

RICHMOND

MAY 2026

# REAL PRODUCERS<sup>®</sup>



Rising Star  
**VAN-NEISHA  
JOHNSON**

Agent Spotlight  
**BETH  
MCCOMBS**

## KIA TOWNES

The  
Power of  
Prospecting

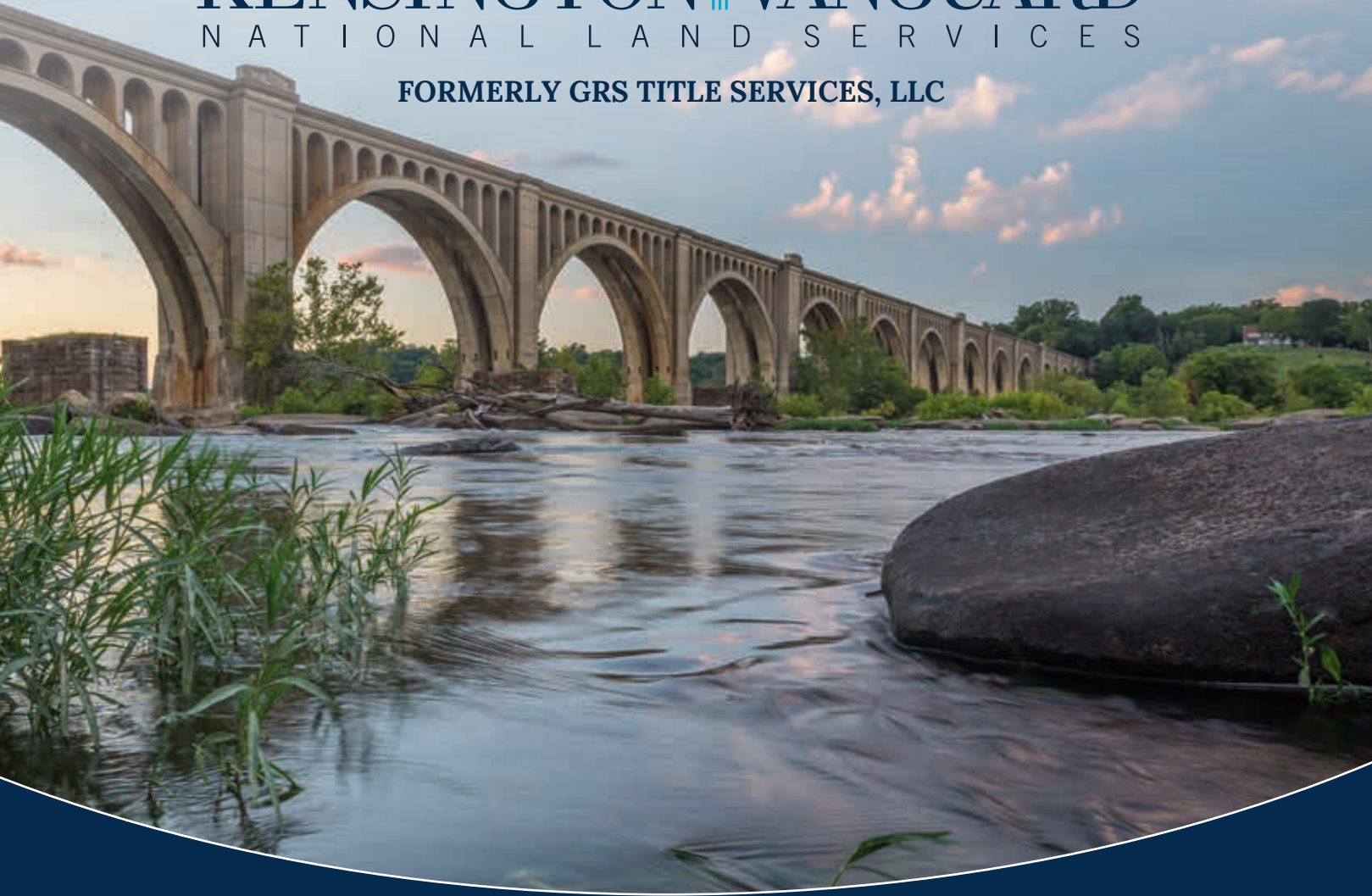
**+**  
PARTNER  
SPOTLIGHT  
**AMANDA  
HARDESTY**  
HARDESTY HOMES

CONNECTING. ELEVATING. INSPIRING.

# KENSINGTON VANGUARD

NATIONAL LAND SERVICES

FORMERLY GRS TITLE SERVICES, LLC



ONE OF THE LARGEST INDEPENDENT  
FULL-SERVICE TITLE AGENCIES IN THE COUNTRY

Commercial & Residential Title Insurance • Real Property & Cooperative Lien Searches  
Settlement Services • Escrow Services • Recording Services • 1031 Exchange Services

## Michelle Rogers

Executive Vice President  
Co-Head DC Metro Division  
(804) 486-9469  
mrogers@kvnational.com

## Elizabeth G. Steele, Esq.

VP - Business Development  
(804) 486-9465  
lsteele@kvnational.com

## Lisa B. Isbell

Commercial/Residential Underwriter  
Escrow Officer  
(804) 486-2774  
lisbell@kvnational.com

901 East Byrd Street, Suite 1510 • Richmond



Kensington Vanguard National Land Services | [kvnational.com](http://kvnational.com)



"Designed 2 Sell is simply the best home stager in Richmond! They have staged hundreds of houses for my company over the past ten years, and they are always professional and on-trend. Their work elicits a response in buyers that leads to faster sales and for more money. I recommend Tammy and her team in the most emphatic way I know possible, with more business!"

Frank Cava, Cava Companies



Tammy Wilkerson  
Owner & President

(804) 640-4828 | [designed2sellrva@gmail.com](mailto:designed2sellrva@gmail.com)

[www.designed2sellrva.com](http://www.designed2sellrva.com) | [@designed2sellrva](https://www.facebook.com/designed2sellrva) [@designed2sellrva](https://www.instagram.com/designed2sellrva)



Kia Townes **24** COVER STORY

# Contents



12

Amanda Hardesty, Hardesty Homes

## IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 Partner Spotlight: Amanda Hardesty, Hardesty Homes
- 16 Agent Spotlight: Beth McCombs
- 20 Rising Star: Van-Neisha Johnson
- 24 Cover Story: Kia Townes
- 28 Event Recap: Casino Night
- 32 More Trusted Trade
- 35 Top 200 Standings

COVER PHOTO COURTESY OF PHILIP ANDREWS.



TO VIEW OUR MAGAZINE ONLINE, VISIT [RICHMONDREALPRODUCERS.COM](http://RICHMONDREALPRODUCERS.COM) OR SCAN THIS QR CODE.

