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NOVEMBER 2026

Bryant Turner, Jr.

FROM SACKS TO SOLD SIGNS

+

Agent Spotlight
JANICE FOLMAR

Partner Spotlight:
MASHBURN PLUMBING

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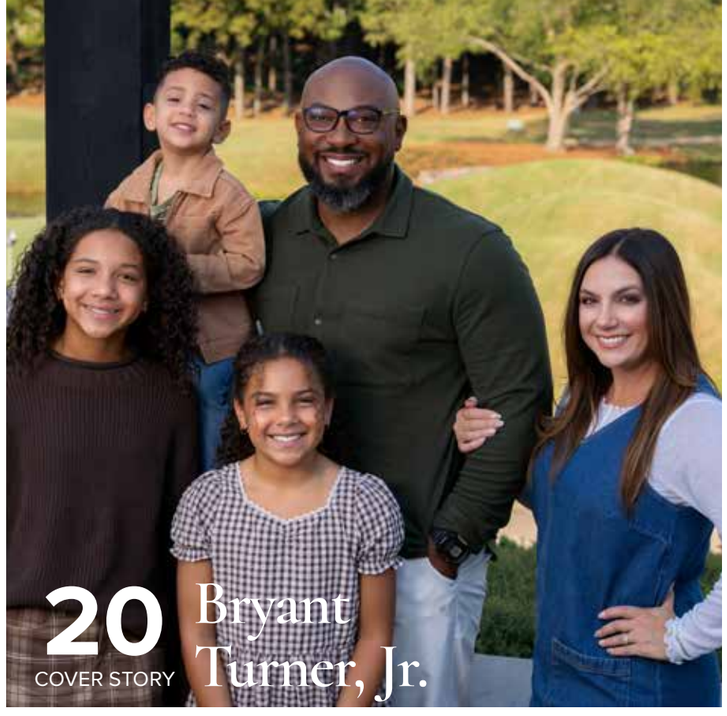
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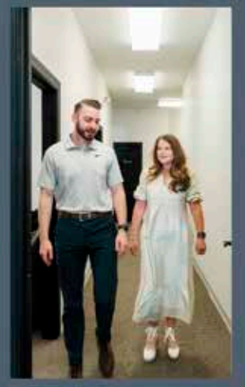
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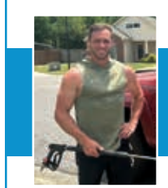
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2026

BY THE NUMBERS

HERE'S WHAT AGENTS SOLD IN 2025

18,946
TOTAL LISTINGS SOLD

MEDIAN SALES PRICE
$285,000

AVERAGE DAYS ON THE MARKET
44

AVERAGE SALES PRICE
$350,416

$6,638,984,399
TOTAL SALES VOLUME

17
MEDIAN DAYS ON THE MARKET

Birmingham Real Producers Top 300 Agents

CONGRATULATIONS ON MAKING THE LIST!

Congratulations on making the *Birmingham Real Producers* 2026 Top 300 Agent list! The list is based on 2025 sales according to the MLS, and as part of this exclusive community of the top real estate agents in Birmingham, the top 300 agents will receive the magazine each month and be able to attend our exclusive events for agents and RP preferred partners in the city.

As part of the top 300 agents in Birmingham, you will also have your own badge to use however you'd like to show that you've made it a part of the *Real Producers* community. This year, we have added NEW BADGES that offer further disctinction for agents in the top 100 and top 50!

Missing your badge? Reach out to genny.williams@n2co.com.

Our vetted RP preferred partners also have a badge so that agents can look for it and know they are working with the best of the best businesses in Birmingham.

We can't wait to celebrate your success in 2026!







JOSEPH MASHBURN

Mashburn Plumbing

A Reliable Plumbing Business in the Heart of Birmingham

WRITTEN BY NICK INGRISANI; PHOTOS BY HALA BARAKAT, STILL THEORY VISUALS

"We want to be the company everyone calls when they have a plumbing issue. Whether it's a homeowner, a property manager, or a real estate agent preparing a home for sale, we focus on providing quick, reliable service. We understand how important it is to respond quickly and take care of our customers."

Joseph Mashburn grew up in Odenville, Alabama, where he spent most of his childhood before graduating from St. Clair County High School. During high school, he spent his summers working for a local plumbing company. By the time he graduated, he was ready to finish school and get into the workforce.

