

PENINSULA

JUNE 2026

REAL PRODUCERS[®]

Shirley Wang

BERKSHIRE HATHAWAY
HOMESERVICES
RW TOWNE REALTY



CONNECTING. ELEVATING. INSPIRING.

ABNB Empower Your Buyers Grow Your Business

Federal Credit Union



Closing as soon as 11 days**

Great Rates!

Quick Pre-Approvals

Fixed and Adjustable-Rate Mortgages • FHA • VA
USDA • Jumbo • Conventional • Portfolio • And non-QM!
Plus 100% Financing Options and Grants*



Visit [ABNBfcu.org/Mortgage](https://abnbfcu.org/Mortgage) or call 757.523.5354 today!



ABNB FCU is an Equal Housing Lender
Company NMLS #460140



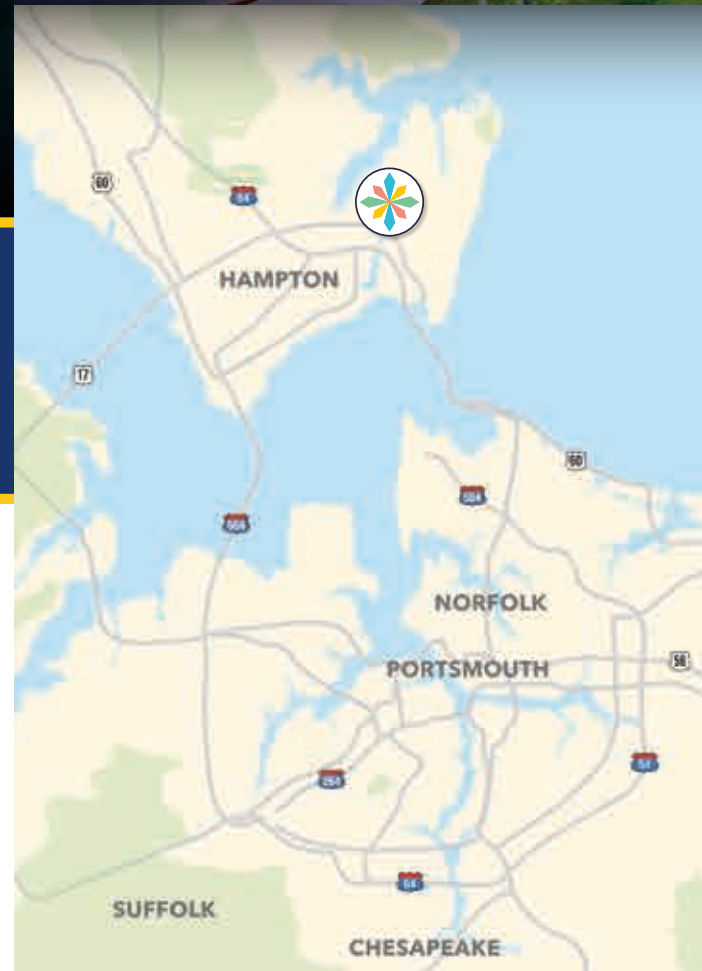
*100% financing and grants available on select programs; eligibility restrictions apply. Membership and credit approval required; not all applicants will qualify.

**Closing times vary and are not guaranteed. An 11-day closing is possible only under optimal conditions and depends on borrower responsiveness, appraisal and title turn-times, receipt of required documentation, loan type, and third-party service timelines. Closing timeline excludes Sundays and Federal holidays. All loans subject to credit approval and applicable TILA-RESPA (TRID) waiting periods.

The Perfect Peninsula Location!

A picture-perfect location has these new townhomes hugging the newly revitalized city of Hampton, Virginia. Residential perfection awaits those who purchase here. Low-maintenance townhomes will provide more time for residents to enjoy the benefits inside and outside their homes. Peninsula Town Center is around the corner allowing for convenient shopping, quick bites to eat, and time-saving professional services.

TOWNES AT
**COLISEUM
CENTRAL**
HAMPTON, VA



Rear-access garages will keep neighborhood traffic minimal and let the front of each homeowner's townhome be a welcome mat for neighborhood gathering, sidewalk strolling, or peaceful porch enjoyment. Quality, value and style are in great supply in these beautiful homes!



Visit cheshomes.com to find our beautiful collection of homes or call 757-448-3742 today!



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!

