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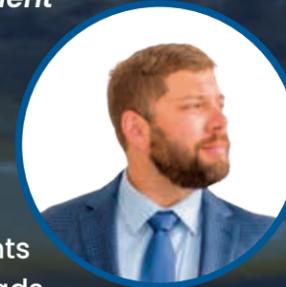
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James drives UAM's growth by building high-trust relationships with top-producing agents throughout Hampton Roads. He oversees recruiting, strategic partnerships, and the development of programs like MVP and UP that help agents scale their business through stronger lending support. James brings a direct, results-focused approach shaped by years of working on both the real estate and mortgage sides of the industry. His role centers on making UAM the go-to lending partner for agents who expect speed, accuracy, and creativity on every file.

**Gloria Griffin Odom**  
VP of Operations & Corporate Loan Officer  
(757) 563-4640  
[gloria@uamva.com](mailto:gloria@uamva.com)



Gloria is the operational backbone of UAM. With more than a decade of experience in lending, she ensures every file moves with the precision, compliance, and communication that agents rely on. She leads UAM's loan operations, manages underwriting coordination, and personally works with borrowers as the company's primary Corporate Loan Officer. Gloria's reputation in Hampton Roads is rooted in transparency, reliability, and a consistent ability to get difficult deals across the finish line.

*Together, James and Gloria form the leadership team that keeps UAM family-strong, locally focused, and performance-driven. Their combined experience shapes the culture that Real Producers agents experience: personal service, fast execution, and mortgage expertise that strengthens your business.*

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

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**BAY  
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Cape Charles, Virginia

# 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



**Misty Prewitt**  
Photographer  
misty@mistysavestheday.com  
757-620-0082



**Mary Kromer**  
Social Media Manager  
mary@adigital  
marketingconsultant.com  
732-606-5236



**Iran Parker**  
Event Coordinator  
iran@asharpevents.com  
757-450-1936



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



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



**LEAH WALLACE**  
Photographer  
info@leahariel  
photography.com  
757-202-7666



**Andrew E. Woods**  
Photographer  
andrewewoods@gmail.com  
617-444-9887



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



**Darren Myers**  
Photographer  
757-304-0144  
hello@levelupvisualmedia



**Sony Pierre**  
Photographer  
757-280-1503  
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# 2025

## BY THE NUMBERS

HERE'S WHAT HAMPTON ROADS TOP 500 REAL ESTATE AGENTS SOLD

### \$7.1 BILLION



TOTAL VOLUME

### TOTAL UNITS



### 15,248



AVERAGE VOLUME PER AGENT

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AVERAGE UNITS PER AGENT

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# MATT SALWAY

IRON VALLEY  
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STORY BY DAN CLARK • PHOTOS BY SONY PIERRE, PIERRE STUDIO (UNLESS OTHERWISE NOTED)

***When Matt Salway earned his license in 2017, he wasn't chasing a spotlight. He was on active duty in the U.S. Navy, carrying a full engineering course load at Old Dominion University (ODU), and looking for a smart way to help his family. The plan was simple at first—a couple of closings a year to pay down debt and cover a trip or two. The first deal landed in January 2018. From there, steady activity and practical systems did the rest.***

Matt sold 12 homes in 2018. He then changed environments, joining the Edwards Real Estate Team, connecting with Veterans United Realty, and leaning into what he did best. "It turns out I'm pretty good at lead conversion," he says.

The numbers followed—14 closings in 2019 and 49 in 2020. When Mike Little and Eric Edwards started Iron Valley locally in May 2020, Matt was among the original agents, and he stayed. Even in a choppy market, he has tracked more than \$40 million in closed volume year to date.

The common thread is practicality. Matt cuts noise and sticks to inputs that matter. Call blocks stay on the calendar. Scripts get tighter after every conversation. Common objections turn into a simple playbook the team can reuse. He moves fast on showings and slow on pricing. If a tactic stops working, he adjusts without drama and keeps going.

Fourteen years in the Navy set that cadence. He served as an Aviation Electronics Technician (AT), rotated between Norfolk and Oceana, and established roots in Hampton Roads in 2011.



Matt grew up in Webster, outside Rochester, New York, but built his adult life here. The rhythm fits, and so does the work. "If I had to start over, I'd make myself useful and immerse myself," he shares. "Be in the field, do the open houses, sit the inspections, feel the nerves of that first client. Put my feet on the fire and never step out."