After graduation, Joseph began working full-time for the plumbing company while completing a two-year computer networking program. Near the end of the program, he learned that pursuing a career in networking would require him to move out of state. He decided to stay in Alabama and continue to focus on plumbing.

"My previous boss told me, 'When are you going to forget about computers and let me teach you how to make a living?' He had a very successful business and had a huge impact on me not only in businesss but in life as well. He was a great mentor throughout the years I spent working for him. He taught me a lot about plumbing, hard work, and how to deal with people."

Joseph started his career primarily working on residential new construction. He later accepted a position with a company in Birmingham, where he spent the next five years working mostly on commercial projects.

During that time, he also started his own company, Mashburn Plumbing. He continued working his full-time job during the day while taking on plumbing jobs for his business in the afternoons and weekends.

In 2008, work began slowing down at his employer while demand for his own business continued to grow. Joseph decided it was time to focus on Mashburn Plumbing full-time. He worked long hours to build the business and steadily grew the company.

Over time, Joseph made changes to focus the business on the types of work and services he wanted to provide. Today, the company has approx 17 field employees and three office staff members, with three main divisions of the company.

The service division handles plumbing service calls for residential customers, property management companies, commercial building owners, and a multitude of businesses such as Chick-fil-A and American Family Care. The residential construction division focuses on custom homes and custom remodeling, while the commercial construction division handles commercial projects throughout Birmingham and the surrounding areas.

One of the things that sets Mashburn Plumbing apart is that the company has never relied on advertising. Its business has grown through word of mouth and long-standing customer relationships. Joseph believes that consistently doing quality work and treating customers right has been the key to the company's success.

"Our main focus is doing a good job for our customers. We're going to make mistakes like everybody else, but there's a reason we've kept most of our customers for so many years. We've worked with some property management companies and property owners for over 15 years. If we weren't doing something right, they wouldn't have stayed with us that long."

Customer service is especially important in the company's service division. Mashburn Plumbing takes the time to understand each customer's needs and determine what work is necessary. When needed, a service manager meets with the customer, answers questions,



and evaluates the plumbing system to help determine the best solution.

Joseph believes customers should understand their options and feel confident in the decisions they make. His team explains what needs attention and why, allowing the customer to decide how to proceed. The goal is to provide honest recommendations and dependable service.

Real estate agents are another important part of the business Joseph wants to continue growing. Mashburn Plumbing helps agents and homeowners address plumbing issues before a property goes on the market or reaches closing. The company also offers camera inspections and plumbing evaluations for homes being bought and sold.

"If you have a property for sale and want to have the plumbing checked before closing, we can help. Home inspectors don't typically perform sewer line or septic tank inspections. We can run a camera through the lines to check for breaks or damages that cannot be seen before a purchase is complete. That helps protect the buyer and can also benefit the seller by identifying potential problems before they become an issue during the inspection process."

Joseph also recommends taking care of smaller plumbing issues before a home is shown to potential buyers. A running toilet or dripping faucet may seem minor, but those problems can affect a buyer's impression of a property and potentially influence an offer. Addressing them early can help make the home more appealing.

Looking ahead, Joseph wants to continue growing the service division by building relationships with more property management companies, commercial building owners, homeowners, and real estate agents. His goal is simple: to make Mashburn Plumbing the company people throughout the Birmingham area turn to when they need plumbing work done.

Outside of work, Joseph enjoys spending time hunting with his wife and three kids. The family often travels to Kansas and Illinois for hunting trips. During the summer, he enjoys taking his boys fishing. Spending time outdoors with his family is one of his favorite ways to spend his time away from the business.

As Mashburn Plumbing continues to grow, Joseph remains focused on the principles that helped build the company: quality work, reliable service, honest recommendations, and strong relationships with customers. Those values continue to guide the business and shape its reputation throughout the Birmingham area.

Janice FOLMAR of ARC Realty

DAYLIGHT SHOWS UP, YOU SHOW UP

Thirty-five years of real estate. More than 600 homes sold in Greystone alone, 32 builders she and her longtime business partner worked with, countless clients, and some of the industry's highest honors, including Hall of Fame, Chairman's Club, Platinum Club, Club of Excellence, Lifetime Achievement, and the President's Cup.

Meet the real estate professional who has accomplished so much over more than three decades: Janice Folmar. Yet ask Janice what still excites her about real estate, and she doesn't mention a number or award.