ONLINE PARTNER
DIRECTORY



ACCOUNTING/BOOKKEEPING

Tucker Accounting Services
Keith Tucker
(757) 310-6851
thetuckeraccounting.com

ADVERTISING

Real Producers
(757) 348-7809

BLINDS/WINDOW TREATMENTS

Budget Blinds of Hampton Roads
(757) 356-9996
budgetblinds.com/chesapeake

BOAT CLUB

Freedom Boat Club
Andy Sutter
(757) 615-3783
freedomhamptonroads.com

BUILDER

Chesapeake Homes
Nicole Maggio-Deaton
(757) 448-3742
ChesHomes.com

FEDERAL CREDIT UNION

ABNB Federal Credit Union
(757) 523-5300
abnbfcu.org

HOME INSPECTION

Creekview Property Inspections
Craig Brown
(757) 902-5008
creekviewinspections.com

Safe House Property Inspections

Austin McCrory
(757) 418-0944
SafeHousePropertyInspections.com

HOME STAGING

Impressive Home Staging
Kim Dombrowski
(757) 803-3877
ImpressiveHomeStaging.com

Staged 2 Sell

Trez Robinson
(757) 344-5322
www.staged2sellvirginia.com

HOME WARRANTY

ACHOSA Home Warranty, LLC
Tina Carneal & Maddie Podish
(757) 291-4398
achosahw.com

Choice Home Warranty

Sydney Balmer
(757) 752-0298
chwpro.com

INSURANCE

Commonwealth Insurance
(757) 253-5604
cicva.com

MORTGAGE

Teresa Rutherford — Arbor Home Loans
(757) 286-6009

PHOTOGRAPHY & VIDEOGRAPHY

Lighthouse Visuals
(757) 637-1743
LightHouseVisuals.com

Murawski Photography, LLC

Mason Murawski
(757) 504-6461
www.murawski
photo.com/

PROFESSIONAL PHOTOGRAPHER

Level Up Visual Media
(757) 286-3377
levelupvisualmedia.com

PROPERTY MANAGEMENT

AMW Real Estate- Property Management
(757) 806-5906
www.amwre.com

REAL ESTATE & PORTRAIT PHOTOGRAPHY

Fowler Studios
Susan Fowler
(678) 634-4650
Fowlerstudios.net

REAL ESTATE MARKETING PHOTOGRAPHY

The Lens House
Nick Spencer
(757) 821-7998
thelenshouse.net

TERMITE INSPECTION & PEST CONTROL PESTOUT

Teresa Rutherford — Arbor Home Loans
(757) 737-8688 x103
www.pestout.com

TITLE ATTORNEY

Hanger Law
(757) 351-1510
www.hangerlaw.com

Meet The Team



Joni Giordano-Bowling
Co-Publisher
Publisher
joni@realproducersmag.com
757-348-7809



Dave Bowling
Co-Publisher
dave.bowling@n2co.com
757-450-2899



Jacki Donaldson
Managing Editor
jacki.donaldson@n2co.com
352-332-5171



Maddie Podish
Writer
mspark7382@gmail.com
757-634-8998



Dan Clark
Writer
dan@danclark.realtor
757-206-4144



Mason Murawski
Photographer
murawski.photography@gmail.com
757-504-6461



Susan Fowler
Photographer
susan@fowlerstudios.net
678-634-4650



Will Hawkins
Photographer
will@hawkinscoagency.com
757-470-1751



Darren Myers
Photographer
hello@levelupvisualmedia.com
757-286-3377



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

COVER PHOTO BY SUSAN FOWLER, SUSAN FOWLER PHOTOGRAPHY

fowler studios
photography

757.869.8636 | susan@fowlerstudios.net
fowlerstudios.net



Contents



PROFILES



14 Tiffany Selbe



18 Candace Segalini

IN THIS ISSUE

- 4 Preferred Partners**
- 5 Meet the Team**
- 8 Cover Story:** Shirley Wang
- 12 In the Loop:** More than a Magazine
- 14 On the Rise:** Tiffany Selbe
- 18 Featured Agent:** Candace Segalini
- 22 FAQs**

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

A Strong Season Starts With Stronger Legal Support

As the spring market gains momentum across the Peninsula, a wide mix of military relocations, first-time buyers, and growing families mean more contracts and more moving parts. Hanger Law provides attorney-led closings and real estate legal guidance that help ensure every transaction is handled with clarity, care, and confidence.

From contract to closing and well beyond, we're here to support agents and protect their clients every step of the way.

