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Thursday, March 26

**Orion Financial – The
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COVER STORY

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WELCOME TO THE RP CLASS OF 2026

Once a year, we hit the reset button. Using MLS data from the previous year, we update the *Memphis Real Producers* Top 500—and with it comes a new class of professionals who are shaping the future of real estate in our city. To those of you cracking the Top 500 for the very first time: welcome. That moment matters. It represents long hours, tough conversations, steady grit, and a business that's gaining real traction. And to those who continue to show up year after year, consistently performing at a high level—thank you for setting the bar and continuing to raise it. Whether this is your debut

or your encore, welcome and congratulations. You've earned your place here.

Memphis Real Producers exists for one reason: to elevate the culture of real estate. We believe this industry is better when we know one another better—when relationships matter as much as results, when collaboration beats competition, and when success is something we celebrate together. Through our magazine, events, and community gatherings, we tell the stories behind the production, spotlight the people behind the numbers, and create

space for meaningful connection among the top professionals in our market.

A key part of that ecosystem is our Preferred Partners. These businesses are more than advertisers—they are true partners in what we do. Each one has been carefully vetted and recommended by you, the top agents in Memphis. They show up at our events, invest in this community, and are here to support you and your business in meaningful, practical ways. We encourage you to get to know them, lean into those relationships, and view them as trusted resources as you continue to grow.

The Top 500 list isn't about ego—it's about excellence, leadership, and influence. It represents the agents others look to, learn from,

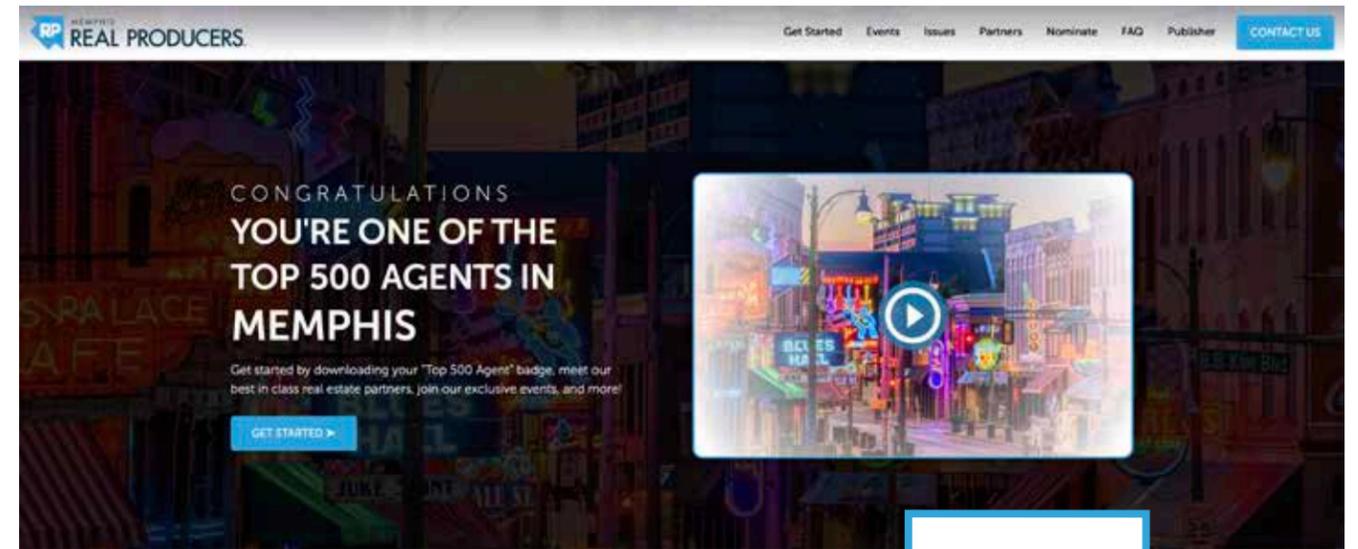
and do business with. Our hope is that being part of Real Producers helps you grow not just your business, but your network, your perspective, and your impact in Memphis.

