introduce you to some of the very best agents in our area and help you become part of this strong and trusted community.



Michelle Murrill, Southern View Media

We've really enjoyed partnering with *Mobile Bay Real Producers* to build our brand. Connecting with top real estate agents and contractors in the area has been both valuable and enjoyable.



Shannon Reichart, MDH Foundation Repair

We have been working with Robert for over 5 years now as part of the Real Producers community, supporting both Mobile Bay and Gulf Coast Real Producers. Each month, I am excited to receive my copy of the latest edition to expand my personal and professional network here across Baldwin and Mobile Counties. I appreciate the

monthly opportunities to attend the magazine parties. This has provided MDH with tremendous connections into other like-minded business owners and people making a difference here in our local community. I am so happy to be a part of Real Producers and the relationships we have made have proven to be invaluable.



Ronny Reeves, Elite Inspections Group

Real Producers isn't just a magazine it's a community. The relationships, exposure, and opportunities it's created for my business have been truly valuable, and I'm proud to be a part of it. Also, Robert is a stand-up guy who genuinely cares about the people he brings together, and that's what makes this platform so special.



Romilee Broussard, Allstate Insurance Agency

I've enjoy being part of Real Producers because of the community it creates. It's inspiring to be surrounded by professionals who are passionate about serving their clients and improving our local market. I also appreciate how the community comes together to celebrate each other's successes and support one another along the way. The relationships built through this network truly make a difference for the families we all work to support.



Josh Hembree, Hembree Heating & Air

Mobile Bay Real Producers does a phenomenal job showcasing the people behind the success in our real estate community. In a world that can feel transactional, they bring it back to relationships—and that matters.

It's more than a magazine. It's a connector, a spotlight, and a reminder that great business is built on great people.



Jordan Erwin, APS Foundation Repair

Real Producers Magazine has been a valuable partner for APS foundation repair business. Through their community, we've built strong relationships with top agents and gained steady, meaningful exposure. It's been a great way to stay connected and grow locally.

HWY 90
251-660-0366
4175 GOVERNMENT BLVD
MOBILE, AL

BELTLINE
251-343-6999
1268 WEST I-65 SERVICE RD S
MOBILE, AL



KNIGHT OWL STORAGE

**BUY 1 MONTH
GET ANOTHER
MONTH FREE!**

- ✓ 12 month no rent increase guarantee
- ✓ Convenient access hours
- ✓ Climate & non-climate controlled
- ✓ Moving truck rentals

TWO CONVENIENT LOCATIONS:
KNIGHTOWLSTORAGE.COM

AMERICA AT 250

BY ROBERT ORSO

WHY THE FOURTH OF JULY STILL MATTERS



Few holidays capture the spirit of a nation quite like the Fourth of July. Across America, families gather for cookouts, parades fill small-town streets, fireworks light up the night sky, and communities come together to celebrate the freedoms we often take for granted. This year, however, Independence Day carries an even deeper significance as our nation commemorates its 250th anniversary—a milestone known as the Semiquincentennial.

On July 4, 1776, representatives of thirteen colonies adopted the Declaration of Independence, boldly declaring that America would no longer be governed by the British Crown. It was a courageous act that launched a grand experiment in self-government unlike anything the world had ever seen. The men who signed that document risked their fortunes, their reputations, and even their lives for the belief that all people are endowed with certain unalienable rights, including life, liberty, and the pursuit of happiness.

Two hundred and fifty years later, those ideals continue to inspire not only Americans but people around the world.

The Fourth of July remains one of the most popular holidays in the United States because it celebrates something that transcends politics, geography, and generations. It reminds us that we share a common story. Whether your family arrived on American shores centuries ago or just recently, Independence Day invites all Americans to celebrate the opportunities and freedoms that have made this nation unique.

For many, the holiday represents cherished traditions. Neighborhoods gather for barbecues. Veterans are honored for their service. Children wave flags while watching parades. Families spend time together creating memories that will last a lifetime. The simple joys of summer become intertwined with a deeper appreciation for the sacrifices that secured our freedom.

The 250th anniversary offers an opportunity to reflect on how far America has come. Over the past two and a half centuries, our nation has endured wars, economic hardships, political

divisions, and social challenges. Yet through it all, America has remained a beacon of opportunity and innovation. The United States has led the world in entrepreneurship, technological advancement, scientific discovery, and charitable giving. More importantly, it has provided millions of people with the opportunity to pursue their dreams and build better lives for their families.