Attorney-Led Closings · Real Estate Law · Client Protection



Mark L. Stevenson
CEO



Jeana P. McMurray
Partner



Haley Van Syckle Morgan
Relationship Manager



757.351.1510 757.737.5223
hmorgan@hangerlaw.com



**Your Reputation Is Personal.
So Is Our Service.**

You've built your business on trust, performance, and results. For over 50 years, we've done the same.

At Commonwealth Insurance, we ensure insurance never becomes the weak link. With personalized service and in-depth knowledge of the local market, we support your clients every step of the way.



✓ We answer questions, anticipate challenges, and deliver solutions that keep everything moving toward closing day.

✓ You build the relationship, and we help protect it.

✓ Partner with a team that understands your market and truly cares about our community.

(757) 253-5604 • cicva.com • hello@cicva.com



FREE
Watercolor Closing Gift



Our custom watercolor rendering of your client's home makes a memorable closing gift!

CODE:
RP2026



Redeemable with an HD photography session.

Shirley WANG

STORY BY MADDIE PODISH • PHOTOS BY SUSAN FOWLER, FOWLER STUDIOS PHOTOGRAPHY

Shirley Wang remembers what it feels like to be new. When she first entered real estate, she had to find, nurture, and earn every client through consistent effort. She had no certainty about what the next month would bring. The season was full of hustle, learning, and showing up daily with intention. Today, just a few years later, her business tells a different story. “It’s much easier now,” Shirley shares. “In the beginning, finding clients was hard. Now, I love my clients, and

they love me. My business is almost entirely referral-based.”

That kind of growth doesn’t happen by chance. It is the result of a philosophy she committed to early on. From the start, Shirley decided she would build her business around the client experience. Having once gone through the process herself and feeling like her agent could have done better, she set out to ensure her clients never felt that

way. “I don’t just see them as clients,” she explains. “I truly care about them as people.”

That care shows up in how she serves. Shirley has built a reputation for anticipating needs, guiding clients through each step, and minimizing stress from the transaction. “I always try to think ahead for them,” she notes. “By the time we get to closing, they feel like everything just came together naturally.”

That thoughtful approach has turned her business into one fueled by trust and referrals. Behind the scenes, Shirley continues to refine her systems. She invests in coaching, surrounds herself with experienced professionals, and actively seeks feedback after every transaction. “I ask for feedback every time,” she comments. “I want to know how I can serve my next client even better.” Over time, those insights have shaped a highly structured process that feels seamless to her clients.



“
I think this
business
is like
farming.
You plant
the seeds,
you stay
consistent,
and over
time, you’ll
see the
results.
”





“Shirley Wang is a standout professional whose results are matched by the trust and respect she has earned from both clients and colleagues. She has more than \$40 million in career sales and is in the top 2% for the Berkshire Hathaway HomeServices network. What truly sets her apart, though, is the care, integrity, and personalized attention she brings to every relationship. She is the kind of agent who elevates everyone around her. Her market knowledge, consistency, and commitment to exceptional service make her an invaluable part of our company. We are proud to have her on our team and even prouder of the way she represents our brand every day.”

—Regina Scott, Supervising Broker, Berkshire Hathaway HomeServices RW Towne Realty

At Berkshire Hathaway HomeServices RW Towne Realty, Shirley has found a strong foundation that allows her to focus on what she does best. “They’ve been a big part of my success,” she shares. “I have the support and guidance I need so I can focus on growing my business.”

While her business has evolved, the most meaningful changes in Shirley’s life have occurred outside real estate. Since her Rising Star story in 2022, she has gotten married, welcomed her daughter and later her son, and built a full household that includes her mother. Life today is busy, full, and often unpredictable. “It’s definitely chaotic,” she says with a

smile. “But it’s the kind of chaos that reminds me I’m living a full life.”

Becoming a mother has also given her a new perspective when working with clients. Where she once relied on understanding through conversation, she now relates through shared experience. “Now, I understand what my clients are going through, and they understand me too,” she explains. “We have a different level of connection.”

That connection has strengthened her relationships and deepened the way she serves. It has also reshaped how she defines success. “Before, success was all about the career I was building,” Shirley reflects. “Now, it’s about building a career

while enjoying my life and being present for my family.” Today, her work reflects a balance she has created to be fully present at home while also showing up wholeheartedly for her clients.

Looking ahead, Shirley sees herself focusing on sustainable growth. She is continuing to build her presence as a listing agent while deepening the relationships that have become the cornerstone of her business. “My goal is to be the first agent my clients think of for anything related to real estate and someone they confidently recommend to the people around them,” she shares.