Welcome to the *Memphis Real Producers* Class of 2026. We're honored to celebrate you—and excited for what's ahead.

Jeff White,
Owner/Publisher



TOP 500 WELCOME WEBSITE



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How **IBuyYourHouse.com**
Creates Real Solutions for Sellers
—and Real Value for REALTORS®



In real estate, certainty is currency.

When a deal falls apart days before closing, when a seller's life circumstances suddenly change, or when a property simply isn't a fit for the retail market, the need isn't clever marketing or creative financing. The need is a solution—fast,

reliable, and real. That's where IBuyYourHouse.com has built its reputation.

Known throughout the Memphis market as a dependable cash buyer for motivated sellers, the company has become a trusted resource not only for homeowners in transition,

but for realtors who need a buyer they can confidently stand behind. Year after year, they've set internal records for the number of homes purchased—and they're actively looking for more inventory, especially the kind most buyers shy away from.

But the real story isn't just volume. It's trust.

Solving Problems for Sellers—Without Complicating Their Lives

The sellers who reach out to IBuyYourHouse.com are rarely chasing top dollar at the expense of everything else. More often, they're navigating life events that make the traditional listing process feel overwhelming—or impossible.

Bankruptcy. Divorce. Medical challenges. Inherited properties. Fire damage. Homes that need more work than time, money, or emotional bandwidth will allow.

For those homeowners, IBuyYourHouse.com offers a different path. Their promise is straightforward: a sure deal, a clear price, and a fast, hassle-free closing. No repairs. No showings. No uncertainty.

In many cases, sellers can choose their closing timeline, allowing them

to move forward without disrupting work, family, or personal obligations. The process is designed to reduce friction at a moment when life already feels complicated.

What truly differentiates the company, however, is reliability. In an industry where sellers—and realtors—have been burned by buyers who retrade, delay, or disappear, IBuyYourHouse.com has built its model around follow-through. They don't just make offers. They close.

What REALTORS® Need to Know

For Memphis real estate professionals, IBuyYourHouse.com functions less like an investor and more like a problem-solving partner.

Every agent encounters these situations:

- A deal that falls apart days before closing
- A property that won't qualify for financing
- A seller who values certainty over maximizing price
- A home that needs significant renovation
- A fire-damaged or distressed property no retail buyer wants

In those moments, the ability to say "I have a buyer who can close" changes everything.



IBuyYourHouse.com gives agents that certainty. Their process allows realtors to present a clean, credible alternative when listing isn't realistic—without losing the client or damaging trust. Sellers receive quick, no-obligation evaluations and straightforward cash offers, helping agents guide conversations forward instead of reaching a dead end.

One local agent recently referred a property and had it sold within an hour. In other cases, the team has stepped in after failed closings, allowing agents to salvage deals, protect relationships, and maintain credibility with their clients during high-pressure moments.

A particularly agent-friendly feature is the

blind offer. Realtors don't have to guess or negotiate against themselves. They simply provide the property details, and IBuyYourHouse.com delivers a clear number—no pressure, no games.

Equally important is what they don't do. The company is intentional about not competing with agents. They don't market around listings or interfere with representation. Instead, they position themselves as a strategic outlet—one more solution agents can confidently offer when the situation calls for it.

For many realtors, the greatest value shows up later. A seller who needs a cash exit today may become a buyer tomorrow. By offering certainty instead of frustration, agents preserve goodwill, future business, and their own reputation.

Built for the Houses Others Avoid

IBuyYourHouse.com actively seeks out properties that most buyers—and even many investors—won't touch. Heavy renovations. Deferred maintenance. Fire-damaged homes. They're especially focused on becoming a reliable resource for fire-damaged properties, offering quick pricing and discreet solutions that allow sellers to move forward without unnecessary disruption.

This niche focus doesn't just help homeowners—it helps realtors say "yes" to clients they might otherwise struggle to serve.