For those of us in the real estate community, the Fourth of July holds special meaning. Homeownership is one of the most tangible expressions of the American Dream. Every day, Realtors, lenders, title professionals, inspectors, builders, and countless others help families achieve the dream of owning a place to call home. The ability to own property, build wealth, and invest in our communities is one of the freedoms that generations of Americans have worked to protect.

As we celebrate America's 250th birthday, let us take time to appreciate the blessings we enjoy, honor those who came before us, and recommit ourselves to building strong families, vibrant communities, and a brighter future.

The fireworks will fade, the parades will end, and the holiday weekend will pass. But the ideals that gave birth to America 250 years ago remain as relevant today as they were in 1776.

This Independence Day, may we celebrate not only our nation's history but also the promise of its future.

Happy 250th Birthday, America.

Complete Home Inspections
A Professional Service with a Personal Approach

Performing Licensed and Certified Residential Inspections in Mobile and Baldwin County for Over 20 Years

Plumbing Systems & Appliances | Electrical Systems | HVAC Systems
Foundation & Crawl Space (as accessible) | Roofing & Attic (as accessible)
Windows/ Doors | Installed Kitchen Appliances | Fireplace/ Chimney | Pools
Garage/ Workshops | Exterior Siding | Deck/ Patio | Topography/ Drainage

Daniel Crigger, Owner
(251) 510-1809
chi.mobile.llc@gmail.com
completehomeinspectionsllc.com

“If someone has a foundation issue, MDH IS MY GO-TO.”

★★★★★ - Barbara Andrews Roberts Brothers - Malbis

MDH FOUNDATION REPAIR

Call us today!
251-333-9355
MDHFoundationRepair.com

Laurel Flowers Agency
State Farm Insurance
251.675.4736
www.SFAgentFlowers.com

Check out our 500+ 5 star Google Reviews

Agent Testimonial

Laurel is always great with communication and has a strong team that makes the insurance side of a real estate transaction smooth for my clients. Her experience really shows, and she brings insight that helps people make better decisions, not just quick ones.

She's also my personal insurance agent, and I've seen firsthand how much she looks out for her clients. In one case, she saved a client over \$1,200 per year just by catching things their previous provider missed.

It's a big deal having someone local you can trust who truly takes care of people. Laurel is someone I confidently recommend.

Jeff Jones, Keller Williams Mobile "Living in Mobile"

LEE WALDROP

Revitalize Mobile Realty

PHOTOS BY BRANDON MORGAN, DREAM HOME PRODUCTIONS



A Purpose-Driven Approach to Property Management

In the world of real estate investing, success is often measured by more than transactions alone. For Revitalize Realty LLC founder and broker Lee Waldrop, the mission has always been bigger than collecting rent or renovating properties. It's about helping clients build long-term wealth while creating stronger communities across Mobile and Baldwin Counties.

Specializing exclusively in long-term residential property management and investment property renovations, Revitalize Realty has carved out a unique niche in the local real estate industry. Rather than serving as a traditional sales brokerage, the company focuses entirely on protecting and growing investment assets for property owners and investors.

That specialization has become one of the company's greatest strengths.

"We are proactive asset managers—not just rent collectors," Lee says. "Our goal is to help clients build wealth safely and strategically through real estate investing."

Focused on Relationships

Revitalize Realty serves as a trusted referral partner for Realtors throughout the Mobile Bay area. Because the company focuses solely on property management—not residential sales—agents can confidently refer investor clients without worrying about losing future business relationships.

"Our Realtor partners know their clients remain their clients," Lee explains. "We want to enhance those relationships, not compete with them."

The company also offers a \$1,000 referral commission per home, along with complimentary rental market analysis, renovation guidance, and due diligence support during investment purchases. In many cases, Revitalize becomes an extension of the Realtor's team, helping buyers evaluate renovation costs, rental potential, and long-term return on investment before closing.

That level of support is further strengthened through Revitalize Construction, the company's sister business specializing in residential investment property maintenance and renovations. Together, the two companies provide clients with a streamlined solution for everything from inspection repairs and rental turns to large-scale renovations and long-term management.

"Investment real estate can feel overwhelming for some buyers," Lee says. "We try to simplify the process and provide practical guidance that helps clients make confident decisions."

Today, Revitalize is recognized as one of the highest-rated and most-reviewed property management companies across Mobile and Baldwin Counties. Lee believes much of that success comes from staying highly focused on what the company does best.