At the same time, she approaches the industry with a collaborative mindset.

In a field that can feel competitive, Shirley believes there is opportunity for everyone. “There’s plenty of business out there for all of us,” she emphasizes. “When you treat other agents well, it always comes back around in this business.”

Outside of real estate, Shirley and her family make the most of their time together, often traveling internationally. From visiting her husband’s hometown in Turkey to exploring Thailand and China, traveling gives them time to reconnect and create lasting memories. Through every season of growth, one belief has remained constant. “I think this business is like farming,” she says. “You plant the seeds, you stay consistent, and over time, you’ll see the results.”





MORE THAN A Magazine

CONNECT WITH THE PEOPLE AND PARTNERSHIPS SHAPING OUR MARKET

Visit Our Website

Bookmark our website and follow us on social media to stay close to everything Real Producers. Exclusive content, trusted preferred partners, event recaps, photo galleries, and more are all waiting for you. Scan the QR code on this page (or visit peninsularealproducers.com) and follow along for the latest updates.

Turn Your Real Producers Story Into a Powerful Marketing Tool

Take your Real Producers feature a step further with a custom 4- or 8-page printout. These high-quality, branded pieces are perfect for open houses, listing appointments, and direct mail—helping you highlight your expertise and leave a lasting impression. Email joni@realproducersmag.com to explore options and pricing.

Nominate Agents Making an Impact

Know agents who are raising the bar or making a meaningful impact in the community? We'd love to celebrate them. Submit your nominations on our website.

Support the Partners Who Support This Community

Our preferred partners help make this magazine possible through advertising, event participation, and ongoing support of our community. Because of them, this publication is free to agents. Please support these trusted businesses whenever you can.

Recommend a Trusted Local Business

Know a standout local business that goes above and beyond for real estate professionals? Help us grow our trusted network by recommending them on our website.

Stay in Touch

We're always looking for ways to serve this incredible real estate community better and create opportunities to collaborate, elevate, and inspire. Have ideas or feedback? Reach out anytime at joni@realproducersmag.com.



A Stunning Showroom Reveal

On May 7, our preferred partner Budget Blinds welcomed guests to the Grand Opening of its newly renovated Williamsburg showroom. After acquiring the space last year, the team transformed the former 1980s interior into a modern showroom featuring stylish window treatment inspiration, smart home solutions, and custom design options.



MURAWSKI PHOTOGRAPHY **BOOK YOUR SESSION NOW**

murawskiphoto.com • 757.504.6461 • @murawskiphoto

Your Chariot Awaits.

Experience Magic on the Water
Join Us for Endless Adventures
with an extra \$500 off when you mention
REAL PRODUCERS at sign-up.

"This is a great way to get into boating without all the hassle. I show up, have a lot of fun out on the water, and it's such a simple process."

—Jennifer, Freedom Boat Club member

Freedom Boat Club of Hampton Roads
(757) 302-8111 | freedomboatclub.com

Exciting News!
Our Newport News location has relocated to Legasea Marine at 821 Railway Road Yorktown, VA 23692.

TIFFANY SELBE

GARRETT
REALTY
PARTNERS

STORY BY
MADDIE PODISH
PHOTOS
BY MASON
MURAWSKI
PHOTOGRAPHY

Tiffany Selbe did not enter real estate with a perfectly mapped-out plan. Instead, her journey began with a quiet but powerful realization that she was ready for something more. A Hampton Roads native, Tiffany has spent most of her life in the area and now owns a home there herself, deepening her connection to the community she serves.

After years in the restaurant industry, she knew bartending was not where she wanted to stay. Drawn to the idea of helping people find homes, she decided to pursue her license. What began as curiosity quickly turned into something much deeper. “I fell in love with it,” Tiffany shares. “At first, it almost felt like a hobby, but then I realized this is what I want to do.”

That decision marked the start of a career she would build on steady growth, consistency, and determination. Entering the industry during the height of the COVID-19 housing market, Tiffany stepped into a fast-paced, highly competitive environment where homes were moving quickly and strong offers mattered. Her first transactions set the tone early. She listed two homes and secured cash offers on both. Her first year brought six transactions, followed by a slower second year that tested her motivation. Rather than stepping away, she pushed forward and refined her approach. By her third year, she closed 10 deals, and this past year, she reached 17. “You’re not going to get the gratification right away,” she explains. “You have to build it. You have to stick with it.”