He runs his business the same way. Every listing appointment goes through him, and pricing stays hands-on. For buyers, he

built a small unit around speed and coverage. Danielle Owens and Allie Clousson handle showings, inspections, and final walk-throughs. Matt steps in for strategy, offer calls, and the closing table. "They're the ones in the street hustling every day," he says. He credits Transaction Coordinator Karen Plate for process control and calm execution. "I wouldn't be here without my people," he adds.

Client experience follows that same line. Gifts don't chase trends; they solve problems. Many families receive a home



## WHERE SHOULD TIME GO?

*"In houses, with clients, doing the reps."*



Photo by Ross Costanza

warranty or help with a fix. His default gift became a homeowner binder loaded with documents, vendor lists, and service records so families can find what they need fast. "It's simple, but it matters," Matt notes. "People use it."

He treats numbers with equal discipline. This market reads community by community, so pricing respects the micro. On flips or BRRRs (Buy, Rehab, Rent, Refinance), he has long used a 10 percent haircut to ARV to create room for surprises. On listings,

he watches live comps through a lender's professional tool that updates faster than consumer sites. The goal is momentum with protection. "Be ultra conservative right now," he says. "It keeps clients safe."

What looks like a jump from the outside reads like routine on the inside. Make the calls. Respond fast. Map each contract milestone into a checklist the team can run without guessing. Remove friction. Avoid drama. Document what works and repeat it.

Home life runs on the same values. Matt met his wife in the Navy in 2015. She's from Delaware and, in his words, "a killer" who keeps the family on track and the business grounded. They have two kids, Raelynn and Tanner. After-hours usually include soccer, parks, neighborhood bike rides, festivals, and car shows. The family's 1972 Blazer still makes the Tuesday meetup by Target in Edinburgh.

Vacations keep their own traditions: a Great Wolf Lodge day paired with a



“Matt has been our top agent for the past four years, even though for three of those years he served on active duty in the U.S. Navy. Many of our agents see him as almost mythical—someone who drops into the office from time to time and quietly sets the standard.

What truly sets Matt apart is that, despite being extremely busy, he always makes time for anyone who has questions or needs guidance. He is a devoted husband and father first, and I am fortunate to also call him a close friend. We support each other often, both personally and professionally.

Matt is a true testament to the fact that hard work, consistency, and dedication to your craft can lead to a life better than you ever imagined.”

— **Edwin Rodriguez, Jr.**  
Principal Broker | Owner  
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Busch Gardens day they call the North Pole trip and a Fourth of July run to Myrtle Beach where fireworks stretch for miles.

Learning stays constant, filters stay tight, and ideas get tested quickly. If a principle turns into a checklist, it stays. If it doesn't help a client this week, it goes. Ask Matt simple questions, and you hear the bias for utility. What should a new agent do? “Make

yourself useful and immerse yourself.” What makes a closing gift valuable? “Something the family actually uses.” Where should time go? “In houses, with clients, doing the reps.”

The result is a business built on utility and trust. Do what works. Respect the numbers. Build the team. Keep your word. Then do it again tomorrow. A side plan became a full business. That business held when the market didn't.

The edge came from the same place it started—practical action done daily.

Small wins stack—a cleaner script, a tighter CMA, a binder a family uses, a showing slotted at the right moment, a deadline met. All of it compounds. That's Matt Salway in Hampton Roads. He does the work in front of him, makes it easier for families to move, keeps his team ready, and stays useful. The rest takes care of itself.



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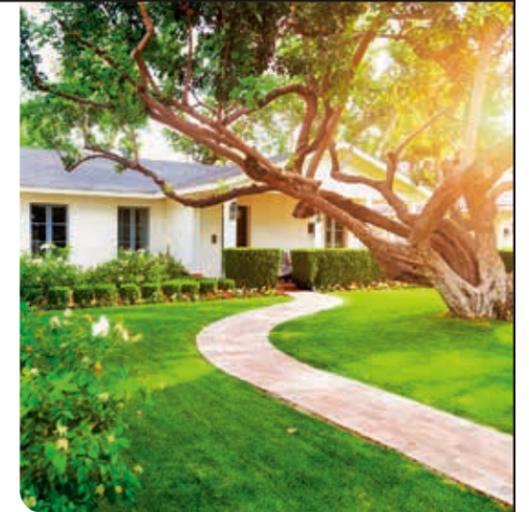
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# Elaina Kirk