The Bigger Picture: Foundation Property Management

What happens after the purchase matters just as much as the purchase itself.



Through Foundation Property Management, the team manages more than 1,700 properties across the Memphis area and surrounding markets, earning a 4.7 Google rating in one of the most challenging segments of real estate.

This vertically integrated approach allows them to buy intentionally, renovate thoughtfully, and manage responsibly. Internal scorecards track lease-up speed, resident experience, and long-term performance, ensuring homes are not just flipped, but reintegrated into neighborhoods with care and purpose.

For realtors and investors alike, that matters. It means these transactions contribute to long-term stability, not short-term churn.

Show, Don't Tell: Bringing Investors to Memphis

One of the most compelling aspects of IBuyYourHouse.com's strategy is how intentionally they educate and engage investors.

Each year, the company hosts an annual investor experience, bringing groups of roughly 50 investors to different cities to see opportunities firsthand. Past trips have included destinations like Colorado

and Memphis—pairing relationship-building experiences with real-world market education.

Last year's Memphis event was especially impactful. Investors were taken on a guided bus tour through neighborhoods across the city, including East Memphis, Frayser, South Memphis, and even into West Memphis, Arkansas, where the team is actively developing properties.

Stops included local landmarks like Elvis' birthplace and conversations around major economic drivers such as FedEx. Perhaps most eye-opening

was the price point—homes around \$200,000 offering compelling long-term investment potential.

The result? Referrals. Follow-up calls. Friends and family of attendees reaching out to learn more about buying in Memphis.

For realtors, this matters. These events don't just attract capital—they bring educated, committed investors into the market, supported by a team that understands acquisition, renovation, and long-term management.

Community, Collaboration, and Coffee
Beyond transactions, IBuyYourHouse.com is deeply invested in relationships.

They regularly host Coffee with Investors gatherings, creating space for realtors, investors, and industry professionals to connect in a relaxed, no-pitch environment. They also participate in mastermind groups and collaborative learning communities, recognizing that the best ideas—and

partnerships—often come from shared experience.

The philosophy is simple: real estate works better when people actually know each other.

Why It Matters

In a relationship-driven market like Memphis, the real value of IBuyYourHouse.com isn't just speed or capital.

For sellers, they provide clarity when life is complicated.

For realtors, they offer certainty when deals are fragile. For investors, they create access, education, and long-term stability.

Not every transaction belongs on the MLS. And not every solution requires a traditional sale. Sometimes, the most valuable thing you can offer a client is knowing exactly who to call. To learn more or connect with the team, visit ibuyyourhouse.com—and see how they're quietly helping Memphis real estate move forward, one sure deal at a time.

About the Founder

IBuyYourHouse.com is led by founder James Wachob, whose approach to real estate is rooted in discipline, follow-through, and long-term thinking. A Memphis-based investor with a background in structured sales and new-home construction, Wachob built the company around a simple principle: do what you say you're going to do. That mindset has shaped a culture focused on reliability, accountability, and relationships—values that continue to define how the team shows up for sellers, realtors, and the Memphis market.



IN AN INDUSTRY WHERE SELLERS—AND REALTORS—HAVE BEEN BURNED BY BUYERS WHO RETRADE, DELAY, OR DISAPPEAR, IBUYYOURHOUSE.COM HAS BUILT ITS MODEL AROUND FOLLOW-THROUGH. THEY DON'T JUST MAKE OFFERS. THEY CLOSE.