Today, Tiffany’s business is rooted in relationships and consistency. She focuses on connecting with her clients long after the transaction is complete, which has created a strong base of

referrals and repeat clients. “I do a lot of follow-up just to stay fresh in their minds,” she says. “And honestly, we end up becoming friends.” That ability to build genuine relationships continues to fuel her growth and sets the tone for how she shows up in every transaction.

Much of Tiffany’s work centers around first-time homebuyers and VA clients who need guidance, education, and reassurance along the way. She takes pride in being a steady presence throughout the process. “I’m there every step of the way,” she shares. “Being with them from start to finish, especially when it’s something completely new for them, is so rewarding.”

As her business has grown, so has her understanding of balance. As a mother, flexibility is both a benefit of real estate and a necessity. Her son, Jaxon, is on the autism spectrum, and that reality has shaped how she structures her life and her business. Real estate allows her to be present in ways a traditional schedule never could, enabling her to support him while growing in her career. At times, she even brings Jaxon



My goal is to start buying homes, fixing them up, and renting them out. I want to create something I can pass down one day."



along, and he eagerly tries to help during showings and other parts of her work. "Real estate allows me to work around his schedule," Tiffany shares. "I can still do everything I need to do for my clients and be there for him."

To maintain a careful balance, Tiffany blocks time in her schedule and carefully structures her availability. "I had to learn to set boundaries," Tiffany says. "Now, after a certain time at night, I'm done with real estate. That time is for my son." Those boundaries have allowed her to build a business that supports her life rather than competes with it.

Outside of real estate, Tiffany finds peace in simple routines that help her recharge. She is an avid reader, often ending her days with a book, and she enjoys spending time in the sun, whether at the beach or relaxing by her pool. At home, she and Jaxon keep busy with their dachshund, Bow, who has grown into an important part of their everyday life and brings a sense of joy and energy into their home.

Looking ahead, Tiffany aims to grow her business while also stepping into investing. "My goal is to start buying homes, fixing them up, and renting them out," she shares. "I want to create something I can pass down one day." At her core, she defines success in a way that goes far beyond numbers or production: being a good mom, a good real estate agent, a good friend, and a good person all the way around. ▀



Zooming In On What Matters Most

Precision inspections for high-performing agents



(757) 902-5008
creekviewinspections@gmail.com
creekviewinspections.com



- ✓ Buyer's & Pre-Listing Inspections
- ✓ Mold & Air Quality Testing
- ✓ Flexible Availability
- ✓ Same-Day Reports



Craig Brown Owner, FAA Drone Pilot
Licensed Home Inspector,
State of Virginia Certified Professional Inspector,
InterNACHI

PESTOUT®

(757) 737-8688



Mosquitos Moisture Fungus Insects Rodents Termites

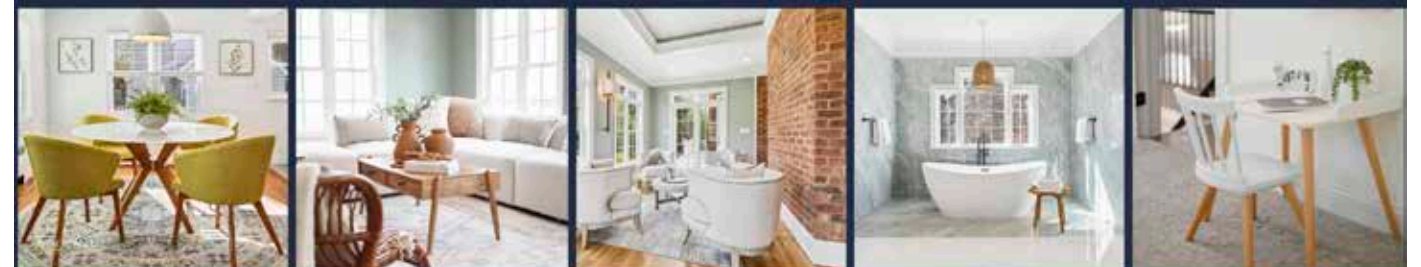
Termite and Moisture Inspections for Real Estate Transactions

- Clear and efficient inspections support successful reports
- Pestout staffs VPMA certified wood destroying insect inspectors
- Our qualified technicians are equipped for substructural wood repairs

Don't get stressed out, call PESTOUT.

STYLED TO SELL.