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STORY BY JACKI DONALDSON  
PHOTOS BY DARREN MYERS,  
LEVEL UP VISUAL MEDIA

Elaina Kirk has reached numerous milestones in her seven years in real estate, including multiple Heart Awards, the Culture Award for Keller Williams Virginia, Circle of Excellence Silver-level honors, and Outstanding Agent of the Year for her office in 2022. She has built a thriving business, fueled largely by referrals and repeat clients. Yet ask her what matters most, and she won't start with awards or numbers. She focuses on clients who need reassurance, families navigating uncertainty, and the quiet privilege of being trusted through life's biggest transitions.

Several of Elaina's clients have come to her through friends who said, *Call Elaina—she'll help, or she'll find someone who can.* "I've realized that I am better served when I'm serving others," Elaina shares. "Sometimes serving means being the calm in the chaos or simply reminding clients that they're not alone." And she always revels in the joy of watching clients settle into their homes, receiving photos of new babies or family dogs, and celebrating milestones long after the closing table. "I love seeing people grow into their homes," she says.

Elaina's instinct to guide and steady others began long before real estate. Born and raised on Long Island, she followed her family to Virginia in 2006. After earning a bachelor's in physical and health education from Old Dominion University, she found her footing at the Virginia Sports Hall of Fame, where she advanced from museum educator to department leader. For a decade, she guided a team that traveled statewide, bringing sports-based math and science programs to underserved communities. By 2019, she was ready for a new challenge.

Real estate entered Elaina's life gradually. Her husband, Matthew, had already built a long career in lending, and she often accompanied him to networking events, where she was present and observant but very much on the sidelines. "I wasn't in the conversations yet," she recalls, "but I was watching how people built businesses and how relationships turned into trust." Matthew encouraged her to try real estate and supported her through the uncertainty of the journey. "He believed in me during the scary parts," she states. "I'm incredibly grateful for that."

In November 2018, Elaina passed her real estate exam and joined Keller Williams Coastal Chesapeake the following month. There, she found early mentorship through the team leader, Cosette Lamourne, who had also represented Elaina and Matthew in the purchase of their home. With Keller Williams' education-forward

**"ELAINA KIRK IS STRONG, DECISIVE, AND RELENTLESS IN BUSINESS—BUT HER HEART IS WHAT TRULY DEFINES HER. SHE KNOWS HOW TO ADVOCATE FIERCELY FOR HER CLIENTS WHILE MAKING THEM FEEL GENUINELY CARED FOR EVERY STEP OF THE WAY. THAT BALANCE IS HER SUPERPOWER."**

—*Mechelle Richards, Team Lead, Managing Broker, & REALTOR®, Keller Williams Coastal Virginia Chesapeake*



“I’VE REALIZED THAT I AM BETTER SERVED WHEN I’M SERVING OTHERS. SOMETIMES SERVING MEANS BEING THE CALM IN THE CHAOS OR SIMPLY REMINDING CLIENTS THAT THEY’RE NOT ALONE.”



culture and values-driven approach, Elaina felt something click. “It spoke to who I am at my core,” she remarks.

During her first year in real estate, Elaina closed nine transactions, each one hard-earned and all in the second half of the year, while continuing to work part-time at the Sports Hall of Fame. “I don’t make rash decisions,” she reveals. “I wanted to know I could build consistent income before letting go of what was stable.” She did the double duty, attending every class, leaning into training, and laying the groundwork. Once the patterns became clear and the momentum real, she decided to step fully into real estate.

Elaina’s educator mindset quickly became an advantage. With over a decade of lesson-planning experience, she leaned into systems and process, and by her third year, emerging from the disruptions of 2020, everything clicked. The business shifted from reactive to intentional, with repeat clients and referrals replacing trial-and-error prospecting. “I wasn’t throwing spaghetti at the wall anymore,” she says with a laugh. “I could finally see the cause and effect. The effort I put in was matching what came out.”

Elaina doesn’t hesitate to share the rewards of real estate, donating a portion of every closing to three organizations she and Matthew actively support. In 2021, they took that commitment further by climbing Mount Kilimanjaro to raise funds for Friends for Africa’s infrastructure projects in Tanzania. The eight-day climb—six and a half days up, one and a half down—sparked multiple return trips, allowing them to witness the ripple effects of their efforts: clean water creating stronger communities, sustainable businesses, thriving churches, and long-term support systems.

