

BIRMINGHAM

OCTOBER 2026

REAL PRODUCERS[®]

Jenn & Jonathan Saliba

Suits, Yoga Pants and
a Little Friendly Competition



Agent Spotlight
KENDALL SIMPKINS

Partner Spotlight
STOCKTON MORTGAGE

PHOTO BY
BRENDON
PINOLA
PHOTOGRAPHY



Protect your home with Alfa[®] today.



The Vail Agency
www.TheVailAgency.com

(205) 980-9933



BUMBLE
BEE BLINDS[™]
Window treatments to Buzz About

FREE In-Home Consultation,
Installation and Warranty!



205.858.5311

[Bumblebeeb blinds.com/
birmingham-al](http://Bumblebeeb blinds.com/birmingham-al)

Locally Owned & Operated.



MEET THE TEAM

With 9 years of mortgage experience, I'm a loan officer helping clients navigate the mortgage process from the first conversation to the closing table and long after. Whether you're buying your first home or refinancing your current one you won't just get a loan officer you'll get a trusted friend. I'm here to make the process feel less overwhelming and a lot more colorful just like my love for nature, travel and all things vibrant. Let's take this journey together. I'm here to help you plant roots, grow equity and make your homeownership dreams a reality.

CAMIE JO FUNK
Loan Officer

(901) 484-9953
cfunk@mortgageright.com
Birmingham.MortgageRight.com/camie-funk
20 Meadowview Dr, Hoover, AL 35243

MORTGAGE RIGHT
MORTGAGES DONE THE RIGHT WAY

OWN MORE HOME. FOR LESS PAYMENT. | HONEST ADVICE | PERSONAL SERVICE | SMART SOLUTIONS

Individual NMLS ID #2148509 | Company NMLS ID #2239

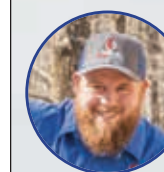
TRUSTED EXPERTISE FOR
YOUR CLIENTS' COMFORT

Your Dependable HVAC Partner
for Real Estate Success



INSTALLATION
REPAIR • AIR QUALITY

Satisfaction Guaranteed • 24/7 HVAC Service



AL#21006

Brian Green,
Owner
UNITED STATES
AIR FORCE VETERAN
(205) 535-5533
VETERANSHVACAL.COM

SCAN TO REQUEST
A FREE QUOTE



Contents

IN THIS ISSUE

- 8 Preferred Partners
- 6 Meet The Team
- 10 By The Numbers/ *Birmingham Real Producers* Top 300 Agents
- 12 Partner Spotlight: Stockton Mortgage
- 16 Agent Spotlight: Kendall Simpkins
- 20 Financial Focus: What Does Financial Fulfillment Actually Feel Like?
- 22 Cover Story: Jenn & Jonathan Saliba



If you are interested in nominating people for certain stories, please email us at: Justin.Petrusson@n2co.com



We see what a walkthrough can't.

Your clients get clarity.
You get smoother transactions.

Free re-inspection

Pay at close

120-day warranty

Residential · New Construction · Commercial · WIR
· Radon · Mold · Pool · Sewer · Thermography

ally.
PROPERTY INSPECTIONS

205.607.0031
allypropertyinspections.com

THERMAL IMAGING INCLUDED IN EVERY KITCHEN AND BATH

We believe in second chances.

Not every loan fits every buyer, but that doesn't mean the dream is over. We look beyond the obvious to uncover financing solutions that can help keep transactions moving.

Let's explore what's possible.

For refinance transactions, be aware that by refinancing your existing loan, your total finance charges may be higher over the life of the loan. For industry use only.



STOCKTON
MORTGAGE

FOR INDUSTRY USE ONLY
Stockton Mortgage NMLS 8259 | Equal Housing Lender | mlsconsumeraccess.org
1 Riverchase Office Plaza, Suite 204, Hoover, AL 35244



Thomas Dickinson
Branch Manager
NMLS 40424
205.907.4721

Craig Jemison
Branch Manager
NMLS 40427
205.516.0751

\$199. TERMITE. BOND.

Designed for real estate transactions.
Backed by a local, responsive company.