Hampton Roads Award-Winning Elevated Staging Company



Trez Robinson, Owner
(757) 344-5322
staged2sellvirginia.com
IG: @staged2sell



Candace Segalini

Southern Trade Realty
 STORY BY MADDIE PODISH
 PHOTOS BY MASON MURAWSKI PHOTOGRAPHY

Long before Candace Segalini ever sold a home, she was learning the rhythms of life along the water. Growing up in Mathews, she spent her days on boats with her father, forming a deep connection to the place she still calls home. Through seasons of change, motherhood, and starting over, that foundation shaped

both her life and business. Today, her understanding of the waterways, back roads, and lifestyle of Virginia's Middle Peninsula allows her to serve clients with a perspective few can replicate. For Candace, real estate is about more than transactions. It is about the trust she's built in a community she knows by heart. "This isn't just where

I work; it's home," she shares. She approaches it all like a mix between a boat and a rollercoaster ride, staying steady, embracing the unexpected, and always moving forward.

Real estate was not always the plan. After earning her license in 2005, Candace initially pursued nursing while working full-time and raising young children. During that season, she had what she describes as an "aha moment." Her love of homes, design, and people pointed her in a new direction. Even then, the transition was gradual. She began as an assistant, learning the business while building her confidence and her pipeline.

Eventually, that pipeline grew into something she could not ignore. "I found myself at a crossroads," she recalls. "I couldn't do both effectively anymore." Stepping into full-time real estate was a leap of faith. Moving away from the security of a steady paycheck brought uncertainty, but it also brought opportunity.

At the same time, life brought its own challenges. As a single mom with young children, Candace returned to Mathews to be closer

to family and support. Balancing motherhood with a commission-based career was not easy, but it gave her the flexibility to be present for the moments that mattered most. Over time, she found her rhythm through discipline, consistency, and a deep commitment to both her family and her clients.

Today, more than 20 years into her career, Candace has built a business that looks very different from the traditional model. Nearly all of her business comes from referrals and repeat clients. "Ninety-nine percent of my clientele is referral-based," she says. "It's not transactional for me. I love the relationships."

That relationship-first approach is evident in everything Candace does. She stays connected with her clients long after closing, checking in and continuing to be a resource. "I think about my clients," she shares. "I wonder if they're enjoying their new home, their backyard, their neighborhood." That genuine care has created a business that grows naturally through trust and consistency. "If you nurture it and treat

people right, the rest falls into place," she says.

Years of personal growth, including more than a decade in the Buffini member program, has strengthened Candace's approach. The emphasis on relationships aligned with how she already operated, helping her refine and expand her business in a way that felt authentic.

Candace is also quick to point out that real estate is about far more than buying and selling homes. "People don't always see all the hats that we wear," she explains. "Sometimes you're a counselor. Sometimes you're guiding people through difficult situations." From relocation to life changes, each transaction carries emotional weight.

"We have to be the calm in the storm," she adds.

That mindset extends beyond her clients and into her community. Candace is actively involved in several local organizations, including her local association of REALTORS®, where she previously served as president. She is active on both the Mathews YMCA

advisory board and Mathews County Visitor Center board. "It's fulfilling," she says. "And it's another way to connect with people."

When she is not working, Candace embraces the lifestyle she shares with her clients. Whether she is boating, camping, or spending time with family, she values the simple



“ People don’t always see all the hats that we wear. Sometimes you’re a counselor. Sometimes you’re guiding people through difficult situations.”



moments. Early mornings often start at 4:30 a.m., giving her quiet time before the day begins, while she reserves evenings for unwinding at home. With the steady support of her husband and a deep love for her family at the center of it all, those moments carry even greater meaning.

Looking ahead, Candace focuses on what matters most. While many have encouraged her to branch out on her own, she has no desire to step away from what she loves. “I don’t want to give up what I’m currently doing,” she says. She can envision growing a small team in the future, but only in a way that feels natural. Guided by values of honesty, loyalty, and transparency, Candace keeps her approach simple. “I treat people right,” she says, a philosophy that continues to shape both her business and the legacy she is building. ▀