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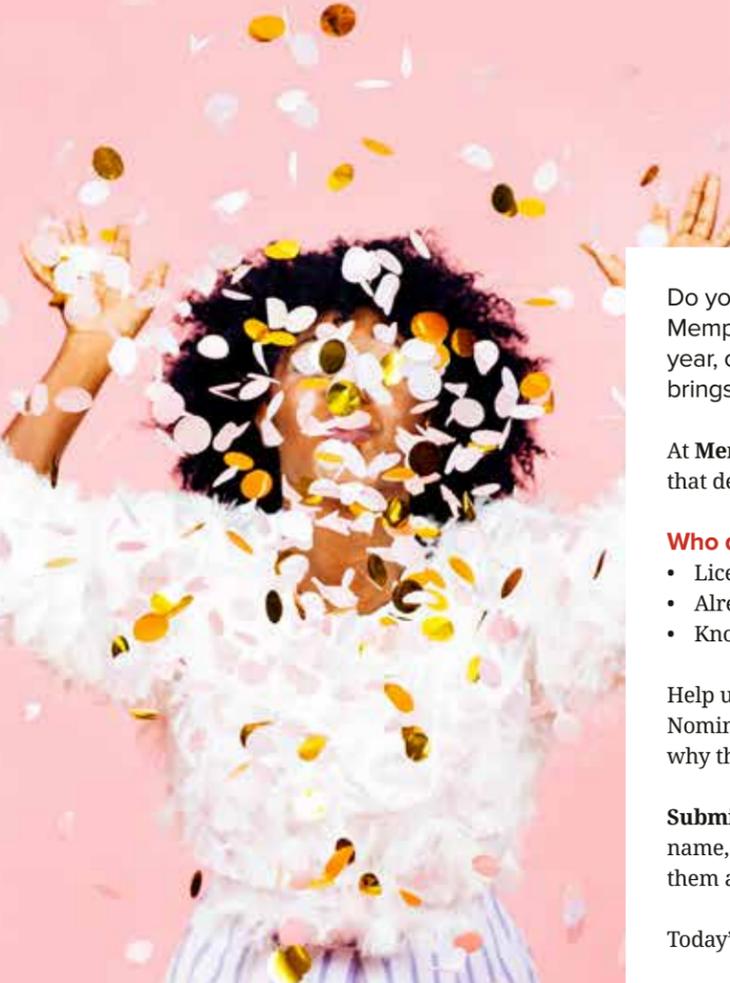
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MEET

Stephanie Bobo Dawson



WHERE HOME MEETS HARMONY

PHOTOS BY MICHAEL BERRY WITH
LENSMAN REAL ESTATE PHOTOGRAPHY

Q: Where did you grow up?

A: I'm Memphis-born and Mid-South-rooted. Growing up here shaped my deep appreciation for community, culture, and resilience. Memphis teaches you early that relationships matter—and that belief is at the core of both my life and my business.

Q: Did you go to college?

Where and what was your major?

A: Yes, I attended college with a focus on building strong communication, organizational, and leadership skills. I began at the University of Tennessee at Chattanooga as a Nursing major on scholarship. However, after experiencing the reality of body fluids at a blood drive, I knew I needed a pivot.

After praying about my decision, I walked into the Student Union on a Tuesday and applied to another school. I told God that if I were accepted by the end of the week, I would leave at the end of the semester. My acceptance letter to Middle Tennessee State University arrived that Friday. I had only been to Murfreesboro once, but I followed the promise and pursued a degree in Human Health Science with a minor in Health Administration—the business side of healthcare.

Life was good. I had been on a full scholarship for four years when someone laced me, and my world came crashing down. I rebuilt again back home in Memphis. My final transfer was to The University of Memphis, where I fought to have my credits transferred, experienced my first student loan, and ultimately graduated Magna Cum laude in December 2016. That foundation

prepared me well for a career built on trust, strategy, and advocacy.

Q: What was your first job as an adult (out of college, I assume)?

A: After college, I worked as a physician's liaison with Baptist, followed by a role at West Cancer Center. While working on the non-clinical side of healthcare, I also established Sealed By Stephanie Mobile Notary Service, specializing in real estate closings, powers of attorney, wills, trusts, and bills of sale.

These early professional roles required discipline, adaptability, and a high level of responsibility. I learned how to manage details, serve people well, and remain calm under pressure—skills I rely on daily in real estate.

Q: When and how did you get into real estate?