## PROFILES

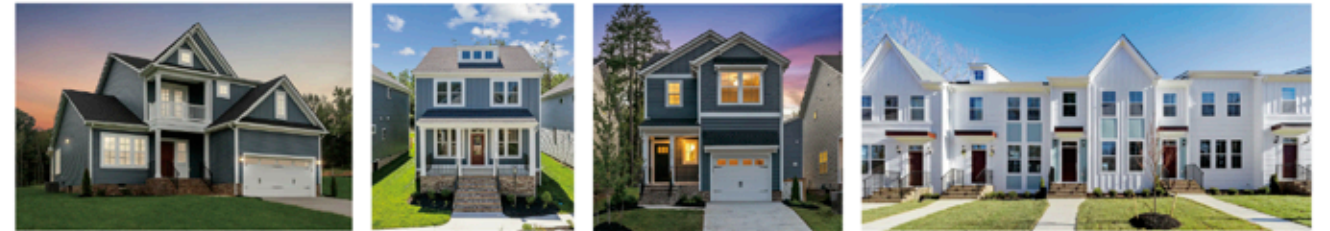


16 Beth McCombs



20 Van-Neisha Johnson

## New Homes in Richmond & Surrounding Areas



- |  |  |  |
|--|--|--|
| <p><b>1</b> Stags Trail<br/>Starting in the high \$600s<br/>Chimney Rock Dr.   Mechanicsville, VA</p> <p><b>2</b> Central Crossing<br/>Starting in the mid \$300s<br/>Central Parkway   Aylett, VA</p> <p><b>3</b> Kennington<br/>Starting in the mid \$400s<br/>Wendenburg Terrace   Aylett, VA</p> <p><b>4</b> McCauley Park<br/>Starting in the high \$200s<br/>358 Mt. McCauley Way   Aylett, VA</p> | <p><b>5</b> Viniterra<br/>Starting in the high \$400s<br/>8521 Terroir Ln.   New Kent, VA</p> <p><b>6</b> Hampton Park Cottages<br/>Starting in the high \$300s<br/>16201 Dogwood Tree Ct.   Chesterfield, VA</p> <p><b>7</b> Cottages at Millwood<br/>Starting in the low \$400s<br/>6489 Lila Crest Ln.   Midlothian, VA</p> <p><b>8</b> Charleston Landing<br/>at Magnolia Green<br/>Starting in the low \$500s<br/>19000 Palisades Ridge   Moseley, VA</p> | <p><b>9</b> Legacy Park at Magnolia Green<br/>Starting in the mid \$600s<br/>Cove Creek Dr.   Moseley, VA</p> <p><b>10</b> Sycamore Place<br/>Starting in the low \$400s<br/>224 Avenida Ln.   Midlothian, VA</p> <p><b>11</b> Reed Marsh<br/>Starting in the mid \$500s<br/>3092 Reed Marsh Dr.   Goochland, VA</p> |
|--|--|--|

SCAN FOR MORE INFORMATION ON OUR RALEIGH COMMUNITIES

If you are interested in contributing or nominating REALTORS® for features, please email [Wendy@RealProducersKBTeam.com](mailto:Wendy@RealProducersKBTeam.com).