By specializing exclusively in long-term residential homes—not commercial properties, apartment complexes, HOA management, or traditional sales—the team is able to deliver a higher level of expertise, consistency, and communication.

"Trust and reliability are everything in this business," Lee says. "When a Realtor refers a client to us, they're putting their reputation on the line. We take that responsibility very seriously."

Built to Serve

Lee's path into the real estate industry was built through firsthand experience. A graduate of The University of Alabama with both a business degree and MBA,

he began his career as a District Manager with Aldi, where he developed a strong foundation in leadership and operations.

But long before launching Revitalize Realty, Lee spent years personally investing in residential real estate—handling renovations, tenant placement, leasing, and property management himself. That hands-on experience ultimately shaped the systems and safeguards the company now uses to protect client investments.

"Because we've personally experienced the challenges that come with investment real estate, we're able to create proactive solutions that truly serve property owners," Lee says.



Originally from Birmingham, Lee moved to the Mobile Bay area in 2013 and has proudly called Fairhope home ever since. He and his wife, Olivia, have been married for more than 15 years and are raising their daughter, Catherine, while enjoying life on the bay alongside their two golden retrievers.

Outside of work, Lee enjoys traveling, hiking, fitness, personal growth, and continuous learning through books and podcasts—interests that align naturally with the mindset he brings into business leadership. “What motivates me most is serving others and building something meaningful,” he

says. “Years ago, I realized I wanted to create a company centered around purpose—not just profits.”

That purpose is reflected in Revitalize Realty’s mission statement: “To transform communities while building wealth for our clients.”

It’s a philosophy that influences every aspect of the company—from renovating homes and improving neighborhoods to helping investors create stable, long-term income opportunities through residential real estate.

Looking ahead, Revitalize Realty plans to continue



“Our goal is to help clients build wealth safely and strategically through real estate investing.”



expanding its impact throughout the region, including opening a second office location in Baldwin County within the next year. With offices serving both sides of Mobile Bay, the company hopes to become an even stronger resource for Realtors and investors across the area.

For Lee, however, growth is ultimately about more than scale.

“We want Realtors and clients to know they can depend on us,” he says. “Whether it’s property management, renovations, inspection repairs, or investment guidance, we strive to be a trusted resource that helps people succeed for the long term.”

Mortgage Lady
Melissa Butler NMLS #111719

Taking the Worry Out of Home Loans for 35 Years
 Local Expertise • Personalized Service

Here for all your LA, MS, AL, & FL home loans!

Melissa Butler, Owner/Loan Originator
 251-447-3469
 melissabutler@magmtg.com
 www.amortgagelady.com
 Magnolia Mortgage Company, LLC

APS
 FOUNDATION

ALABAMA'S CHOICE FOUNDATION
 COMPANY FOR OVER 45 YEARS

Rooted in Alabama and serving neighbors since 1977
 Strong Foundations for a New Year

Foundation Repair Concrete Repair Basement Water Crawlspace Water Gutters Wood Repair

More Information: www.apsfoundationrepair.com Contact Us 205.951.9717

ASK ABOUT OUR SPECIAL REALTOR PRICING



Kendall

Following God's Lead, Serving Families Well,
and Building a Business with Purpose

Phillips



PHOTOS BY TYLER BONNER, CAPTURE BY TYLER

Some real estate careers begin with a long-term plan. Others begin with a leap of faith.

For **Kendall Phillips of Signature Properties**, her journey into real estate started not with a carefully mapped strategy—but with a prayer. And in just her first year in the business, that step of obedience has already produced remarkable results: **23 transactions and \$8 million in sales volume in 2025**, along with recognition as **Signature Properties' Rookie of the Year**.

But Kendall will be the first to tell you the story behind her success isn't about numbers. It's about calling, family, and

trusting God even when the path doesn't make sense.

A Calling That Didn't Look Like a Career Plan

Before becoming a Realtor, Kendall spent **ten years working as a professional counselor**, using her degrees in **Psychology and Professional Counseling** to help people navigate some of life's most meaningful and difficult seasons.

She loved counseling—but as her family grew, she began asking a new question:

“What can I do to contribute financially while still being present for my children?”

That question became a years-long prayer.

Then came an answer she didn't expect.

“We felt like God was saying real estate,” Kendall says. “It sounded crazy. I was 33 years old and in my third trimester with our third baby. Starting a real estate career felt completely out of left field.”