A: I remember this vividly. When I was in the fifth grade, Frances Anderson bought me a hot pink, hard-cased Cricket cellphone with an antenna about an inch and a half long. She drove a pearl-colored Cadillac, wore a million rings, and had a head full of fluffy curls.

As she drove through the Buckingham neighborhood past my elementary school, she handed me a stack of papers and told me to call the number in the bottom-left corner, read off the MLS number, and confirm the showing time. I became her assistant—in elementary school. She embodied ambition and hustle, and she set the example.

Years later, after college, I was complaining about an expensive car repair when she reminded me that becoming a Realtor would make that ache disappear. Real estate re-entered my life during a season when I became deeply aware of how powerful homeownership and investing can be. I saw firsthand how real estate creates stability, opportunity, and generational

impact. I passed my real estate exam on her birthday. Because of Frances, I am a second-generation Realtor.

Q: How and why did you choose the brokerage you're at now?

A: The clean answer is that RE/MAX Expert stood out because of its strong leadership, collaborative culture, and commitment to excellence. The brand represents professionalism and results while allowing me to lead with heart and build a relationship-based business.

The honest answer is prayer, alignment, and one powerful sit-down with my broker, Audrey Davis. I met with her on a Tuesday, made my decision by Friday, and attended the RE/MAX Kickoff the following Tuesday. She even called my grandmother to ask for her blessing on my transition.

Q: What is the number one thing you want people reading this to know about you personally and professionally?

A: Professionally: Solutions exist—always. When the outcome could positively impact someone's life, the answer is never simply “no.” It may not be right now or along the original path, but there is always a solution forward.

There are ways to stop foreclosure, access state-funded credit counseling, negotiate shared heirship to save an estate, complete loan assumptions with payouts when equity is low, and of course, use creative financing. A deal or situation is never dead without exploring more solutions.

My husband, Keith Dawson, and I have actively supplied solutions to the market through our combined 20 years of industry experience—his 13 years as an investor and my seven years as a Realtor. We buy and hold, fix and flip, and source deals tailored to specific needs. While I've specialized in single-family residences, we also operate in rooming houses, metal buildings, apartments, and land. If it exists, we shop it.

Without Keith, I wouldn't have the advantage of accelerating my



investment learning curve. I send him deep honor and gratitude. We love a deal that makes a meal.

A: Personally:

Love is the answer to what this life is truly about. I genuinely care, and I am deeply intentional. I don't approach real estate as a series of transactions. I don't take volunteering lightly. I never forget the moment someone looks me in the eyes and asks for help.

I approach this work as stewardship. My clients trust me with major life decisions, and this industry entrusts me to serve my community. I honor that trust with clarity, diligence, and advocacy.

Q: What trends do you see happening in the market right now?

A: Buyers are more informed and strategic, while sellers are learning the importance of preparation and accurate pricing. There's growing interest in creative financing, investor opportunities, and long-term planning over emotional decision-making. We're also seeing increased demand for multi-generational housing, farm properties, and homes with expansion potential for compounds or additions.

Q: What part of real estate are you really passionate about right now?

A: Education and wealth-building. I'm especially passionate about helping first-time buyers, investors, and families understand how real estate can support their long-term goals—not just their immediate needs.

Q: When you aren't working, what are your favorite hobbies?

A: I enjoy international travel, wellness, personal development, and spending quality time with family. I'm learning how to balance home and work intentionally so I feel secure about growing our family in the future.

Q: Tell me about your family.

A: There's my husband Keith; our puppies, Ember and Pearl; three nieces and nephews; two grandmothers and a grandfather; two mothers; a pearly string of sisters; a few strong brothers; a plethora of aunties; a sprinkle of uncles; and a sea of cousins who love gathering for music, food, drinks, games, and holidays.

Q: Do you have any podcasts you listen to regularly and/or favorite business books?

A: I recently launched my own podcast series, Where Home Meets Harmony, where I interview real estate subsidiary service providers such as inspectors, lenders, attorneys, and home warranty professionals.