Elaina and Matthew’s journey together began when she moved to Virginia in 2006 and took a serving job at a busy restaurant, where Matthew was a manager. What started as a chance meeting grew into a friendship, a partnership, and nearly two decades of building life, business, and purpose together.

Family has always been central to that life. Together, they share two sons—Parker and Cullen, both in the Marine Corps—as well as two grandchildren, with another on the way, and two pups. At home in East Beach, Elaina recharges outdoors, whether on the sand or hiking. “The beach is the reason I live here,” she says about the simple pleasure that grounds her while managing a thriving business and staying fully present for her clients.

In 2025, Elaina had her biggest year yet in real estate in terms of closed transactions. Still, she focuses on the stories—the first-time buyers nervously stepping across the threshold, families growing into new homes, empty-nesters minimizing their footprint. And those moments define *her story* far more than numbers ever could.

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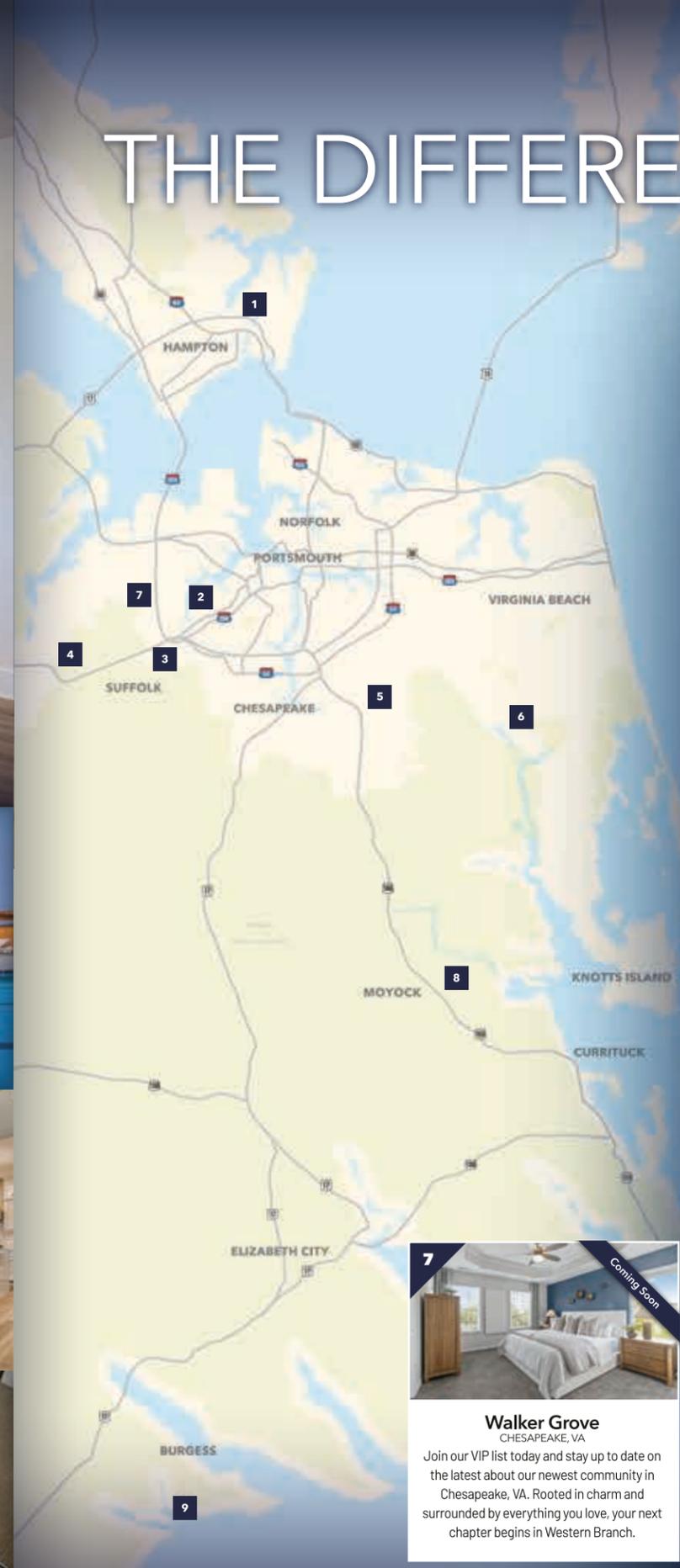


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### Q: WHO RECEIVES THIS MAGAZINE?