"People," she says.

That answer may explain her career better than anything hanging on a wall or trophy displayed on a shelf.

Daylight Shows Up, You Show Up

Long before real estate, Janice was a self-described "country girl" growing up in Moundville, Alabama, one of eight children. Her father farmed roughly 300 acres of cotton, and the family garden stretched for acres.

"We learned from an early start in life that you earn what you get," she says. There was no sleeping in during the summer.

"Daylight shows up, you show up," points out Janice.

The work made her stronger and more disciplined. She brought those character qualities into banking, where she advanced from teller and administrative assistant to bank officer and personnel management. Then her company decided to relocate to Iowa. Janice did not.

"I said, 'No, thank you. I don't think this Southern girl can do that.'"

Instead, she decided to try real estate while figuring out what she wanted to do. Thirty-five years later, apparently she figured it out.

"I got into it and just absolutely knew," she says. "That's where I needed to be."

From the Ground Up

Janice began in on-site sales and new construction, learning everything from construction to plotting lots. She and her longtime business partner worked with 32 builders and helped build Greystone Legacy. When she moved into residential sales, she had a solid understanding of homes that went far beyond finishes and floor plans.

But some of her proudest moments weren't about construction or commissions.

WRITTEN BY ELIZABETH MCCABE
PHOTOS BY BRENDON PINOLA PHOTOGRAPHY



Early in her career, Janice and her business partner often helped young families struggling to afford their first homes.

"We would chip in and give up some of our commission to help them get it like they wanted," she says.

The buyers never knew. Janice didn't need them to. She knew hardwood would last longer, and she also knew those young families might not have the money to replace flooring later.

People First

Technology has transformed real estate, but Janice hasn't surrendered completely to texting. She wants to hear her clients, especially since she built her business on old-fashioned relationships.

"I like to hear people talk to me so I can get their emotions," she says. "That's two-thirds of a house."

When clients text, Janice often calls. A conversation allows her to hear whether someone is excited, worried or somewhere in between. A text might tell her what someone is saying, but a conversation can tell her how that person is feeling.

"Once you start talking to them, you can feel the rhythm that they've got going, whether it's positive or negative. And that's what I count on to know how to make them happy."

She takes client satisfaction seriously.

"They've got to be happy when they walk through that door every day," she says.

Home in Greystone

Janice's connection to Greystone is heartfelt, and it extends beyond selling 600 homes. After moving to the community, she became involved with Greystone Golf & Country Club, serving on committees and its board before becoming the club's first female president in 2020.

"It's the biggest honor I think I've ever had," she says.

There is, however, one aspect of country club life Janice hasn't conquered: golf.

"I tried it once, but I think they all applauded when I decided not to continue," she laughs.

These days, she's perfectly content waiting at the snack bar.

Away from work, Janice treasures time with her husband, Rod, their two daughters, two sons-in-law, three grandchildren and six great-grandchildren. For 15 years, the family has spent a week together at Orange Beach, Alabama. It's the perfect time to relax and recharge.

And when asked about hobbies, Janice delivers perhaps the most fitting description of herself. "I don't have any hobbies other than people," she candidly comments. Maybe that's the secret.

After 35 years, countless transactions and some of real estate's highest honors, Janice still measures the value of her career in relationships.

"I've been so blessed in this business," she says. "It's beyond words."

> "Once you start talking to them, you can feel the rhythm that they've got going, whether it's positive or negative. And that's what I count on to know how to make them happy."

Her formula for success isn't particularly complicated: dedication to clients and doing the right thing. "And the rewards come." Maybe Janice learned the most important lesson of her career long before she ever sold a house.

Daylight shows up, you show up.

Thirty-five years later, Janice Folmar still does.

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No matter what stage of your life you're in — caring for children, working toward retirement or planning your legacy — unforeseen events like a job loss, a major illness or even a stock market drop could derail what you're working so hard to achieve financially.

With your future at stake, you may want to get guidance from a financial professional who can develop a personalized financial strategy to help you navigate life's curveballs.

Here are specific ways a financial advisor can help.

• *Create a customized long-term strategy.* This is the first step to weather unforeseen events. You may have several long-term investing goals — your retirement, your child's education or perhaps a dream vacation. A financial advisor can help you build a strategy specific to your goals and risk tolerance. This will include prioritizing those goals, building a path toward each and pivoting your strategy as markets shift and needs change.