# 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!

## BUILDER

**Mungo Homes**  
(803) 832-4933  
Mungo.com

## CARPET & UPHOLSTERY CLEANING

**Citrus Solutions**  
(804) 415-4161  
CitrusSolution2.com

## CLEANING SERVICE

**Cavalier Moving**  
(804) 381-1829  
CavalierMoving.com

**Happy Housekeepers**  
(804) 938-3368  
HappyHouseRVA.com

## CLOSING GIFTS

**Strategic Gifting**  
(313) 971-8312  
StrategicGifting.com

## ELECTRICIAN/ELECTRICAL CONTRACTOR

**SS Electrical Solutions**  
(804) 836-7914  
SSElectricalRVA.com

## ESTATE SALES & AUCTIONS

**Caring Transitions**  
(804) 256-2048  
CaringTransitionsRichmond.com

## FLOORING & TILE

**Better Floors**  
(804) 378-1405  
BetterFloorsinc.com

## FLOORING AND SHOWERS

**Floor Coverings International**  
(804) 409-2200  
Floorcoveringsinternational.com/  
locations/us/va/North-Richmond/

## GRANITE & MARBLE

**Classic Granite & Marble**  
(804) 378-1100  
ClassicGranite.com

## HOME & OFFICE ORGANIZING

**Living Sprucely**  
(804) 350-6636  
LivingSprucely.com

## Tidyish

(804) 223-2663  
TidyishRVA.com

## HOME INSPECTION

**Rest Easy Inspections**  
(804) 380-0696  
Rest-EZ.com

## Trivium Residential Inspection LLC

(804) 653-0302  
TriviumInspection.com

## Worsham Home Inspections

(804) 350-2164  
WorshamInspections.com

## HOME WARRANTY

**Choice Home Warranty**  
(703) 987-7021  
vhamp@chwpro.com

## INDOOR AIR QUALITY

**MoldX, Inc.**  
(804) 377-6653  
MoldXInc.com

## INSURANCE AGENCY

**Atkinson Insurance Agency**  
(804) 789-0795  
AtkinsonInsurancAgency.com

## Torcia Agency – Goosehead Insurance

(757) 771-9115  
Goosehead.com/kevintorcia

## INTERIOR DESIGNER

**AKDesigns, LLC**  
(804) 241-0383  
AK-Interior-Designs.com

## JUNK REMOVAL

**The Junkluggers, LLC**  
(804) 585-2210  
Junkluggers.com/Central-VA

## MORTGAGE

**Arbor Home Loans**  
**Evan Rutherford**  
(757) 773-3826  
ArborHL.com/contact/  
ERutherford

## First Heritage Mortgage

**Joe Dunn**  
(804) 543-2261  
FHMtg.com/officers/Joe-Dunn/

## MOVING / STORAGE

**Cavalier Moving**  
(804) 381-1829  
CavalierMoving.com

## Hilldrup

(704) 231-5582  
Lisa.Rhead@hilldrup.com

## PHOTOGRAPHER

**River City Media**  
(804) 389-9884  
RiverCity.Media

## PHOTOGRAPHY & VIDEOGRAPHY

**Lighthouse Visuals**  
(804) 373-7147  
LightHouseVisuals.com

## PLUMBING/DRAIN CLEANING

**Mr. E's Plumbing and Drain Cleaning**  
(804) 305-3215  
E.BanePlumbing@gmail.com

## PROPERTY MANAGEMENT

**Byrd Property**  
(804) 999-6190  
ByrdPM.com

## PMI Residential

(804) 613-3633  
PMIPresidential.com

## REPURPOSED FURNITURE & FINE HOME DECOR

**The Junkluggers, LLC**  
(804) 585-2210  
Junkluggers.com/Central-VA

## STAGING

**Designed 2 Sell**  
(804) 640-4828  
DesignedToSellRVA.com

## Dila Design

(804) 840-1563  
DilaDesign.com

## Hardesty Homes Staging

(804) 745-8516  
HardestyHomesllc.com/staging/

## TERMITE & PEST CONTROL

**Absolute Pest Solutions, LLC**  
(540) 548-1366  
AbsolutePestSolutions.com

## TITLE SERVICES

**Atlantic Coast Settlement Services Inc.**  
**Lori Kistner**  
(804) 541-6677  
ACSettlement.com

## Kensington Vanguard National Land Services

(804) 486-9469  
MRogers@grs-title.com

## TRAILER RENTALS / HAULING SERVICES

**Hicks Rental Haulz**  
(804) 929-2789  
HicksRentalHaulz.com

## VIDEO SERVICES

**The Perfect Plat**  
(804) 845-1366  
ThePerfectPlat.com

## WINDOW CLEANING

**See Through Window Cleaning**  
(804) 464-7270  
SeeThroughWindowCleaning.net



Close more deals and sell faster with **Junk Removal The Green Way®**

Eco-Friendly Junk Removal for Real Estate Professionals



We're on a mission to donate, recycle, and rehome as much as possible to keep items out of landfills!



- Eco-Friendly Junk Removal for Homes and Businesses
- We Declutter and Cleanout to Prepare Homes for Sale
- Same-Day and Next Day Appointments are Available
- Exceptional 5-Star Service and On-Time Arrival



Call **804-581-6515** or scan the **QR code** to schedule a **FREE, no-obligation estimate!**

© 2025 Junkluggers Franchising SPE LLC. All rights reserved. Each location independently owned & operated.

Learn More at **Junkluggers.com**

**SPEND 15 MINUTES WITH ME AND YOU COULD...**

- ✓ BEGIN A PARTNERSHIP THAT WILL ENHANCE YOUR BUSINESS!
- ✓ Hear about a strategy that saved \$5M in business for a luxury agent in St. Pete, Florida
- ✓ Discover how to position your listings to stand out in a crowded market
- ✓ Learn how buyer's agents are winning in multiple-bid situations
- ✓ Grab a new value-add for past client check-in calls
- ✓ Find a partner/team player who will always have your back



**Vicki L. Hamp**  
703.987.7021 | vhamp@chwpro.com

**CHOICE**  
Home Warranty

SCAN FOR COVERAGE DETAILS



From this...



...to this!



You've found the key to assist with pre-sale prep, post-tenant turnover, or estate situations.

Call **Peter Robinson** today to get started!  
CARING TRANSITIONS OF GREATER RICHMOND  
804-256-2048 | CaringTransitionsRichmond.com  
PRobinson@caringtransitions.com

# Meet The Team



**Kristin Brindley**  
Publisher



**Wendy Ross**  
Operations Manager



**Lexy Broussard**  
Client Relations



**Philip Andrews**  
Photographer

**Follow Us Online!**

Richmond Real Producers  
@realproducersrichmond

Richmond Real Producers  
@realproducersrichmond

**RP** **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.

**THE PERFECT PLAT**

CREATING CAPTIVATING VISUAL STORIES FOR REAL ESTATE LISTINGS

**PRESTON DAY** Owner  
Schedule your photoshoot today!

ThePerfectPlat.com  
ThePerfectPlat@gmail.com  
(804) 845-1366

**diladesign**  
HOME STAGING & INTERIOR DESIGN

**Make A Stunning First Impression**  
See your listings bloom this season with staging that captures buyers the moment they walk in.

(804) 840-1563 | contact@diladesign.com | www.diladesign.com

**RIVER CITY MEDIA** | PHOTOGRAPHY FOR Builders, Designers, Architects, and Realtors

**RESIDENTIAL**

**COMMERCIAL**

**BRANDING**

**Philip Andrews**  
philip@rivercity.media  
(804) 913-2365  
RiverCity.Media

Scan to book!

**HOME • AUTO • BUSINESS • HEALTH • LIFE**

**ATKINSON**  
INSURANCE AGENCY

It's insurance, not rocket science. We're here to make your insurance simple.

Need a quote? Visit our website or give us a call.

**Meghan Baber • Sr. Sales Agent**  
Meghan@atkinsonins.com  
804-442-7470  
AtkinsonInsuranceAgency.com  
Offices in Richmond, Northern VA & Williamsburg

# MAY

## The Season of Celebration!

May is a time to celebrate — the hard work, dedication, and heart that each of you brings to this industry and community. It's also a moment to pause and appreciate how far we've come, both individually and together.

We're still riding the high from an incredible **Richmond Real Producers Casino Night!** It was a night full of energy, connection, and unforgettable moments. Thank you to everyone who came out and made it such a fun and meaningful evening — this community truly knows how to come together and celebrate.

We're also excited to welcome our newest preferred partner, **The Perfect Plat.** We're thrilled to have them in the Real Producers community and look forward to the value and collaboration they'll bring.

And the fun isn't slowing down — we can't wait to see everyone at our next event, **Spring Fling on May 19th!** It's always one of our favorite gatherings of the year, bringing together great people, great conversations, and even better connections.

As we move through May, let's carry this reminder: **"Joy multiplies when shared with others."**

Here's to continued celebration — in business, in community, and in life.



**Kristin Brindley**  
 Owner/Publisher  
 Richmond Real Producers  
 313-971-8312  
 Kristin@kristinbrindley.com  
 www.richmondrealproducers.com



Superior Stone Solutions

Expert Craftsmanship

Precision Technology

Award-Winning Showroom

Largest Selection of Natural Stone & Quartz Products in VA

**Get a free estimate today!**

804-378-1100

ClassicGranite.com/RealProducers

**RICHMOND REAL PRODUCERS**  
 powered by TEAM

# Spring Fling

**SAVE THE DATE!**  
 MAY 19, 2026

We're celebrating YOU this Spring Fling — the people who bring color, energy, and joy to our community.

Dress to impress and enjoy an evening filled with great company, delicious food, live entertainment, and a whole lot of fun.

For all information on all Richmond Real Producers events, email [info@richmondrealproducers.com](mailto:info@richmondrealproducers.com)

## MOLD REMEDIATION & AIR QUALITY SPECIALISTS

 <b>MOLD REMEDIATION</b>	 <b>WATER DAMAGE</b>
 <b>AIR DUCT CLEANING</b>	 <b>INDOOR AIR QUALITY</b>

**MoldX**

Schedule a **FREE** inspection!  
 804-377-6653 | [moldxinc.com](http://moldxinc.com)

You find their *dream* home.  
 I make sure it's a *safe* one.

Over two decades of hands-on field experience!

**What I offer:**

- ✓ Buyer's Inspection
- ✓ Pre-Listing Inspection
- ✓ Maintenance Inspection
- ✓ New Construction Inspection

Call for more info:  
 804-653-0302

SCAN ME



# AMANDA HARDESTY

BY AMELIA  
ROSEWOOD  
PHOTO BY  
PHILIP ANDREWS

## HARDESTY HOMES

### Strategy Meets Style

The moment that changed everything did not happen in a design showroom or a closing room. It happened while Amanda Hardesty was still working toward her Master's degree, stepping into an assistant role for one of the largest foreclosure agents on the East Coast. The work was fast-paced, demanding, and eye-opening. For Amanda, it was the first time she saw the real estate world from the inside, watching how transactions unfolded and how much preparation and strategy went into every successful deal.