Episodes are available across social media platforms, YouTube, and my website.

I'm also drawn primarily to audiobooks focused on leadership, mindset, mindfulness, financial literacy, and personal growth—resources that guide me toward wholeness and purposeful leadership.

Q: If you weren't in real estate, what other career would you want?

A: Real estate is what I care about—fully. The business that happens inside real estate is my second love. Our “octopus” services include mid-term, long-term, and corporate housing. While I've considered home-based businesses that support supplementary services, if it's not real estate, I don't want it. I'm moving forward with confidence from here.

“ I APPROACH THIS WORK AS STEWARDSHIP. MY CLIENTS TRUST ME WITH MAJOR LIFE DECISIONS, AND THIS INDUSTRY ENTRUSTS ME TO SERVE MY COMMUNITY. I HONOR THAT TRUST WITH CLARITY, DILIGENCE, AND ADVOCACY.

Q: What is one piece of advice you would give to every Realtor?

A: Protect your reputation and prioritize relationships. Consistency, education, and integrity will always outlast trends or shortcuts.

Q: What is your favorite charity or way to give back? Why is it important to you?

A: Community involvement and service have always been a core commitment. Real estate provides a platform, and I believe it's our responsibility to pour back into the communities we serve.

Q: If you could have a superpower, what would it be?

A: The ability to instantly bring clarity and calm during stressful moments. Confidence comes from understanding—and that changes everything.

Q: Tell me a story about one of your clients—an unusual situation, a big challenge, or something memorable.

A: There are so many stories.

I've cleaned a home top to bottom for a client who was too embarrassed to allow a service provider inside, just to help them go active on the MLS. I've carried a wheelchair to a pre-showing appointment so my client could comfortably tour a home without altering doorways or floor levels. At least four families I work with are now on their third generation of referrals.

Every client is special. Every situation is unique. I remember their faces, their smiles, the journey, and how each closing ended—with a hug and gratitude.

Q: Anything else you think is important to share about yourself, your brand, or life in general?

A: My brand is rooted in harmony—where strategy meets heart. I believe real estate decisions should feel informed, aligned, and empowering. My goal is always to leave people better than I found them.