Still, she stepped forward in faith.

And today, it's clear that step changed everything.

A Counselor's Heart in a Real Estate Career

Although Kendall transitioned from counseling into real estate, she didn't leave behind the skills that shaped her professionally.

In fact, they became one of her greatest strengths.

“I'm still a counselor at heart,” she says.

Buying or selling a home is often one of the most emotional experiences people go through. Kendall's background helps her guide clients with empathy, clarity, and calm confidence—especially when decisions feel overwhelming.

Her approach is relational, thoughtful, and deeply personal. It's also one reason her business has grown so quickly in such a short time.

A Strong First Year—and Strong Support Along the Way

While Kendall works today as a solo agent with Signature Properties, she is quick to recognize the importance of mentorship in her first year.



“

SUCCESS TO ME IS MY KIDS GROWING UP AND REMEMBERING a mom who was present despite also being a working mom.”



“Lisa Griffin was my mentor through year one, and I could not have survived without her mentorship,” she says.

That kind of humility reflects the way Kendall approaches both business and relationships—with gratitude and authenticity.

And her broker, **Tucker Shaver**, recognized her early momentum by naming her **Rookie of the Year for 2025**, honoring the highest production among new agents at Signature Properties.

For someone who entered the business during a season of major life transition—including welcoming a new baby—that accomplishment speaks volumes about her work ethic and dedication.

A Definition of Success That Goes Beyond Production

Ask Kendall what success looks like, and her answer might surprise you.

For her, success isn't defined by awards or volume.

“Success to me is my kids growing up and remembering a mom who was present despite also being a working mom,” she says. “That—and continuing to say yes to God's leading, even when it doesn't make sense.”

That perspective shapes the way she runs her business. Clients quickly recognize they're working with someone who isn't simply focused on closing transactions—but on building trust and serving people well.

A Lifetime Local with a Unique Perspective

Kendall brings something else to her clients that can't be taught: deep roots in the community.

She's a **lifelong Gulf Shores resident**, having grown up on the very road she still calls home today. That kind of local knowledge gives her clients





confidence and insight that only someone truly connected to the area can provide.

She also isn't shy about another defining part of her story—her faith.

“Confidently talking about God in real estate is part of who I am,” she says. “True surrender to God’s voice is what got me here and keeps me here.”

That authenticity sets her apart and helps clients feel comfortable bringing their full selves into the process as well.

Motivation That Keeps Her Moving Forward

Real estate can be unpredictable, fast-paced, and sometimes challenging.

But Kendall has a mindset that keeps her steady through it all: “Everything is figureoutable.”

It’s a simple phrase—but a powerful one. And in her first

year alone, she’s already proven just how true it can be.

Her motivation also comes from the families she serves—and from her own family at home.

Kendall and her husband, **Joethan**, have been married for eight years and are raising three young children: **Myer (6), Greer (4), and Lucy (1)**. Their home is also shared with **Abe**, a loyal German Shepherd, and a cat affectionately known as **Kitty Kitty** (whose official name is Sister Libby).

Together, they’ve built a life centered on faith, connection, and community.

A Life Rooted in Service

Long before real estate, Kendall was already making an impact beyond her profession.

In 2013, she launched **The Penny Story**, an anti-trafficking awareness initiative that created opportunities for

public speaking, advocacy, and fundraising. Through merchandise sales and outreach efforts, the project supported **A21**, a global organization dedicated to fighting human trafficking and restoring survivors.

The movement even inspired a documentary titled *Common Cents*—a testament to how one person’s willingness to act can create meaningful change.

Today, Kendall and her family remain active members of **Anchor Point Church in Foley**, where they’ve been involved for more than a decade.

Service has always been part of her story—and it continues to shape her future.

Looking Ahead with Faith and Vision

Just a year ago, Kendall says her goals were simple: pay off a \$14,000 credit card and care well for her family. Today, her vision has expanded.

Now she hopes to continue serving clients not only in their real estate needs but in deeper ways as well.

“I dream of God connecting me with people who not only need to buy or sell a house,” she says, “but people who long to know Him in a deeper way.”

That perspective reflects something rare in any profession: a career built not just on opportunity—but on purpose. And for Kendall Phillips, this Rising Star season is clearly only the beginning. ▀

KENDALL PHILLIPS
SIGNATURE PROPERTIES
251-978-8929
KENDALL@HOMESBYKENDALL.COM



Butler & Co

REAL ESTATE

Homegrown Leadership

For Brooke Butler, real estate has never been just about buying and selling homes. It's about people. It's about community. And most of all, it's about creating a life rooted in relationships, service, and gratitude.