What began as a job quickly sparked something bigger. That experience planted the seed for a career that would eventually grow into two thriving businesses under one name.

Today, Amanda is the founder of Hardesty Homes, a Midlothian-based real estate and staging company that has

quietly become a trusted resource for agents throughout the Richmond area who want their listings to stand out.

Amanda describes herself simply. "I am a to-do list kind of person, love getting things done, and have a ton of energy." Outgoing, confident, and fiercely independent, she has spent more than a decade building Hardesty Homes with the kind of focus and determination that keeps both a business and a team moving forward.

#### Built for Real Estate Timelines

While Hardesty Homes officially launched in 2016, Amanda's entry into staging happened naturally through her work as a Realtor. Preparing homes for sale had always been part of her process, and she quickly realized how powerful thoughtful presentation could be when it came to helping listings perform well on the market.

What began as staging her own listings gradually evolved into a full-scale staging operation.

Today, Hardesty Homes owns staging inventory for over one hundred homes, allowing Amanda and her team to move quickly when agents need help preparing a property for the market. In real estate, timing matters, and Amanda built her business model with that reality in mind.

"No one understands a real estate agent's timelines and budgets more than I do," she says.

That understanding has shaped the way Hardesty Homes works with clients. The company offers three clear staging packages with pricing available upfront, making it easy for agents and sellers to make decisions quickly. Affordable renewal options are also available for listings that need additional time on the market.

The goal is simple. Elevate the home's presentation while reducing stress for the agent.

Hardesty Homes has grown rapidly in recent years, nearly doubling the number of staging jobs annually. Amanda credits that growth to a straightforward philosophy. Staging should not feel complicated or intimidating. It should feel doable.

"We pride ourselves on being budget-friendly and bringing the most bang for your buck," she explains.

#### The Strategy Behind the "Bang for Your Buck"

While the finished design is what people see, the strategy behind the scenes is what allows Hardesty Homes to keep staging accessible.

Amanda developed a system centered on furniture rotation. Instead of repeatedly transporting full staging loads back and forth to the warehouse, pieces are carefully edited and reused between homes whenever possible.

"Our secret to keeping staging fees budget-friendly is keeping the furniture rotating," Amanda explains. "We try not to bring big loads back to the warehouse. We just edit what we need for the next house. That saves on moving expenses and doing things twice, and we pass that savings on directly to our clients."

It is a practical system that supports both efficiency and affordability.

Behind it all is Amanda herself. Even as the company has grown, she remains deeply involved in the daily operations. She handles scheduling, chooses furniture and design pieces, and personally oversees the staging process for most projects.

"You get me every time," she says. "I do all the scheduling and choose the furniture. I am very hands-on, and we have an incredible team of designers. I will make sure you love it."





“

*I am a to-do list kind of person, love getting things done, and have a ton of energy.”*

organizations such as Chair the Love with Jim Ingersoll in El Salvador. Amanda also donates large amounts of staging furniture to Goodwill and Hope Thrift stores as items rotate out of inventory and new pieces are added.

#### **Life Beyond the Warehouse**

Outside of work, Amanda’s life revolves around family.

She is the proud mother of three daughters, each bringing her own personality into the household. Her oldest daughter, Hayden, is twelve and attends Robious Middle School. Hayden enjoys visiting the staging warehouse and helping choose décor pieces for her bedroom, and Amanda says she has already shown interest in one day helping run the business.

Her middle daughter, who is ten, is finishing her final year at Greenfield Elementary and is known in the family for her sweet and caring personality.

The youngest, Ana Del Carmen, recently turned two. Named after Amanda’s mother-in-law, she has quickly become the joyful center of attention for her older sisters.

Amanda married her husband three years ago after five years together. He is originally from El Salvador and is currently working toward practicing medicine in the United States. Their family travels there twice each year for extended visits, something Amanda always looks forward to.

Food is another shared love in their home. Whether they are trying a new restaurant or cooking together, meals are one of their favorite ways to connect as a family. Their household also



Amanda estimates that she personally handles the majority of the business operations, something many agents appreciate in an industry where responsiveness and reliability matter.

#### **A Hands-On Leader With a Team She Trusts**

Hardesty Homes is supported by a small, trusted group of staging assistants, movers, and designers who help bring each project together. Amanda coordinates the scheduling and staging calendar across the network, ensuring each property is prepared efficiently while maintaining the quality clients expect.

Over the years, she has also helped several fellow agents develop their own staging businesses while continuing to collaborate through Hardesty Homes. Natalia and Jared Covington, partners in Covington LLC, have worked alongside Amanda for nearly six years and manage staging inventory for several homes of their own. Jontrell Dean of Just Virginia Living joined the network more recently, bringing her own staging inventory and real estate experience with her. Kim Wilkerson serves as Hardesty Homes’ lead designer for vacant homes and works closely with Amanda on many of the company’s staging projects.

Additional support comes from collaborators such as Ashley Rose Gibbs and Monica Hardesty, who assist with staging preparation and design work when projects call for extra hands. Together, the group allows Hardesty Homes to maintain the flexibility and efficiency that agents depend on.

While Amanda often schedules projects and refers opportunities across this network, the majority of Hardesty Homes’ staging work continues to run directly through her. Supporting other agents and helping them grow professionally is something she takes pride in.

“Helping other agents,” she says, “is what makes this work so fulfilling.”

Beyond business growth, Hardesty Homes also stays active in charitable efforts. The company regularly supports

includes two French bulldogs, Mochi and Paris, who add their own personalities to the mix.

Running two successful businesses while raising a family has taught Amanda an important lesson about balance. She admits that learning to take time for herself has been one of the biggest challenges in her career.

“When you are running two businesses, it can be hard to slow down,” she says. “But I worked on that a lot in 2025 by focusing more on my health and balance, and I want to continue that journey.”

#### **Looking Ahead**

In the years ahead, Amanda plans to continue expanding the staging side of Hardesty Homes while remaining active as a top-producing Realtor.

Growth is part of the plan, but so is consistency. The systems she has built allow her to scale carefully while maintaining the personal attention that agents have come to rely on.

At the center of it all is the same mindset that started everything years ago. Work hard. Stay hands-on. Keep moving forward. ▀



**CONTACT US!**

Working hard is in their name, and making your listing shine is their specialty. For package details and scheduling, call or text Amanda at 804-651-2157.