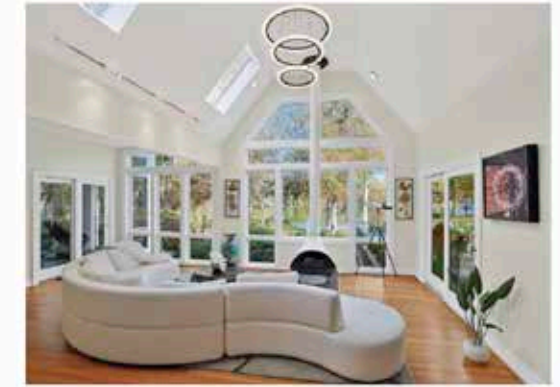
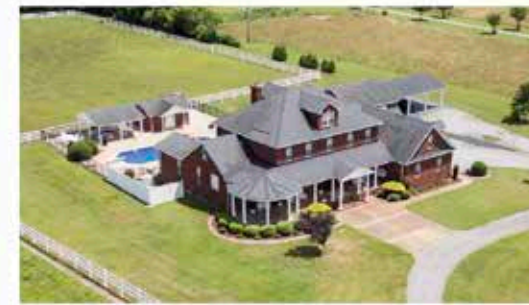
Photograph Now Pay at Closing!!

RATES START AT 0%

Your first Real Estate listing media services are **FREE** to new clients.

- HDR Photography
- Cinematic Video
- Fly-Thru Videos
- Walk-Thru Tours
- Floor Plans
- Site Plans
- Agent Voiceovers
- Property Websites
- Marketing Media
- Agent Branding

Your Total Real Estate Media Solution.



LEVEL UP
VISUAL MEDIA

BOLD VISUALS. ELEVATED RESULTS.

Photo • Video • Aerial

(757) 304-0144

levelupvisualmedia.com

AMW
REAL ESTATE

Have a Client Who Wants to Rent Their Home?

Send them to AMW Real Estate Property Management.

When your client is ready to sell, the listing goes back to you—no competition, no confusion.

- ✓ Full-service property management
- ✓ Clear communication
- ✓ REALTOR®-to-REALTOR® partnership

Scan the QR code to submit a referral today.



757-806-5906



CHOICE
Home Warranty

Hello June

Summer is in full swing, and so is the market. Help your clients feel confident in their purchase long after the deal is done.

With Choice Home Warranty, you add value to every transaction with reliable coverage and a better overall experience.

Set yourself up for a successful June and beyond.



Covers All Your Major Systems!



Award-Winning Coverage



Low Service Call Fee



Discounts on Multi-Year Pricing



24/7 Claims Service



Sydney Balmer
Account Executive

Mobile: 757-752-0298

Email: sbalmer@chwpro.com

CHWPro.com

888-275-2980

FAQs



WELCOME TO REAL PRODUCERS!

Here, we answer the most frequently asked questions about our program, and we are always open to discussing anything regarding this community—this publication is 100% designed to be your voice.

Q: WHO RECEIVES THIS MAGAZINE?

A: The Top 300 agents on the Peninsula in Hampton Roads, VA. The Peninsula extends from the Chesapeake Bay Bridge-Tunnel in Hampton to the greater Williamsburg area and everything in between. We pull MLS numbers (by volume) from January 1 through December 31 of the previous year for the Peninsula and Williamsburg areas. We cap the list at the Top 300 producers and base our distribution on those rankings. We reset the list at the end of each year.

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

A: Anyone on the Top 300 list can nominate other real estate agents, businesses, brokers, owners, or themselves. Office leaders may also submit nominations. We consider everyone in the Top 300 who comes to our attention because we don't know everyone's story, and we rely on your help to learn about them. While we can't guarantee a feature, we encourage you

to meet with a team member, support Real Producers, and attend our private events to increase your chances.

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

A: Features are completely free—we are not a pay-to-play publication. We share real stories of top producers based on achievements and nominations.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Preferred partners are the businesses on the index at the front of the magazine who actively support this community. They appear in every issue, attend our quarterly events, and participate in our online community. We do not randomly select these businesses, nor do we work with every company that approaches us. One or more agents in this community have recommended every preferred partner you see. In fact, we won't meet with a business that you or your peers have not vetted and approved. Our goal is to create a powerhouse network of REALTORS®, agents, and trusted affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you'd like to recommend a local business that works with top real estate agents, please reach out at joni@realproducersmag.com.

Hot Market, Cool Advantage.

Where presentation changes EVERYTHING.

From vacant to SOLD in just 11 days — significantly FASTER than the Hampton Roads average.

IMPRESSIVE
HOME STAGING

In a competitive summer market, the difference isn't the home—it's how it shows. We help agents create listings that STAND OUT from day one with FAST, RELIABLE STAGING that attracts stronger interest.