As owner and qualifying broker of Butler & Co Real Estate in Fairhope, Brooke has built a brokerage culture centered on collaboration, mentorship, and heart. But long before opening her own brokerage, she was simply someone who loved bringing people together.

"Being the oldest of five kids and having a large family, we always had people around," Brooke says. "I enjoy being around other people, and making people happy and serving them makes me happy."

That natural ability to connect with others would eventually become the foundation of her success.

Built Through Service

Brooke's path into real estate began unexpectedly in 2016 after a friend came across a social media post from a local brokerage looking for someone with a very specific personality and skill set.

"She told me, 'This sounds like you. You should call them,'" Brooke recalls. "So I did."

At the time, Brooke had previously worked in paper sales before becoming a stay-at-home mom and running a monogramming business while raising her daughters. Real estate wasn't necessarily part of a master plan—it simply became the next opportunity where her strengths aligned naturally.

"When I got into real estate, I just needed a full-time job," she says. "Thankfully, my team leader and broker poured into me and gave me all the knowledge and support I needed."

That experience left a lasting impression.

As Brooke grew in the industry, she felt called to offer that same guidance and encouragement to others. What started as mentoring two friends interested in real estate eventually evolved into her own team—and later, into Butler & Co Real Estate, which recently celebrated its first anniversary.

"I wanted to give back what had been given to me," she says.

“Thankfully, **MY TEAM LEADER and BROKER** poured into me and gave me all the knowledge and support I needed.”



Today, Brooke supervises 15 agents while continuing to personally produce at a high level herself, closing 44 transactions totaling \$22 million in 2025. But despite the growth, she remains far more focused on people than production.

“Seeing our agents be successful in whatever manner that looks like for them is incredibly rewarding,” she says.

That mindset has shaped the atmosphere inside Butler & Co. Brooke describes the brokerage as supportive, collaborative, and family-oriented—an environment where agents genuinely celebrate one another’s success.

“We all feel like family,” she says. “One of our biggest goals is making sure clients feel that, too. We don’t want them to feel like clients—we want them to feel loved, appreciated, and cared for.”

Rooted in Fairhope

As a fourth-generation Fairhope native, Brooke’s love for her hometown runs deep. She and her husband, Steve, have built their lives raising their daughters, Mary Thomas and Abbie, surrounded by extended family, lifelong friendships, and the coastal lifestyle they treasure.

“It’s the best life,” Brooke says of living in Fairhope. “When we were younger, we thought there was something better somewhere else, but most people

come back. I just wouldn’t want to be anywhere else.”

Family remains the center of Brooke’s world. As the oldest of five siblings—and now surrounded by nieces, nephews, friends, and neighbors—her home is rarely quiet.

Their family also includes three beloved dogs: Jojo, the “angel” golden lab; Bruno, the energetic mini Australian shepherd; and Remi, a rescue pup who loves the water as much as the rest of the family does.

When Brooke isn’t working, she’s usually exactly where she wants to be: gathered with family and friends on the dock, boating on the river, reading with her book club, playing Mahjong or Bunco, or enjoying sunset cruises with Steve after busy workweeks.

“Being together fills my bucket,” she says.

That same servant-hearted approach extends beyond real estate into the community as well. Brooke currently serves as Board President for The Haven, a no-kill animal shelter, and has spent years volunteering through National Charity League alongside her daughters.

Supporting local businesses, local families, and local causes isn’t something Brooke views as separate from business—it’s simply who she is.



And perhaps that's what truly sets her apart.

In an industry often focused on competition, Brooke believes success comes from collaboration, generosity, and leading with service.

"We are more about giving than receiving," she says. "If you come from a place of service, you'll always get more in return."

For Brooke Butler, real estate was never just about building a brokerage.

It was about building a life she loves, in a town she loves, surrounded by people she loves.

And to her, that's what success really looks like. ▀



BROKER IN CHARGE

Kim Moody

iXL Real Estate

PHOTOS BY STEPHEN HINDS,
EYESKY PHOTO & VIDEO



Leading with Heart

For Kim Moody, success in real estate has never been solely about production numbers or transactions. It's about people. It's about relationships. And most importantly, it's about creating impact that lasts far beyond the closing table.