# BETH MCCOMBS

BY GEORGE PAUL THOMAS  
PHOTOS BY PHILIP ANDREWS

## TURNING EXPERIENCE INTO IMPACT

Whether she is hiking new trails or helping clients navigate a move, Beth McCombs brings the same curiosity and care. Her real estate career spans more than twenty-five years, blending expertise, a global perspective, and a steady passion for helping people find a home. As an Associate Broker with Real Broker LLC and a member of the Ruckart Real Estate Team, she is known for her warmth, precision, and ability to guide clients through major transitions with clarity.

### From the Capital to the Coast

A proud Virginian, Beth has called many corners of the Commonwealth home, from Virginia Beach to Richmond and Charlottesville. Each place deepened her appreciation for what makes Virginia special. Her tagline, Selling the Capital to the Coast, captures her passion for connecting people to the places they love.

Beth earned her Communications degree from the University of Virginia and brings a unique blend of legal and marketing experience to her real estate work. Her background in law sharpened her ability to navigate contracts and safeguard her clients' interests, while her time in marketing developed a strong eye for positioning and storytelling—helping every property stand out in a meaningful way.

### Following in Her Father's Footsteps

Real estate runs deep in Beth's roots. Her father, a Realtor for over 40 years, modeled service, care, and integrity throughout his residential and commercial real estate career. She learned early that this business is not about transactions. It is about people.

Over the years, Beth has built relationships that span generations. Many clients return for multiple moves, and now she is helping their grown children buy their first homes. When a past client sends a son or daughter her way, she considers it the highest compliment. Beth's calm demeanor and sharp instincts have earned her a reputation as both a skilled negotiator and a compassionate advisor.

"I approach every transaction relationally, not transactionally," she says. "Every client's



“  
I APPROACH EVERY  
TRANSACTION  
RELATIONALLY, NOT  
TRANSACTIONALLY.”



Beth and her dad (1st and 2nd generation Realtors!)

### Life Beyond the Listing

Outside of real estate, Beth is happiest when surrounded by family. She and her partner, Ken, are the proud parents of four grown children, each with lives and adventures of their own. Her son lives in Northern Virginia and is preparing for his wedding this May, while her daughter lives in Virginia Beach. Ken's son lives in Ohio, and his daughter is close by in Richmond. They look forward to getting together whenever they can.

With family spread from the Coast to NOVA, Richmond provides the perfect home base. "I love that I can be with family and clients in Virginia Beach and in Richmond all in the same week," she says. She

story is unique, and my job is to walk beside them, to be the steady voice and the advocate who helps them make confident decisions."

As a Senior Real Estate Specialist, Beth has a special place in her heart for older adults navigating life transitions. Whether helping a couple downsize after decades in a family home or guiding an aging parent into the next chapter, she brings patience, clarity, and respect. Those moves can be emotional. It is about more than selling a house. It is about helping people move forward with dignity and peace.

### More Than a Career

Beth's success rests on a simple principle: integrity first. In the past year, she served thirty-four families and closed more than nineteen million dollars in volume. Her business grows through referrals and repeat clients, a reflection of the trust she works hard to earn. Her dedication has been recognized with the Circle of Excellence and other honors for service and professionalism.

Beyond the numbers, she defines success through the relationships she builds. Her greatest reward comes when a family finds their place and says, "This is home!"

also cherishes time outdoors, hiking, traveling, or playing pickleball, a sport that inspired her to launch Paddle Up with Purpose, a fundraiser tournament benefiting the Children's Hospital of Richmond Neuromuscular Clinic. Their second annual event in January raised over \$15,700, with plans to grow even more in the years ahead.

Beth is also passionate about supporting other causes locally and globally. "Giving back is part of who I am," she says. "I believe we all have the ability to make a positive impact, no matter how big or small."

### Looking Ahead

Even after more than two decades in real estate, Beth approaches each day with curiosity and enthusiasm. She begins most mornings with coffee and devotionals to center her focus. She often returns to a favorite Jane Goodall line that reminds her to choose impact each day. "You cannot get through a single day without having an impact on the world around

you. What you do makes a difference, and you have to decide what kind of difference you want to make."

In the years ahead, Beth hopes to expand her work in senior housing and relocation services, strengthen philanthropic partnerships, and deepen the relationships at the heart of her business. Real estate is about helping people through meaningful transitions. If she can make those experiences a little easier, a little clearer, and more personal, she will consider that a success.

Beth's story is one of consistency, care, and quiet strength. She brings professional expertise, heartfelt empathy, and a lifetime of perspective to every client she serves. This business is built on relationships. It is about trust, understanding, and walking beside people when it matters most.

Her advice for fellow agents mirrors the way she lives: focus on people first, stay teachable, be generous, and always lead with integrity, because in the end, your character becomes your brand. ❖



Recent trip to Ireland/  
Northern Ireland at the  
Giants Causeway




TIDYISH

scan to see how we support moves

## Unpacking & Organizing *for elevated moves*

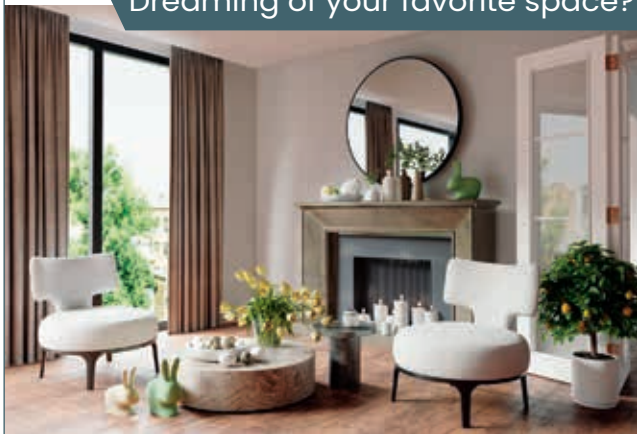






AIK  
DESIGNS, LLC

Dreaming of your favorite space?



We integrate function and form with fabrics, upholstery, lighting, color, wallpaper, flooring, tile & more!

*Contact Alison today!* [abkeller15@gmail.com](mailto:abkeller15@gmail.com)  
804-241-0383 [AK-Interior-Designs.com](http://AK-Interior-Designs.com)



## NEW SERVICE: SOLAR Inspections!

Certified to inspect: solar system components •  
evaluate approximate power bill reductions • life left  
in systems & even set appraisal values!



REST EASY  
INSPECTIONS



**Justin Rest**  
InterNACHI Certified Inspector

[justin@rest-ez.com](mailto:justin@rest-ez.com)  
(804) 380-0696  
[www.rest-ez.com](http://www.rest-ez.com)

Rest Easy Inspections LLC



# Van-Neisha Johnson

## Becoming Who She Was Called to Be

BY GEORGE PAUL THOMAS  
PHOTOS BY PHILIP ANDREWS



Some people step into real estate because they want a new career. Van-Neisha Johnson stepped into it because she felt called to serve. She describes herself as a professional extrovert with an introvert's heart, a woman who leads with loyalty, creativity, compassion, and conviction. Raised in Richmond, she credits her upbringing and the strong women around her for shaping her work ethic and her belief that service is not optional. It is her identity. It is her assignment. It is her way of life.