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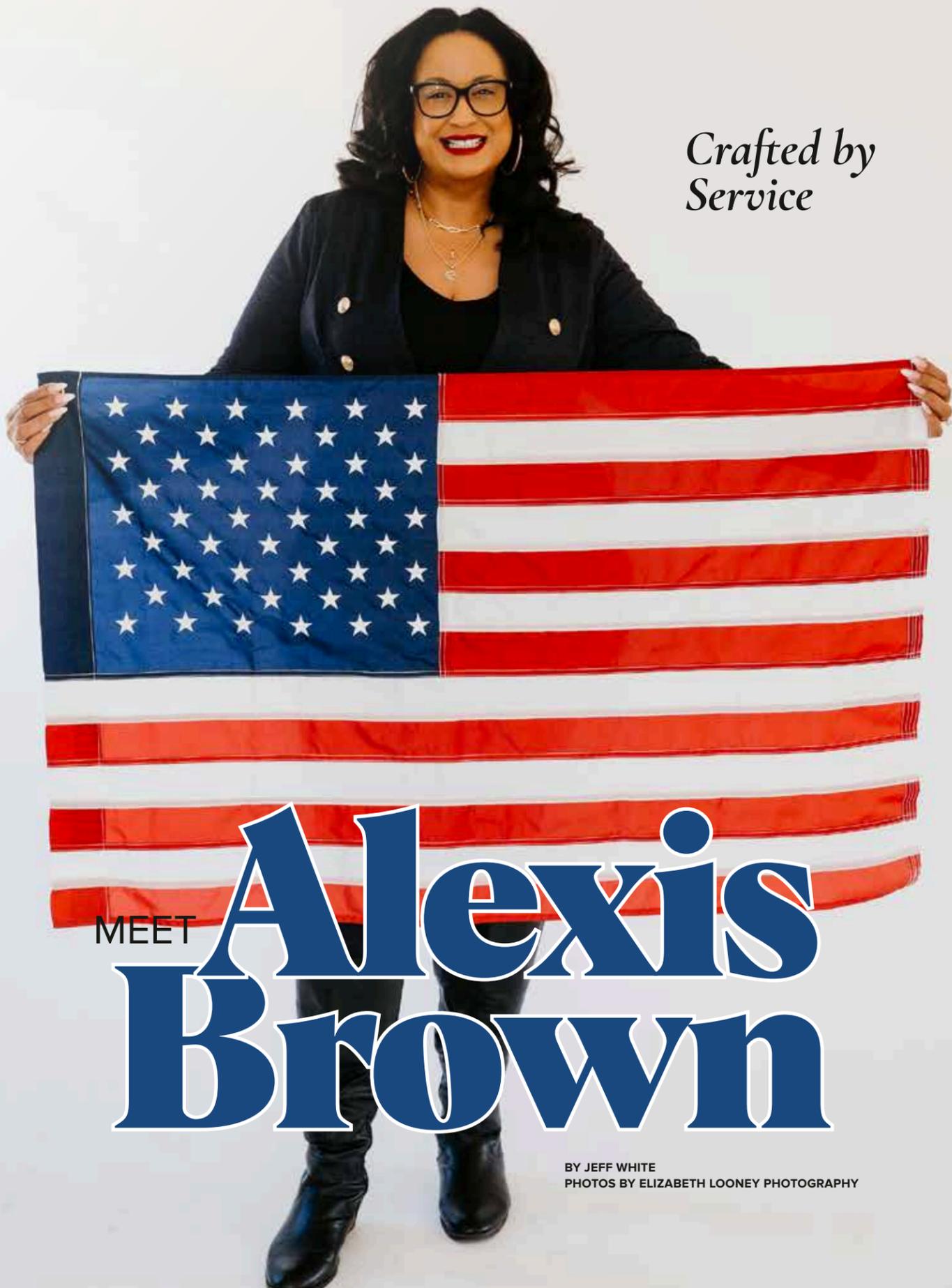
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Crafted by Service

MEET **Alexis Brown**

BY JEFF WHITE
PHOTOS BY ELIZABETH LOONEY PHOTOGRAPHY

Some lives are built quickly. Others are shaped slowly—layer by layer, move by move, sacrifice by sacrifice.

Alexis Brown's life has always been the latter.

Raised in San Diego, California, Alexis learned early that hard work and consistency matter. She began working at just 14 years old alongside her mother at an appliance company, where customer service wasn't just a role—it was a responsibility. "My mom taught me how to work hard and how to show up for people," Alexis says. "Those lessons stuck."

She carried that work ethic with her into college, earning degrees in Psychology and Communications. At the time, she couldn't have known how often she would rely on those skills, but they quietly prepared her for a future built on listening well, understanding people, and communicating with clarity.

A Life Shaped by the Navy

Alexis met her husband, Billy, while he was stationed at Naval Base San Diego. Their marriage marked the beginning of a life defined by military service, adaptability, and resilience. Billy would go on to serve 25½ years in the United States Navy, retiring as a Master Chief—the highest enlisted rank. Alexis relishes his career and the dedication it represents, fully aware of the commitment required to reach that level.

While Billy wore the uniform, Alexis supported his service in countless unseen ways. Frequent relocations and long deployments meant her own career ambitions were often placed on hold. "For a long time, I was a professional volunteer," she says. Alexis stayed deeply involved in spouse clubs, networking groups, and community organizations, often using her education without being compensated. She worked retail jobs not out of necessity, but out of a desire to stay engaged and fulfilled.