As Broker of iXL Real Estate Eastern Shore, Kim has spent the last 15 years building a career rooted in integrity, transparency, and servant leadership. While she still actively serves clients, much of her passion today is centered on mentoring agents, strengthening her brokerage, and helping others discover their own potential within the industry.

"I've learned that leadership isn't always about producing the highest numbers yourself," Kim says. "It's also about helping others achieve theirs."

That mindset has shaped the culture of her brokerage, where she currently supervises approximately 30 agents



“

I've learned that leadership

isn't always about producing the highest numbers yourself. It's also about helping others achieve theirs.”



throughout Mobile and Baldwin Counties. Under her leadership, the agents within her Eastern Shore office collectively produced more than \$53 million in sales volume in 2025 alone.

For Kim, however, the numbers only tell part of the story.

“One of the most rewarding parts of leadership is helping agents grow, providing guidance, and creating an environment where they feel supported both personally and professionally,” she says.

Built on Purpose

Before real estate, Kim spent more than two decades working in office management, Human Resources, and bookkeeping. Looking back, she now recognizes how those experiences prepared her for brokerage leadership long before she officially entered the industry in 2010.

“Those roles taught me organization, leadership, communication, problem-solving, and the importance of relationships,” she says.

Real estate also runs deep within her family history. Her grandmother was a successful Realtor in Gulf Shores, planting seeds of inspiration years before Kim realized she would eventually follow a similar path herself.

After years in corporate environments, Kim felt called toward something offering both flexibility and deeper purpose.

“Real estate gave me the opportunity to build something meaningful while helping others through one of the biggest decisions of their lives,” she says.

That perspective continues to define the way she approaches business today. In addition to earning numerous professional designations—including

ABR, MRP, AHWD, and SFR—Kim also obtained her instructor license, allowing her to teach and mentor future real estate professionals entering the industry.

“Education has become a major passion for me,” she says. “Helping people grow—whether clients or agents—is incredibly rewarding.”

Her dedication to both leadership and service has not gone unnoticed. In 2025, Kim was selected by her peers as Realtor of the Year—an honor she considers one of the greatest achievements of her career.

Still, she defines success much differently than awards or recognition.

“Success isn't just measured by sales numbers,” Kim says. “Success is creating impact, maintaining integrity, helping others grow, and building a life and business that reflects your values.”



“

One of the most rewarding parts of leadership

is helping agents grow, providing guidance, and creating an environment where they feel supported both personally and professionally.”



Advocacy Center of Mobile, supporting efforts that advocate for and protect children throughout the community.

“For me, success is about more than business,” Kim says. “It’s about creating impact, helping people, and leaving things better than you found them.”

Looking ahead, Kim is excited to continue growing her brokerage, mentoring agents, and expanding opportunities within the industry she loves. Personally, she looks forward to spending more time with family, serving her community, and embracing this season of life surrounded by children and grandchildren.

Even while leading and mentoring agents, Kim continues actively serving her own real estate clients as well—something she says keeps her connected to the heart of the business and the people she serves.

Through it all, one belief continues to guide both her leadership and her life: “Never underestimate the power of relationships,” Kim says. “In business and in life, people may forget details, but they’ll remember how you made them feel.”

And for Kim Moody, making people feel valued has become one of the greatest successes of all. ▀

or simply making memories with the people she loves most.

“Life can get busy, but family has always been my foundation and my greatest blessing,” she says.

That same heart for serving others extends naturally into her community involvement as well. Kim currently serves as Treasurer for Queens with Dreams and has held leadership roles within the Women’s Council of Realtors, including serving as Past President and Treasurer. She is also actively involved with the Child

Grounded in Family

While Kim’s professional accomplishments are impressive, her greatest pride comes from her family. She and her husband, Tim, have been married for 24 years and share three sons, three daughters-in-law, and eight grandchildren who lovingly call her “Meme.”

Family remains the center of her world.

Some of her favorite moments happen far away from the office—gathered together at family events, sitting at the ballpark cheering on grandchildren,

Not all agents are **REALTORS®**

TheRMeansMore.com

ROMILEE BROUSSARD INSURANCE AGENCY

Allstate Insurance Agent
Romilee Broussard
(251) 634-8111
@gimwithromilee

“Your trusted partner in insurance solutions!”