Her journey begins long before her real estate license. Van-Neisha earned a bachelor's degree in Human Services from Virginia State University and a master's degree in Educational Leadership. She built her career in education, working on the administrative track and serving in school division leadership. Her focus was on strengthening relationships between schools and the community.

"At my core, I am someone who serves," she says. "I was raised to use my voice and leverage my resources to advocate for others. That is what I do, no matter the industry."

### Stepping Into Something New

Real estate was never part of her plan. "I never actually desired to be a Realtor," she says, laughing. "I never saw myself in sales, and honestly, I still don't. I provide value and serve families. That is what I do." But life has a way of revealing purpose through unexpected doors.

In September 2020, she and her husband, Virgil, closed on their first new build. Along the way, he began telling her she would be great at real estate. She brushed it off at first, but the idea stayed with her. She began saving paycheck to paycheck for the \$600 real estate course. Progress was slow. But then something happened she will never forget.

"One day, my mom and husband handed me an envelope with all of my startup costs inside," she says. "They told me to go for it. They believed in something I didn't yet see in myself." Their faith became the foundation of her leap, and she earned her license in May 2020, at the height of the pandemic.

### A Calling, Not a Job

Today, Van-Neisha is a solo agent with REAL Brokerage, and her work is fueled by purpose. What fulfills her most is restoring hope. "So many clients come to me with big goals but very little hope," she explains. "Life can be hard, the economy can be discouraging, but the dreams people carry are still real. Helping someone step into home ownership and begin building their legacy is the most rewarding feeling."

Her clients feel cared for, seen, and supported. Many become friends. She prioritizes education, personalized communication, thoughtful touches, and

“**MY CLIENTS DO NOT JUST BECOME PAST CLIENTS. They become part of my community.”**



Photo courtesy of Colleen Megan Photography

long-term relationships. “My clients do not just become past clients,” she says. “They become part of my community.”

Her results reflect the consistency of her heart-driven approach. With over 8 million in sales volume last year and 26 closed units, she is projected to exceed 9 million this year with 35 transactions. She has already earned Top 500 Realtor recognition and continues to rise year after year.

**A Life Rooted in Love and Leadership**  
Behind everything Van-Neisha does is a deep devotion to her family. She and her husband, Virgil, have been married for five years. Virgil serves as a police officer and girls’ basketball coach, a role that reflects the same spirit of

leadership that runs through their home. Their son, Kaiden, is fourteen, creative, thoughtful, and passionate about sports. Their daughter, Zhuri, age six, is full of personality and easily the leader of the house.

Family time is sacred. They love traveling together, enjoying slow, restful days at home, and hosting gatherings for their loved ones. Their home is a place of joy, food, conversation, and community.

In addition to family life, Van-Neisha is very active in her church community, serving as one of the ministers. Her faith is both her anchor and her compass, shaping how she leads, gives, and treats others.

When she is not working or serving, she enjoys shopping, traveling, and her favorite indulgence: anything birthday cake flavored. She also loves slow Sundays, which she treats as a reset and a reminder to breathe, reflect, and recharge.

**Looking Forward**

Van-Neisha’s goals for the next decade are rooted in purpose, legacy, and expansion. She plans to build multiple streams of income within real estate, where sales become a bonus rather than the base. She wants to mentor others, step back into leadership spaces, and expand her impact in the industry. “I want to teach my children the power of leveraging relationships and real estate to build a meaningful life,” she says. “Legacy is not a buzzword for me. It is who I am.”

Her advice to aspiring top producers is clear and heartfelt. “Be authentic,” she says. “Show up and take up space unapologetically. Do not get caught up in numbers or how many clients you can get. Provision comes when you serve your purpose. Find your lane in real estate and show up fully and fearlessly as your authentic self.”



**ABSOLUTE PEST SOLUTIONS** LLC

**How can Absolute Pest Solutions help you?**

- Real Estate and Pest Inspections
- Pest Control Services
- Mosquito Control
- Termite Treatments and Protection Programs
- And more, call our office for more information!

**866.429.7378**  
**AbsolutePestSolutions.com**



**REALTORS!!**  
**TERMITE INSPECTIONS**  
**for only \$35!**

*Do you require a moisture inspection and report?*  
We can do this for you, too, for an additional \$35!

**FULL-SERVICE PROPERTY MANAGEMENT**

**We Do More Than Collect Rent**

- ✓ Tenant Screening
- ✓ Property Marketing
- ✓ Rent Collection
- ✓ Property Maintenance
- ✓ Accounting and Financial Reporting
- ✓ Evictions
- ✓ Property Inspections
- ✓ Legal Compliance
- ✓ Home Watch



Monty Greene - Owner/Operator

**Schedule Your Consultation!**

**804.613.3633**

**PMIPresidential.com**

**Your Clients Stay Your Clients**

We will never try to sell real estate to or for your clients. We will contact you immediately if your client wants to buy or sell property. To extend our appreciation to you, we offer a rental property referral program with competitive referral fees! Contact our office with any questions or for more information about our referral program rates.

# Kia TOWNES

## The Power of Prospecting

BY AMELIA ROSEWOOD  
PHOTOS BY PHILIP ANDREWS

Nothing about Kia Townes' journey began in a glamorous way. She didn't fall into real estate through a polished plan or mentor, and she didn't enter the industry expecting recognition. "There's no glamour in selling a whole bunch of houses," she says honestly. "It's pretty boring and very repetitive." Yet underneath the simplicity of her words is a remarkable truth. Through discipline, grit, and relentless follow-up, she built a successful career and launched her own brokerage, personally closing over \$15 million in sales each year. Repetition, it turns out, can be revolutionary.

### Where Her Story Begins

Kia grew up in Henrico County, surrounded by familiarity, family, and the certainty that she would carve her own path. She laughs when asked how she describes her personality. "I don't know," she admits. "Goodness, this is going to be terrible. I haven't really thought about that." But spend five minutes with her and the picture is clear. She is sharp, straightforward, funny without trying, and deeply grounded.

College wasn't part of her journey. "I am a college dropout," she says without hesitation. But what she lacked in academic interest, she made up for in early ambition. At just twenty-one, she

bought her first flip. "I actually started flipping houses before anything else," she says. "I bought my first flip in 2001 at twenty-one years old." What she didn't realize at the time was that she was already building a foundation that would shape the next two decades.

### Early Grit and the Call-Center Training That Never Left

At the time of that first flip, Kia worked in sales at a bank, spending her days on the phones. What many would consider tedious turned out to be her secret weapon. "Having to make phone calls





helped me be a successful REALTOR,” she says. “A lot of realtors shy away from prospecting or making phone calls, and I just have no issues being on the phone at all.”

Her ability to pick up the phone with confidence, follow up consistently, and treat prospecting as a daily job—not an optional task—became the backbone of her success. It would later separate her from the majority of agents entering the industry each year.