- **South Hampton Roads Real Producers:** This magazine reaches the Top 500 agents in South Hampton Roads, covering areas from Smithfield to Sandbridge and into the North Carolina border. We pulled the REIN-MLS numbers (by volume) from January 1 through December 31 of the previous year. We cut the list off at #500 to determine distribution. The list resets at the end of each year.
- **Peninsula Real Producers:** This magazine follows the same criteria but focuses on the Peninsula/Williamsburg agents, cutting the list off at the Top 300.

We identify REALTORS®/agents based on their broker's location in the MLS. Please get in touch with us if you find yourself in any of the following unique scenarios:

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- Your broker address is Southside, but you prefer to be part of the Peninsula Real Producers magazine.

### 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.

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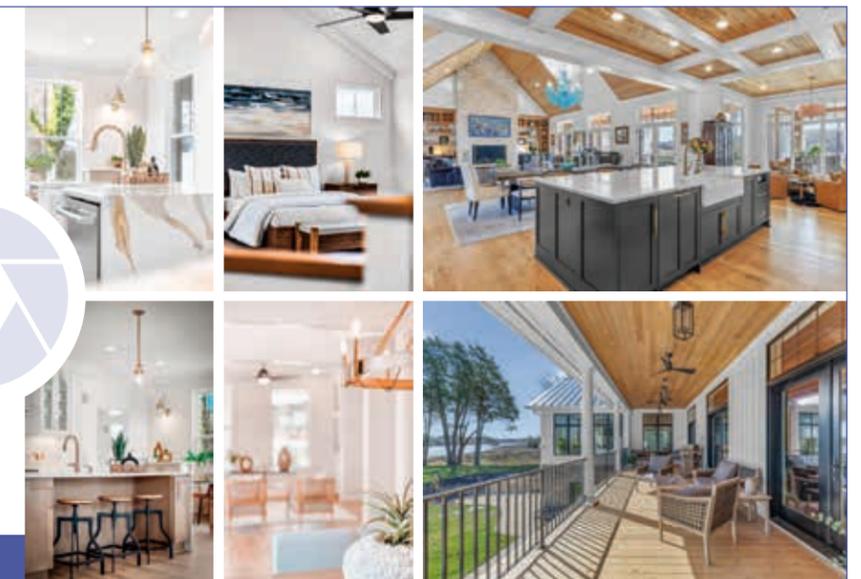
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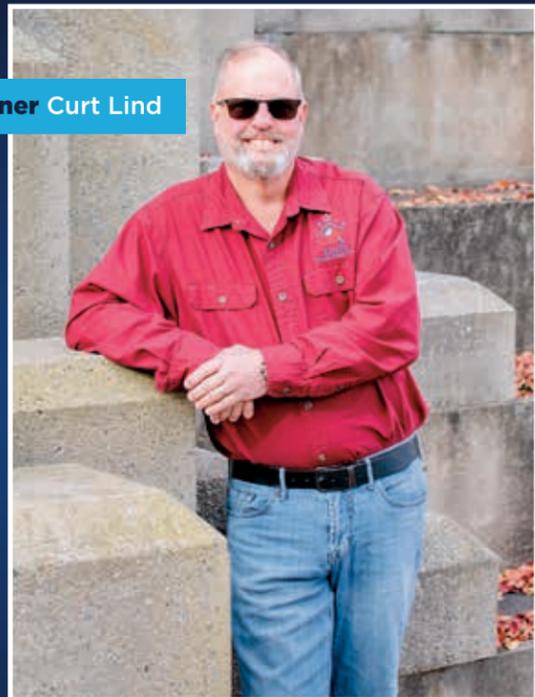


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**IRON VALLEY  
REAL ESTATE**

STORY BY JACKI DONALDSON  
PHOTOS BY LEAH WALLACE,  
LEAH ARIEL PHOTOGRAPHY

# Kimberly Foster

**K**imberly Foster starts most mornings at home checking her phone, getting everyone settled, and preparing for the day ahead. On 2.5 acres in West Suffolk, surrounded by pigs, chickens, guineas, dogs, and cats, her home reflects the life she's built through movement, resilience, and connection.