- 2026 Preferred Partner with Mobile Bay Real Producers
- Free Home, Auto, and Life Insurance Quotes
- Customized Coverage Tailored to your Needs
- 24/7 customer support
- Certified to teach CE’s to realtors. **FOR FREE!**

Scan here to connect!

allstate.com/rbroussard1

WOOD DESTROYING ORGANISM INSPECTIONS
Reports & bonds for real estate transactions

MISSISSIPPI	ALABAMA
WDO Report + Termite Bond	WIR Report + Termite Bond
\$400	\$400
WDO Report Only	WIR Report Only
\$90	\$100
Termite inspection report for real estate transactions	Official WIR for home sales & refinances
State-compliant documentation • Quick turnaround	State-compliant documentation • Quick turnaround

Stucco or Spray Foam Homes: \$800

Full damage replacement • \$1,000,000 coverage available

Call or Text: 251-648-8125
Email: ashleym@bosspestsolutions.com
Boss Pest Solutions

**BE SEEN.
BE HEARD.
BE KNOWN.
BE A CHAMBER MEMBER.**

The Chamber brings many networking opportunities with everyone from small business owners to industry leaders. For Roberts Brothers, the Chamber is a vital community partner. Through the Chamber, we always know what's happening, what's coming and how we can plug in. The Chamber aligns us with like-minded individuals whose goals are to recruit, develop and grow.

— Teresa Williamson, Roberts Brothers

Engage and grow. To learn more about Chamber membership visit mobilechamber.com.





DREAM HOME PRODUCTIONS



Making Every Home, A Dream Home



PHOTO, VIDEO, DRONE AND MORE

Dream Home Productions offers professional photo, video, drone, 360 tours, floor plans, and much more to give you the best for every listing



NEXT DAY DELIVERY


FAST delivery with one click download on every listing



EASY TO USE CLIENT PORTAL

Full access to all listings and content as well as invoices, and a FREE marketing kit


256-590-3510 dreamhomeprod@gmail.com



EYESKY

Video - Photo - Film

**Real Estate media
Certified Drone
Virtual 360's
Floor Plans
Twilights**


WANT A HOME INSPECTOR THAT WILL...

- Educate buyers.
- Walk buyers through the report.
- Shows up to the closing.
- Will hold Open Houses with you.
- Communicates with everyone involved.

CALL RONNY REEVES
SUPERIOR HOME INSPECTIONS
ASHI CERTIFIED

251-753-1030






MORTGAGES THAT MEAN MORE



As a trusted partner to real estate professionals across Mobile and Baldwin Counties, Tanner Gorum brings heart, hustle, and integrity to every transaction.

Why Choose Us

Backed by Movement Mortgage's impact-driven mission, **The Tanner Gorum Mortgage Lending Team** helps your clients close with confidence—while investing in something greater.

- Fast, Reliable Loan Solutions
- FHA, USDA, VA, Conventional, Condo, & Portfolio Loan Products Available
- Marketing Tools for Agent Partners
- Supporting Underserved Communities Through the Movement Foundation

Tanner Gorum, Mortgage Loan Originator
Movement Mortgage | NMLS ID #1911130
State License #FL-L0120865, AL-79178
(251) 230-0321
tanner.gorum@movement.com

TannerGorum.com

Connect with Tanner Here!





FAQ

Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Mobile Bay Area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in Mobile and Baldwin Counties. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2021. The list will reset at the end of 2022 for next year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners,

or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at robert.orso@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?


A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly events, and be a 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 recommended every preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know.

 Send an email to robert.orso@realproducersmag.com.



Captured By Tyler

Elevate Your Listing

REAL ESTATE PHOTOGRAPHY

DRONE

ZILLOW 360

VIDEO WALKTHROUGHS

VIRTUAL STAGING

BOOK YOUR NEXT LISTING AT
WWW.CAPTUREBYTYLER.COM
 706.599.8194



Over 35 Years Experience Protecting Homes from Pests & Termites



- ✓ Revolutionary Pest Control
- ✓ Alabama's Only Triple Protection Plan
- ✓ We Bond for Spray Foam, Stucco & Houses on Pilings
- ✓ Expert Inspection Services
- ✓ Eco-friendly Treatment & Materials

e3pests.com

OFFICIAL WOOD INFESTATION REPORT - PA
(Report Consists of Part A and Part B)

**FREE
WIR**

**FREE WOOD INFESTATION REPORT
WITH A TERMITE TREATMENT!**

CALL TODAY! (251) 278-2759