For the first half of her career, Kia never imagined selling dozens of homes a year or running her own brokerage. “I really just became a Realtor to make my purchases for flipping,” she explains. It was practical, simple, and efficient. But when she joined United Real Estate Richmond, everything shifted. “I noticed people selling houses, and I felt like, ‘Well, if they can do this, why can’t I?’”

The realization was powerful. She didn’t want to wait for friends and family to need an agent. She certainly didn’t want her business to depend on chance. “I learned quickly that I needed leads,” she says. “If I were going to sell a lot of houses, I had to figure out what was going on.”

And she did.

### The Relentless Rhythm of a Top Producer

Kia now actively sells between fifty and fifty-five homes a year, operates her own brokerage—1st Class Real Estate RVA—with fifteen agents, and continues to flip and build homes. “Real estate is going to be all I do,” she says. “It’s what I do. I’m never going to not do real estate.”

Her numbers reflect her consistency: over fifteen million sold last year, more than seventeen million in the most recent twelve months, and another strong year on the horizon. She attributes her success to one thing more than anything else. “What sets me apart is that I really do prospect,” she says. “This isn’t a hobby. I’m very disciplined with following up with leads.”

Her philosophy is refreshingly simple. Show up. Make the calls. Follow up. Repeat. And repeat again.

Despite her straightforward approach, Kia finds deep fulfillment in her work. “Helping people achieve the dream of homeownership is very fulfilling,” she says. “Especially when you hand someone the keys who didn’t think they could ever buy a house.”

She gets equally energized helping her agents grow their production and develop their skills. Watching her brokerage expand is a source of pride, as is seeing an ugly house become beautiful or a plot of dirt transform into a home. “There are three different types of rewards in real estate,” she explains. “Helping clients, helping agents, and

building or flipping homes.” She also gives a great deal of credit to her former brokers, John S. Finn, Jr., and Jeffrey Finn, for their hands-on mentorship and impact on her leadership journey.

### Life Beyond the Business

Outside of work, Kia is a full-time mother to her daughter, Vanity, who just turned seventeen this January. “I am a single mother,” she shares. “It’s just me, my daughter, and our two cats. I love cats.”

Their shared lifestyle is simple and joyful. “We like going out to different restaurants, and we definitely like to eat,” Kia says with a smile. They travel when they can, but most weekends, Kia is showing property nonstop. Still, she makes time for movement and

wellness. “I do a lot of walking and working out,” she says. “But I’m actually pretty boring.”

Another meaningful part of her personal story sits quietly in her family tree. “My grandfather, Clarence L. Townes Jr., was a real estate developer, a civic leader, politician, and business owner in Richmond who also has a street named after him in the city of Richmond,” she reveals. “My great uncle was the Harris of Robinson and Harris, one of the oldest real estate brokerages. I didn’t know that then, but I guess it might just be in the blood.”

### Looking Ahead

Looking into the next decade, Kia’s goal is clear. “I’m hoping to grow my brokerage,” she says. She currently has

fifteen agents and wants to see that number exceed fifty. She is motivated not by titles or awards, but by the steady, predictable satisfaction of building something that lasts.

Behind Kia’s practicality is a lesson every agent should hear. Success is not flashy. It is not luck. It is not a viral moment. It is discipline. It is the daily habits. It is doing what most others avoid.

Kia’s advice reflects the same philosophy that built her career. “Definitely invest in your business,” she says. “Do not be afraid to spend money on generating leads. And definitely don’t just generate the leads. Call them. Follow up, follow up, follow up. The fortune is definitely in the follow-up.”

“What sets me apart is that I really do prospect. This isn’t a hobby. I’m very disciplined with following up with leads.”





# RICHMOND REAL PRODUCERS' Casino Night

MARCH 19, 2026

PHOTOS BY PHILIP ANDREWS

An Evening of Energy & Elevation:  
Richmond Real Producers Casino Night

Richmond Real Producers Casino Night was a high-caliber gathering designed to celebrate connection across the Richmond real estate community.

Hosted in Midlothian, the evening welcomed top-producing agents and trusted partners for an immersive experience centered on collaboration and momentum. The venue buzzed with

anticipation as gaming tables activated, conversations sparked instantly, and professionals leaned into relationship-building with intention.

More than a themed event, Casino Night served as a statement — when the right people gather in the right environment, growth accelerates.

We extend our sincere gratitude to our Sponsors — SS Electrical Solutions, Better Floors, Atkinson Insurance Agency, Floor Coverings International, and Hilldrup — whose partnership elevated every detail of the experience.

Philip Andrews and The Perfect Plat beautifully captured the evening that reflects the vibrancy and authenticity of this community.

Richmond Real Producers continues to prove that community over competition is more than a phrase — it is the foundation of sustainable success.

For more information on upcoming events, contact [info@richmondrealproducers.com](mailto:info@richmondrealproducers.com).





# MORE TRUSTED TRADES

Recommended Trade Services for the Richmond Real Estate Market



**CLEANING SERVICE**  
**HAPPY HOUSEKEEPERS**  
 (804) 938-3368  
 HappyHouseRVA.com



**HOME & OFFICE ORGANIZING**  
**LIVING SPRUCELY**  
 (804) 350-6636  
 LivingSprucely.com



**PLUMBING/DRAIN CLEANING**  
**MR. E'S PLUMBING AND DRAIN CLEANING**  
 (804) 305-3215  
 e.baneplumbing@gmail.com



**WINDOW CLEANING**  
**SEE THROUGH WINDOW CLEANING**  
 (804) 464-7270  
 SeeThroughWindowCleaning.net

**Do you know a business that deserves a spot on this page?**

Contact the Kristin Brindley team at [Info@RichmondRealProducers.com](mailto:Info@RichmondRealProducers.com)



## Spring Forward with Brighter Listings!

Spring is the season of fresh starts—and bright, inviting homes sell faster! From lighting upgrades to quick electrical fixes, we help realtors make every listing shine.

Schedule your service today and make your spring listings sparkle!

Residential • Commercial  
 Home Builders  
 Property Management  
 Generator

**804-836-7914**  
**SSElectricalRVA.com**

Voted **THE BEST** by  
 Richmond Times-Dispatch  
**6 Years in a Row!**

## REAL ESTATE MEDIA SOLUTIONS

**\$265**  
**SAVE \$154**

### FIRST TIME CLIENT SPECIAL

FIRST TIME CLIENT SPECIAL INCLUDES:

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

VIEW ALL SERVICES

**(804) 373-7147** | [info@lighthousevisual.com](mailto:info@lighthousevisual.com)

**All-Natural Cleaning for Upholstery, Rugs, and Carpets**  
 Environmentally friendly, child-safe and pet-safe

"I can't say enough about CitruSolution!! My carpets look brand new!! Thank you all sooo much!!"  
 - Cindy F., Google Review

Call for your **FREE** estimate!  
 804-415-4161 • CitruSolution2.com

**Your Richmond Flooring Experts Since 1984**

TRANSFORM YOUR HOME FROM THE FLOOR UP.