• *Set realistic expectations.* Successful investing requires discipline and patience — most individual investors make their money over time, not overnight. Start by setting realistic timelines to reach each of your goals. And don't be surprised if you need to make trade-offs, like working an extra year to help fund your retirement dream home. It's realistic to expect you'll hit some bumps in the road. Perhaps the markets will drop and the value of your portfolio may follow. (It's also realistic to expect they will rebound, as they have historically. Of course, past performance of the markets is no guarantee of what will happen in the future.) A financial advisor can help you keep your emotions in check no matter what comes your way and stay focused on the long term, knowing you have a customized strategy in place.

• *Diversify your investments.* The foundation for your portfolio is your asset allocation, or how you divide your assets among stocks, bonds, cash and other investments. Different investments behave differently in various market conditions, so maintaining a good mix can help better weather market fluctuations than putting "all your eggs in one basket." Finding the right diversification mix, and keeping it balanced despite what the market does, can get complicated, but it's almost second nature for a good financial advisor. All investments do carry risk, and asset allocation doesn't ensure a profit or protect against loss in a declining market.

• *Keep a long-term outlook.* It's easy to become distracted by the latest headline, expert prediction or market swing. However, if these events don't change your long-term outlook, there probably isn't a reason to make changes to your strategy. In fact, these declines often present good opportunities if you're a long-term investor, so use them to your advantage — your financial advisor can show you how.

• *Keep your emergency savings well-funded.* This is your "rainy day" fund, and an unexpected event may constitute a rainy day. For most people, maintaining three to six months of total expenses in emergency savings is appropriate. The specific amount depends on factors like your risk of unexpected expenses or temporary loss of income, and how much you value being confident that you can weather financial emergencies. A financial advisor can help you determine what your emergency savings should look like.

Unexpected events are part of life. You can't predict them, but you can prepare for them. No matter what is going on around you, having a professional by your side can help set you up to navigate them confidently.