She was born in Germany to a military father who retired in Huntsville, Alabama, after 20 years of service. From third grade through high school, Alabama anchored her childhood. "I was a cheerleader, and my husband played football in high school," Kimberly shares. "We were high school sweethearts." They married when she was 18 and quickly left familiar ground. "He got orders to San Diego, California, and we were basically teenagers living across the country," Kimberly recalls. "He was a baby in the Navy, starting as an E1."

Military life meant frequent relocations. California. Mississippi. Back to California. Florida. Spain. Then Florida again, before eventually settling in Virginia. Moving became second nature. "I consider myself an expert in PCSing," Kimberly remarks. "It's been my life since I was a newborn." Their family grew

along the way. Elijah is turning 20, and Emma is 16. "They're the light of my life," Kimberly expresses.

Kimberly spent many years working as a nurse before real estate entered her world. She had always helped others with interior design on the side, and people kept telling her she should go into real estate. While living in Spain, COVID forced her to reflect. "I asked myself if I really wanted to work in nursing during the pandemic," she recalls. Her answer came quickly. "When we got back to Florida, I decided to get my real estate license."

She completed her coursework online and sold her first home within six months. "From that moment on, I was hooked," Kimberly admits. "Helping people through the biggest financial decision of their lives reminded me so much of nursing. You're guiding them, teaching them, and staying calm."

When the family moved to Virginia in October 2021, Kimberly joined Brittany Smitherman's team at First Class Elevate. That first year brought both success and strain. "I sold \$6.5 million my first year," she states, "but my husband was deployed, and my daughter was struggling with health issues." Building a business while supporting her family stretched her deeply. "Navigating a new home and

a new business at the same time was extremely difficult," she adds.

She credits her husband, Michael, even from afar. "Thank God for my husband," Kimberly says. "He guides me through everything." She also chose growth despite discomfort. "I have extreme social anxiety, which is one reason I chose real estate," she shares. "I knew I had to get out of my comfort zone."

Kimberly stayed with Brittany's team for nearly two years. She stepped into leadership as a team owner and then spent some time at Green Tree Realty before finding her long-term home at Iron Valley Prestige with Edgar Munoz and Edwin Rodriguez. She leads Freedom Real Estate Group, a four-person team.

Last year marked her strongest performance yet, with \$9 million in sales. Then another challenge arrived when her husband got orders to Japan for two years. "We were in total shock," Kimberly reveals. The assignment meant an unexpected separation—one that has now stretched to a year and a half—as she navigated the demands of raising teenagers, managing farm life, and maintaining their home largely on her own, all while continuing to grow her business and support her team.

**FEATURED AGENT**

**"Kimberly foster embodies a true *No Excuses* mindset. She runs a 100% referral-based business while her husband is deployed, actively caring for her children and leading her clients and team at a high level. Where many agents look for reasons why something can't be done, Kimberly finds solutions, whether that means waking up earlier, hiring help, or leveraging her time more effectively. This is how top producers operate. Her success isn't accidental, and her goals are ambitious because she refuses to live within limiting beliefs."**

—Edgar Munoz,  
Principal Broker-  
Owner, Iron Valley  
Real Estate Prestige





Michael has since made Master Chief and will return to Norfolk earlier than planned. “This year, I sold \$7 million,” she says. “My goal was \$10 million, but I had to give myself grace.”

Nearly all of Kimberly’s business serves military families. “99.9% of my people are military,” she emphasizes. “I know the VA loan like the back of my hand.” Her clients quickly become family. One client came to her after filing for bankruptcy, convinced that homeownership was impossible. “I was with her every step of the way,” she explains. “Watching her close on that condo was one of the most rewarding moments of my career.” Another military client has bought and sold four homes with her and continues to refer others. The way she serves is memorable. She answers her phone, customizes every closing gift, and shares fresh eggs

**“99.9% OF MY PEOPLE ARE MILITARY. I KNOW THE VA LOAN LIKE THE BACK OF MY HAND.”**



from her chickens in the summer. Her interior design background guides staging, and she often helps clients prepare homes for sale.

Balance is key in her life. “Animals keep my mental health in check,” Kimberly shares. She goes to the gym daily and values the quiet of country living. Emma is doing much better now and plans to graduate early, pursue real estate, and study radiology.