Better Floors has served Richmond for over 40 years with quality hardwood, carpet, tile, and luxury vinyl. Visit our North Chesterfield showroom for expert guidance and professional installation from a trusted, family-owned team.

Call Now to Revitalize Your Floors  
 (804) 378-1405

Or Visit our Showroom  
 2601 BUFORD RD.  
 NORTH CHESTERFIELD, VA 23235



Let us help you sell your listings faster



Buyers make decisions fast. And outdated flooring is one of the quickest ways to lose their interest.

Worn carpet. Dated styles. Visible damage. These are the details that make buyers hesitate or walk away.

In today's competitive market, homes that feel clean, updated, and move-in ready get more attention and stronger offers.

New flooring is one of the simplest ways to increase home value and improve buyer perception instantly.

From modern hardwood looks to fresh, neutral carpet, we help your listings show better and sell faster.

## WE HELP SELLERS MAXIMIZE VALUE AND SELL FASTER

CALL US TO SCHEDULE YOUR FREE IN-HOME CONSULTATION TODAY

 (804) 409 - 2200



# TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Mar. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



Spring flowers are in bloom. Moving season is too.

Trust Hilldrup to handle your clients with the same care, professionalism, and reliability you bring to every closing.

Contact **Lisa Rhead** to learn how Hilldrup can support your clients' next move.



Vice President,  
Business Development  
704-272-3245 | hilldrup.com



# TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Mar. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

## A DIFFERENT APPROACH TO REAL ESTATE CLOSINGS



Title & Settlement Services in Central Virginia with **CUSTOMER SERVICE** being the #1 priority!



*"Atlantic Coast is one of the most well-put-together and professional title companies that I've ever worked with, and I've been in the real estate industry for over 17 years. They are always on top of things and their level of customer service is amazing!"*

- April Lane, Google Review



**Call today to give your client's a FIVE-STAR homebuying experience!**

**(804) 541-6677** • ACSettlement.com • 2405 Dovercourt Drive, Midlothian, VA 23113

# TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Mar. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



## Spring Staging Special



**30-Day Rentals, Setup & Removal Price Plans to fit your budget!**

*A dedicated team creating inviting and stylish living spaces for everyone. Let us help you transform your house into a warm and welcoming home today.*



**\$1,350 3 Spaces & \$1,500 5 Spaces includes Kitchen & Baths**

**AMANDA HARDESTY**  
 PRINCIPAL BROKER/OWNER  
 (804) 651-2157  
 AMANDA@HARDESTYHOMESLLC.COM  
*Licensed to sell real estate in the Commonwealth of Virginia*



# TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Mar. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on MLS closed data as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

**MOVE YOUR CLIENT'S HOME  
with our MOVING &  
CLEANING SERVICES**

**CAVALIER MOVING**  
RICHMOND'S CLEAN-CUT MOVERS  
CavalierMoving.com  
(804) 404-8048

**CAVALIER CLEAN TEAM**  
CavalierCleanRVA.com  
(804) 806-4494

# TOP 200 STANDINGS

Individual Closed Data as reported by MLS from Jan. 1 to Mar. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**WELCOME May!**  
*Spring into a Safe Home!* **THOROUGH & RELIABLE HOME INSPECTIONS**

- Prelisting Inspections
- Full Home Inspections
- New Construction Phase

*Call Today to Book Your Inspection!*

**434-394-9559**  
 – [worshaminspections.com](http://worshaminspections.com)

**WORSHAM INSPECTIONS**

**Know Someone Doing Big Things in Real Estate?**  
 Nominate yourself or someone you admire to be featured in an upcoming article.

## WHO WE FEATURE:

### • RISING STARS:

High-performing agents who've been in real estate for less than 5 years.

### • PARTNERS:

Highly recommended and strongly endorsed real estate and home service providers.

### • TOP AGENTS:

Agents in the top 500 who represent the best of what real estate has to offer.



SCAN ME

Scan the QR Code to nominate.

**Disclaimer:** Information based on MLS closed data as of April 6, 2026, for residential sales from January 1, 2026, to March 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

**BYRD** PROPERTY MANAGEMENT  
 Full-Service Property Management • Locally Owned & Operated  
 Hands-On, Responsive Customer Service • No Hidden Fees



**Morgan Porter**  
Property Manager



**Gary Hylton**  
Property Manager

(804) 999-6190  
 info@ByrdPM.com  
 ByrdPM.com



**Agent Referral Program**  
 Receive \$500 when you refer an OWNER to Byrd PM  
 + we will refer them back to you if they decide to sell!



Learn More!

**Are you looking to do some clean-up this summer?**

We make clean-up **EASY, AFFORDABLE, and our service is GUARANTEED!**



**HICKS RENTAL HAULZ**

Schedule your dump trailer rental today!

804-929-2789 | HicksRentalHaulz.com  
 HicksRentalHaulz@gmail.com

**REALTORS® & LENDERS: GOT CLIENTS?**

We help your buyers get properly insured quickly and correctly—so your closings stay on track.

- ✓ Fast quotes
- ✓ Seamless communication
- ✓ No last-minute surprises

Make us your go-to Insurance partner.  
 Scan to refer a client today.



**goosehead** INSURANCE

(757) 785-0448  
 TeamTorcia@goosehead.com

READY TO GET A QUICK QUOTE?  
 SCAN the QR code or call us directly.



The #1 Goosehead Agency in Virginia

**ARE YOU READY TO Create Summer Memories WITH A Second Home OR Investment Property?**



**ARBOR HOME LOANS**

**Arbor Home Loans | Richmond**  
 308 Granite Avenue • Richmond, VA 23226  
 Licensed in VA and NC



**JUSTIN FRIEDRICHS**  
 Mortgage Loan Originator  
 NMLS # 1073887  
 M: (804) 339-7532  
 www.JustinLoans.com  
 ArborHL.com/contact/JFriedrichs



**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 Lending NMLS #46375; Corporate phone (888) 488-3807, 3838 Camino del Rio N Suite 305, San Diego, CA 92180. 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.

- Holding the property in an LLC
- Up to 100% financing for Medical Professionals
- Qualifying using estimated rental from the new property
- Helping with 1031 exchanges

We have a unique portfolio of lending options for second homes or investment properties. Call our team today to discuss the best option for you!





# May Your Business *Bloom*

This May, let's grow your business together! Partner with us, your **dedicated mortgage team**, and together we can plant the seeds for a **successful real estate season**.

Get in touch to learn how I can help you and your clients succeed!



## Joe Dunn

EVP, Southern Virginia Regional Sales Manager  
NMLS ID #160856

804.543.2261 | [jdunn@fhmtg.com](mailto:jdunn@fhmtg.com) | [JoeDunnLoans.com](http://JoeDunnLoans.com)