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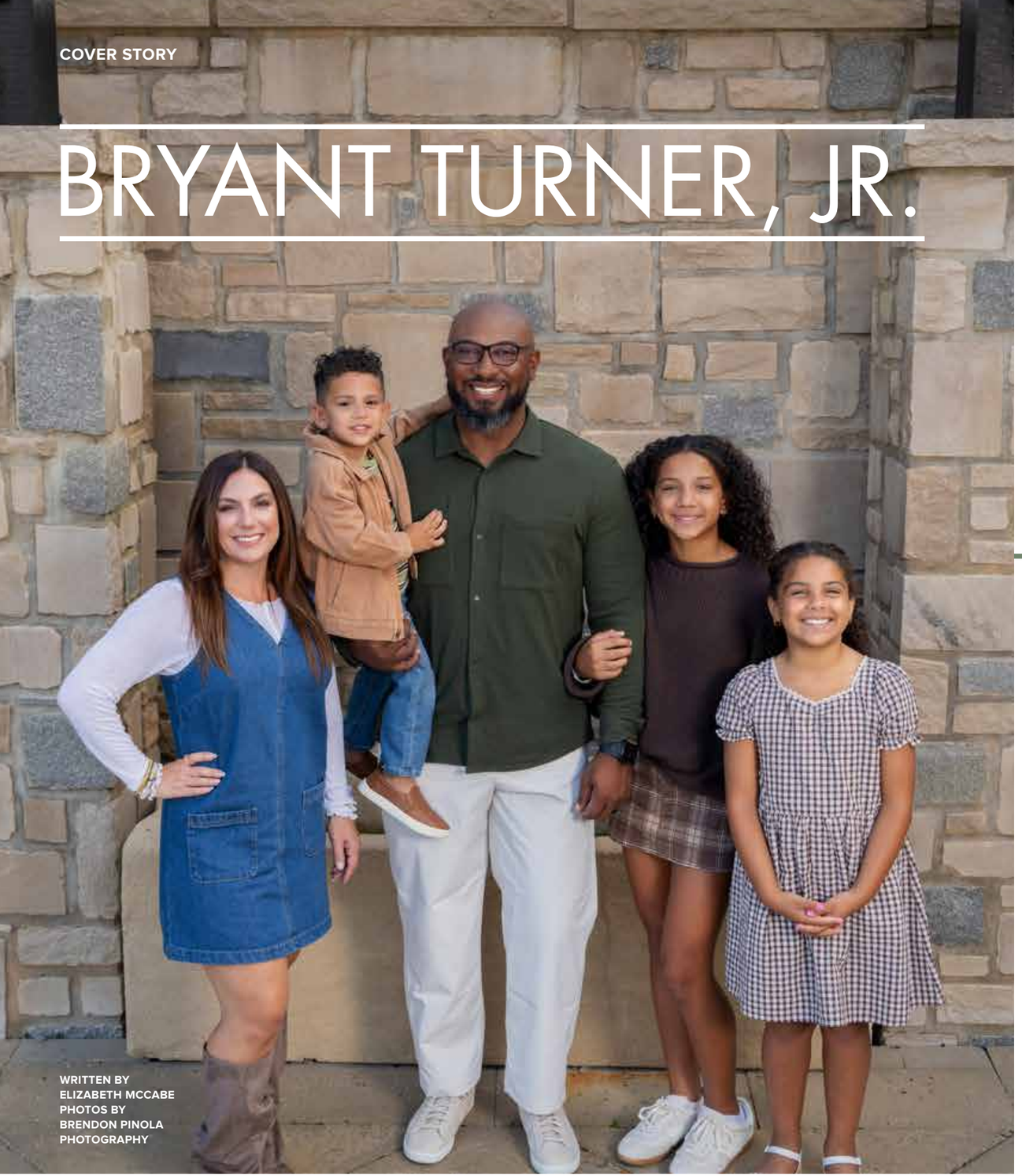
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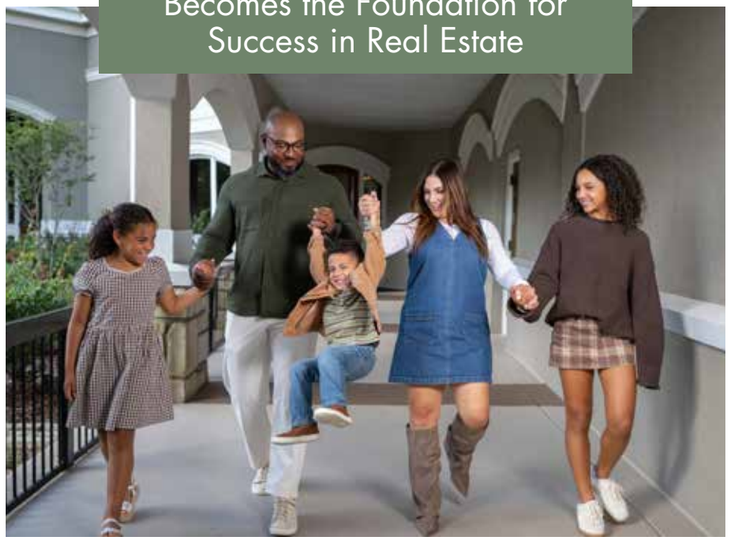
BRYANT TURNER, JR.



WRITTEN BY
ELIZABETH MCCABE
PHOTOS BY
BRENDON PINOLA
PHOTOGRAPHY

FROM SACKS TO SOLD SIGNS

A Professional Athlete's Discipline Becomes the Foundation for Success in Real Estate



As any professional football player will tell you, there are no shortcuts to success. You have to put in the time, study the plays, train your body and mind, and develop the discipline to perform whether you feel like it or not.

So when Bryant Turner, Jr. heard that "real estate is just like football," he became interested.

At first, Bryant had his doubts.

"I didn't understand how being a good pass rusher correlates to me selling a house," he admits.

Then he figured it out. It wasn't necessarily football that translated. It was everything required to become good at it: preparation, consistency, discipline and a willingness to put in the work.

And Bryant knew a thing or two about football.

From Mobile to the CFL

Originally from Mobile, Alabama, Bryant came to Birmingham on a football scholarship to UAB. College also introduced him to his future wife, Morgan, a standout UAB soccer player who earned multiple MVP honors.

After college, Bryant headed north and spent seven years playing professional football in the Canadian Football League.

For years, his life revolved around the game. During the season, football consumed his time. During the offseason, he trained.

"If I want to run faster, I can train to run faster. If I want to get stronger, I can train to get stronger," he says.

Bryant loved knowing his effort could influence the outcome. As his football career began winding down, however, a traditional 9-to-5 job wasn't particularly appealing.