Community matters to Kimberly in ways that extend beyond her business. She hosts an annual breakfast and photos with Santa event, volunteers with the ASPCA, and has rescued animals, including a kitten she found abandoned in her chicken coop while living in Spain. Her faith plays an important role in how she shows up for others. “I always try to remember that God brought me here,” Kimberly says.

Kimberly often ends her days much as she begins them, checking in, making sure everyone is settled, and stepping outside to take in the quiet of the land around her. The animals are fed, the house is calm, and the phone finally rests (mostly). After a life shaped by constant movement, Kimberly has created steadiness—and success—on her own terms.



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When someone decides to buy or sell a home, it’s almost never just about the house. It usually connects to a major life change—like a new job, a relocation, a growing family, a loss, downsizing, upsizing and other family changes. These moments can be stressful, and that’s why having a REALTOR® truly matters.

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# WHY DO POP-BYS BUILD REPEAT AND REFERRAL BUSINESS?

In real estate, success isn't just about closing deals—it's about staying connected long after the transaction is complete. The most consistent producers know that relationships, not transactions, drive sustainable success. In this Ask the Expert, Hannah Johnson, owner of Delightful Deliveries, shares why pop-bys remain one of the most effective—and often underestimated—strategies for nurturing client relationships and generating repeat and referral business.

Pop-bys are small, intentional gifts delivered to clients and referral partners throughout the year. While simple, they create powerful touchpoints that keep agents top of mind and strengthen long-term loyalty.

Here's why pop-bys continue to be a go-to strategy for top-producing agents:

### They Maintain Visibility Without Asking for Business

Pop-bys provide a reason to connect that feels natural and thoughtful, not transactional. A small seasonal or themed gift paired with a personal note reminds clients you're there, without ever asking for a referral.

### They Reinforce Relationship-Based Marketing

Real estate is personal. When clients feel remembered and appreciated, trust grows—and trust drives referrals. Pop-bys show clients they matter beyond the closing table.

### They Create Consistent Touchpoints

Agents who stay top of mind don't rely on one annual check-in. Strategic pop-bys throughout the year create predictable, meaningful moments that keep relationships warm.

### They Spark Organic Referrals

A thoughtful delivery often leads to conversations with neighbors, friends,

or family. Clients naturally share who the gift came from, opening the door to referrals without awkward asks.

### They Support Brand Recognition

Professionally curated pop-bys reflect an agent's brand, attention to detail, and level of service—helping position them as the go-to expert in their market.

### They Save Time While Delivering Impact

The most successful agents protect their time. Outsourcing pop-by planning, assembly, and delivery allows agents to maintain consistent client touchpoint without adding to their workload.

When pop-bys are planned strategically and executed consistently, they become more than a gift—they become part of a repeatable referral system.

At Delightful Deliveries, we partner with real estate professionals to handle pop-bys from concept to doorstep, allowing agents to focus on what they do best: serving clients and growing their business. In a crowded marketplace, the smallest touches often that make the biggest difference.



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HRRR members with Speaker of the House Don Scott

# REALTOR® DUES AT WORK: WHY ADVOCACY SETS REALTORS® APART

BY AUBRÉA GREEN, HAMPTON ROAD REALTORS® ASSOCIATION, SVP OF COMMUNICATIONS & EXTERNAL AFFAIRS

Before most of Hampton Roads was awake, a bus of Hampton Roads REALTORS® was already on the road to Richmond. Their destination: the Virginia General Assembly. Their mission: advocacy—not just for their industry, but also for every homeowner, future buyer, landlord, investor, commercial practitioner, and small business owner across the Commonwealth.

For the top 500 producers in our region—REALTOR® and non-REALTOR® alike—days like this one offer a clear look at what sets REALTORS® apart. While many agents focus solely on sales, REALTORS® invest in something much larger: the laws, policies, and protections that make those sales possible.

## Advocacy That Starts Before Sunrise

The day began with a legislative briefing from Maura Pratt, Assistant Vice President of RPAC Development for Virginia REALTORS®. From there, the group headed “up the Hill” to meet with legislative offices that help shape Virginia’s housing climate.

Those meetings included discussions with Delegate Karen “Kacey” Carnegie (D–89th District, Chesapeake/Suffolk) and the office of Delegate Barry Knight (R–98th District, Virginia Beach) on issues directly tied to your business—housing affordability, private property rights, economic development, and the overall health of local communities.