During seven years stationed in Japan, Alexis found meaning in building community far from home. She co-founded an online networking business that connected military families and expatriates with local antique shops, flea markets, and small businesses—places that told stories through craftsmanship and care. It was there that her appreciation for Japanese artistry grew into a passion, particularly for Fukagawa porcelain. Carefully crafted. Deliberately detailed. Built to last. What began as admiration became a collection of more than 1,000 pieces—each one a reminder that the most meaningful things are rarely rushed, and that beauty often comes from patience and precision.

A New Chapter in Memphis

In 2017, the Browns relocated to the Memphis area when Billy was stationed at NSA Mid-South. After years of moving wherever duty called, Alexis felt something shift. Billy's eventual retirement as a Master Chief closed a remarkable

“

If I can be the one person who makes that transition easier—who helps a military family feel at home—then I know I'm doing exactly what I'm meant to do.”



chapter of service—and opened the door for Alexis to finally step into her own.

For the first time, she wasn't supporting someone else's career.

It was her turn.

Her path into real estate began unexpectedly during the purchase of their own home. "He didn't just sell us a house," Alexis says of the broker who worked with them. "He changed my life. He encouraged me to tap into my passion for helping military families and gave me the confidence to pursue real estate."

She entered the industry without a local network, without a built-in sphere, and without guarantees—just conviction.



Choosing the Harder Path

From the beginning, Alexis gravitated toward military families and veterans, particularly those using VA loans. It was a decision that came with plenty of skepticism.

She was told she wouldn't sell a single house. She was told VA offers wouldn't get accepted. She was told building a business around VA loans wasn't sustainable.

Instead of pivoting, Alexis doubled down. She immersed herself in the VA loan handbook, mastering guidelines many agents avoided. She became fluent in non-allowable fees, minimum property requirements, and the Tidewater process. When VA buyers weren't allowed to pay certain fees, Alexis covered them herself. "I'm not going to let a few hundred dollars stand in the way of a military family becoming homeowners," she says.

What others saw as complicated or risky, Alexis understood deeply—because she understood the people behind the paperwork.

Early in her career, Alexis remembers writing a VA offer that nearly everyone assumed would fall apart before it ever had a chance. The listing agent was hesitant and openly questioned whether a VA loan could compete in a multiple-offer situation.

Instead of backing down, Alexis picked up the phone.

She walked the agent through the VA guidelines—what was myth, what was fact, and how the process actually worked. She explained Tidewater. She clarified minimum property requirements. She addressed concerns one by one, calmly and confidently.

"By the end of the conversation, the tone completely shifted," Alexis recalls. "It wasn't about fear anymore. It was about facts."

The offer was accepted.

"That was the moment I realized this didn't have to be an uphill battle every time," she says. "If I could educate and advocate at the same time, I could change outcomes—not just for my clients, but for how VA loans are viewed in this market."

Building What Others Overlooked

Without hometown ties or a ready-made referral base, Alexis built her business the same way Fukagawa porcelain is crafted—slowly, intentionally, and with care. Her background in psychology and communications allowed her to connect quickly, listen closely, and educate confidently.

Military families noticed. Veterans referred veterans. And over time, Alexis became known as the agent who truly understood VA loans—not just in theory, but in practice. The niche others warned her against became the foundation of her success.

Standing Firmly in Her Calling

Several years after first sharing her story, Alexis Brown now ranks among the top 1% of real estate professionals in the greater Memphis area. The agent once told she couldn't succeed by focusing on VA buyers has become the trusted authority agents, lenders, and clients turn to when VA loans are involved.

Yet for Alexis, success has never been about numbers alone.

It's about the military families arriving in a city where they know no one. The veterans unsure if their earned benefits will truly be respected. The quiet moment when keys are placed in their hands and a house finally becomes home.

She understands that feeling—because she's lived it. While she proudly honors her husband Billy's 25½-year Navy career and his retirement as a Master Chief, Alexis has built a legacy of her own—one shaped by patience, service, and perseverance. Like the porcelain she treasures, her career wasn't rushed. It was crafted with intention and built to last.

“I'm not going to let a few hundred dollars stand in the way of a military family becoming homeowners.”



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