Then breakfast changed everything.

One offseason, Bryant stopped at a restaurant with his daughter and met Randy Brooks, who owned a real estate company. They started talking football, but the conversation soon turned to real estate.

Brooks explained the business in terms Bryant understood: Like professional football, real estate gave him an opportunity to control his own destiny.

That got his attention.

Bryant signed up for real estate classes and earned his license before returning to Canada. He played two more seasons, using the final one to prepare for his next career. An injury sidelined him for about half the games that season, unexpectedly giving him more time to start building his business.

By the end of 2017, Bryant was back in Birmingham and ready to go full time.

Same Discipline, Different Field

Bryant joined ARC Realty, where founder Tommy Brigham reinforced something he had already begun to discover: The lessons learned through athletics worked just as well in business.

Not the pass rushing, exactly. The discipline behind it.

Professional football taught Bryant to work when he didn't feel like working, stay prepared and understand that results matter.

"You show up, and if you're not in shape, they will cut you," Bryant says. "It's a quick yes or no. Then move on to the next person."

Real estate isn't quite that ruthless, but Bryant quickly noticed that consistent effort separated successful agents from everyone else. He brought an athlete's mentality to the business, focusing on what he could control: preparation, effort, consistency and relationships.

Relationships Win

Nearly nine years later, Bryant has built his business without buying leads.

"All my business comes from clients," he says.

His strategy isn't flashy. One of the foundations of his business comes down to something as simple as pen and paper.

"I write two personal notes every day, and I'm really strict about it," he explains.



He sends handwritten postcards and finds reasons to stay in touch. Sometimes the subject seems random, but the purpose is always the same: maintaining a genuine connection.

“It’s small disciplines,” he says.

Those little things multiply.

That mentality fits perfectly at ARC Realty, a company Bryant describes as relationship-focused. It also means his clients don’t disappear once the closing documents are signed.

Clients become friends. Friends become clients. Eventually, it becomes difficult to tell where one group ends and the other begins.

And that’s exactly how Bryant wants it.

Team Turner

Away from real estate, Bryant’s life centers on his family.

He and Morgan have three children: daughters Kennedy, 12, and Zoe, 9, and their son, Trey, who turns 3 in October.

Sports are a big part of the Turner household, but Bryant describes his life a little differently than simply “work and sports.”

“My life is really work and family, with sports surrounding all of us,” he says.

Kennedy and Zoe play soccer and basketball, including competitive soccer that keeps the family traveling throughout Alabama and surrounding states. Bryant also remains connected to UAB Football as a color analyst.

And when it comes to the children’s athletic ability, Bryant is quick to point toward Morgan. The former UAB soccer standout was a multiple-time MVP.

“They definitely get that from their mom,” he jokes.

For the Turners, family and community extend beyond the five people living under their roof.

Their friendships have grown through their neighborhood, church, schools, sports and Bryant’s real estate business. Their home has become a gathering place. On a game night, the Turners can easily have 60 or more people at the house—and 40 of them might be past or current clients.

The same thing happens at their children’s birthday parties. Half the room may have some connection to Bryant’s business, but nobody is thinking about real estate anymore.

They’re simply friends.

There isn’t much separation between Bryant’s personal community and his real estate community. Over the years, the two have naturally become one.

Playing the Long Game

Bryant remains an independent agent with one assistant, Raina Granger, and sees his future in real estate much the same way he has built his career so far: one relationship at a time.

“As business grows, my friendship grows,” he says.

He jokes that during a game night or birthday party, he can look around the room and realize just how many people originally came into his life through real estate.

“How big can this friend group get?” he asks.

For Bryant, that’s the goal. It’s not simply about how many houses he can sell. It’s about the relationships he can build and the people who remain part of his family’s life long after the transaction is finished.

It turns out real estate really is a lot like football after all.

You show up. You prepare. You put in the work. You practice the small disciplines when nobody is watching. You build trust with the people around you. And you keep doing it long enough for the results to follow.

Bryant Turner, Jr. may not be sacking quarterbacks anymore, but the mindset that carried him from Mobile to UAB and eventually onto a professional football field never left.

He simply found a new field to play on—and these days, the wins look a little different.

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A Season to Reflect

This Thanksgiving season, we're reflecting on another year of helping families achieve homeownership and the many people who have been part of that journey. Our team is grateful for the trust, support, and relationships we've built along the way.



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