These aren’t theoretical matters. They influence inventory, rental regulations, land-use decisions, tax burdens, and the long-term stability of the market you work in every day.

## Access That Comes From Membership

One of the most valuable moments of the trip came during a roundtable conversation with Speaker of the House Don Scott (D–88th District, Portsmouth). REALTORS® were able to ask questions, share what they’re seeing on the ground, and speak directly on legislation tied to the Virginia REALTORS® legislative agenda.

Additional lawmakers stopped in to strengthen relationships and express appreciation for HRRR’s presence, including Delegate Anne Ferrell Tata (R–99th District, Virginia Beach), Delegate Bonita Anthony (D–92nd District, Chesapeake/Norfolk), Delegate Jackie Glass (D–93rd District, Norfolk), a representative of Delegate Jay Leftwich (R–90th District, Chesapeake), and Senator Angelia Williams Graves (D–21st District, Norfolk), who is also a REALTOR®.

This level of access isn’t accidental. It’s the result of years of consistent involvement, RPAC support, and the collective strength of REALTORS® statewide. Non-member agents simply do not have the same organized advocacy infrastructure behind them.

## Recognition at the Highest Levels

Hampton Roads REALTORS® received formal recognition in both chambers of the General Assembly. Senator Williams Graves welcomed the group as “deeply engaged civic leaders and advocates for their communities,” while Delegate Jay Leftwich emphasized that REALTORS® are “invaluable” to the American dream of homeownership.

These acknowledgments highlight an essential truth: Lawmakers know who shows up, who contributes, and who brings real-world expertise to the table.

## Why This Matters for Top Producers

Every high-volume producer knows that the real estate market is shaped by more than interest rates and inventory. It’s shaped by legislation—by the decisions lawmakers make about taxation, zoning, landlord-tenant rules, building regulations, and consumer protections. Those decisions affect your business long before a listing goes active.

REALTORS® don’t just respond to these decisions; they help influence them.

“As an advocacy organization first and foremost, REALTORS® stay on the front lines for property ownership,” says HRRR President Phil Kazmierczak. “Through RPAC

investment and face-to-face meetings like this, REALTORS® build the relationships that help protect private property rights for all Virginians.”

## The Bottom Line

A REALTOR®’s impact extends far beyond the transaction. REALTOR® dues support the advocacy, relationships, and legislative work that keep Virginia’s housing market strong, stable, and fair. That’s the difference between being an agent and being a REALTOR®—and that difference was on full display in Richmond.



HRRR President Phil Kazmierczak and Senator (and HRRR member) Angelia Williams Graves

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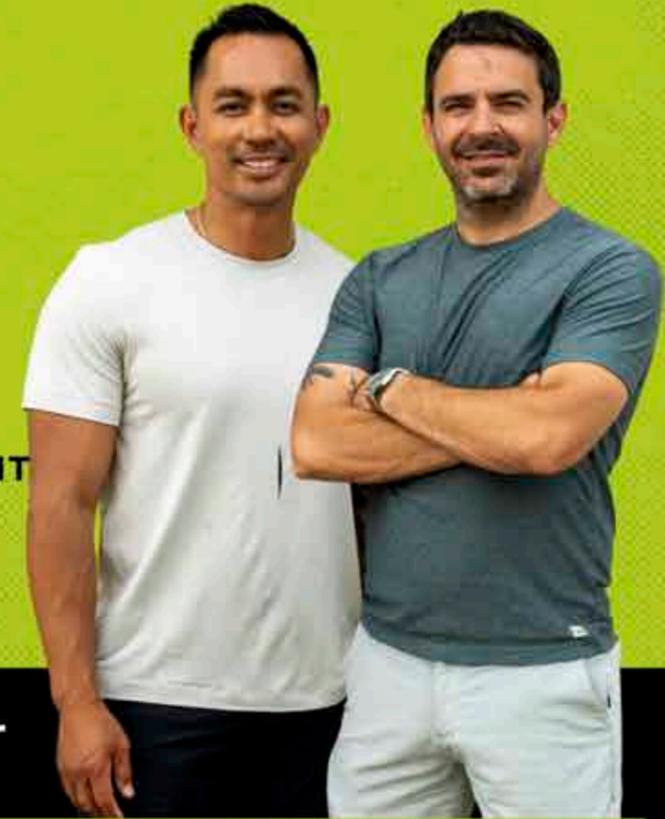
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