757-803-3877

Stay Cool and Comfortable

THIS SUMMER WITH **ACHOSA**
HOME WARRANTY, LLC.

- By choosing your own contractor, you can schedule a contractor out ASAP!
- We pay contractors their full retail rate. In turn, you'll be prioritized as a client!
- We don't order parts or equipment so you'll never be waiting on us!

The Legacy Team

Tina Carneal
Senior Sales Executive
Diamond Elite Producer
C: 757-291-4398

Maddie Podish
Senior Sales Executive
Diamond Producer
C: 757-634-8998

E: tina-maddie@achosahw.com

FINANCIAL STRUCTURE MATTERS

Are your financial reports working for you?

Your financial reports should help you make decisions — not create confusion.

Ensuring you have accurate bookkeeping and proactive tax planning gives you a clearer view of your finances, from daily operations to year-end preparation eliminating your uncertainty.

When your financials are organized, you can more easily manage cash flow, plan ahead, and avoid last-minute stress.

Reach out to get your numbers working for you.

For details contact us at keith@tuckeraccount.com.

(757) 310-6851 | thetuckeraccounting.com
751 Thimble Shoals Boulevard, Suite D-3
Newport News, VA 23606



REAL ESTATE MEDIA SOLUTIONS



FIRST TIME CLIENT SPECIAL

FIRST TIME CLIENT SPECIAL INCLUDES:

- Matterport Virtual Tour
- Floor Plan
- HDR Photos
- 2 Virtual Twilight Images
- Drone Photos

BETTER VALUE QUALITY LISTINGS



VIEW ALL SERVICES

(757) 637-1743 | info@lighthousevisual.com

\$49.00 Termite & Moisture Inspection When Scheduled With a Home Inspection



SEWER CAMERA INSPECTIONS • TERMITE/MOISTURE INSPECTIONS
MOLD SAMPLING • POOL INSPECTIONS • PROPERTY SANITATION
MULTIPLE TEAMS OF INSPECTORS • QUICK REPORTS

(757) 418-0944 - SafeHousePropertyInspections.com



REAL ESTATE/WDI INSPECTIONS • TERMITE INSPECTIONS & TREATMENT
SEASONAL PEST CONTROL • MOSQUITO & VECTOR CONTROL
RODENT CONTROL & EXTERMINATION • REPAIR SERVICES

(757) 367-8342 - PestHeroes.com



ARBOR
HOME LOANS

Serving Summer, One Closing at a Time

June is heating up and so is the market. Whether you're helping clients find their dream home or closing your next big deal, we're here to keep things smooth from start to finish.

THE CLOSING DAY SPRITZ

INGREDIENTS:

- 3 OZ PROSECCO
- 2 OZ APEROL
- 1 OZ SODA WATER
- ORANGE SLICE + FRESH MINT

INSTRUCTIONS:

- FILL A GLASS WITH ICE, ADD APEROL AND PROSECCO, TOP WITH SODA WATER, AND GARNISH. CHEERS TO SMOOTH CLOSINGS AND SUNNY DAYS!

TERESA RUTHERFORD
Sales Manager
NMLS # 447904
M: (757) 286-6009
trutherford@arborhl.com
arborhl.com/contact/trutherford



EVAN RUTHERFORD
Mortgage Loan Originator
NMLS # 1513339
M: (757) 773-3826
erutherford@arborhl.com
arborhl.com/contact/erutherford



Licensed by the Department of Financial Protection and Innovation under California Residential Mortgage Lending Act, Branch License # 4131248; CalCon Mutual Mortgage LLC, dba Arbor Home Loans is an Equal Housing Lender NMLS #46375; Corporate phone (888) 488-3807, 3838 Camino del Rio N Suite 305, San Diego, CA 92108. For more licensing information visit: <https://arborhl.com/licensinginformation/>. All products are not available in all states. All options are not available on all programs. All programs are subject to borrower and property qualifications. This is an Advertisement.

 **BUDGET
BLINDS**

Style and service for every budget.

Elevate Every Listing.

When your clients expect a seamless closing experience, partner with the team that delivers. Budget Blinds provides professional measuring, custom design, and expert installation—handled with clear communication and white-glove service from start to finish. Make us your Preferred Window Treatment Partner and give your buyers one less thing to worry about!

Request a FREE Consultation

PENINSULA AREA
757-258-8738

SOUTHSIDE AREA
757-356-9996

[BUDGETBLINDS.COM](https://www.budgetblinds.com)

(Ask about our preferred partner pricing!)