What You'll Get

- ✓ Retreat & Repair Bond
- ✓ Pay at Close
- ✓ Order by Call, Text or Email
- ✓ Fast Response & Turn Around

Scan to Order Now





Call or Text: (205) 508-0028
Email: office@prioritypestandtermite.com

4 • October 2026

Birmingham Real Producers • 5

Meet
The
Team



Justin Petrusson
Co-owner



Jacob Vail
Co-owner



Meredith Jones
Operations Manager



Adrian Lucas
*Relationship & Event
Manager*



Katherine Fondren
Editor & Ad Strategist



Elizabeth McCabe
Writer



Nick Ingrisani
Writer



Frank Carnaggio
Photographer



Brendon Pinola
Photographer



Hala Barakat
Photographer



Phillip J. Pritchard
Videographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



Coverage Your
Clients Deserve

Help your clients protect their
budget and plan for the unexpected
with a 2-10 home warranty.

Easily Enroll: pro.2-10.com



Brian Bell

Market Manager

256.777.8306
Bbell@2-10.com
www.2-10.com/bbell



ACE
HANDYMAN
SERVICES

An **ACE Hardware** Company

Realtor Preferred

Ace Handyman Services has an experienced team of Handymen who can help with your punch list, whether you're buying, selling or renting a home.

SCHEDULE A HANDYMAN
205.235.5858
AceHandymanServices.com

©2024 Ace Handyman Services, Inc. All rights reserved. Locally owned and independently operated Franchise.

Scott
Moulton
Branch Manager

NMLS #40425



(205) 999-8217
scottmoulton@Leader1.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!

“CHECK OUT OUR NEW SPONSORS!”

Cutco Gifting Professional
(256) 404-8526

“THANK YOU TO OUR
RENEWING SPONSORS!”

Bumble Bee Blinds of Birmingham
Jeff Sweatt
(205) 651-4889
bumblebeeb blinds.com/birmingham-al

Video Visions Media Marketing
(205) 621-0940
www.videovisionsmm.com

FINANCIAL PLANNER

Edward Jones
Richard Self
(205) 229-8153
edwardjones.com/us-en/financial-advisor/
richard-self

FOUNDATION REPAIR AND ENGINEERING

Alabama Professional Services
Jordan Erwin
(205) 532-3577
alabamaprofessional.com

HANDYMAN/HOME REPAIR

ACE Handyman Services
Steve Hartman
(205) 263-3961
AceHandymanServices.com

HOME & PROPERTY INSPECTIONS

Ally Property Inspections
(205) 607-0031
allypropertyinspections.com

HOME WARRANTY

2-10 Home Buyers Warranty
(256) 777-8306
www.2-10.com/bbell

HVAC SERVICES

Veterans Heating & Cooling
Brian Green
(205) 535-5533
veteranshvacal.com

INSURANCE AGENCY

Alfa Insurance - The Vail Agency
Jacob Vail
(205) 837-5179
thevailagency.com/

MORTGAGE

Redmont Home Loans,
A Leader One Company
Scott Moulton
(205) 999-8217
Scott.Moulton.Leader1.com

MORTGAGE LENDING

MortgageRight
(205) 776-8401
mortgageright.com

MORTGAGE SERVICES

Towne Bank Mortgage
The Petrusson Mortgage Team
Justin Petrusson
(205) 470-8000
mortgagesbyjustin.com

MOVERS

Crocker Moving Services
(770) 855-0580

Two Men and a Truck
(205) 616-4573

PLUMBING

Mashburn Plumbing
(205) 296-9217

PRESSURE WASH/ SOFT WASH

Driveway Washing
(205) 915-0646
drivewaywashing.com

PRINTING, SIGNS, &
PROMOTIONAL MATERIALS

Kopri Signs & Graphics
(205) 903-1642
kopripromotions.com

RESIDENTIAL MORTGAGE

Stockton Mortgage
Craig Jemison
(205) 516-0751
Stockton.com

RESIDENTIAL MORTGAGE LENDER

Adam Snable Mortgage Team
(205) 370-9231
guildmortgage.com/adamsnable

TERMITE & PEST CONTROL

Priority Pest and Termite
Justin Russell
(205) 508-0028
prioritypestandtermite.com

TITLE & CLOSING SERVICES

Reli Title & Closing
Addie Hanchey
(205) 970-2200
reli.us

South Oak Title
(205) 983-8100
www.southoaktitle.com

CLOSING WITH *Confidence*

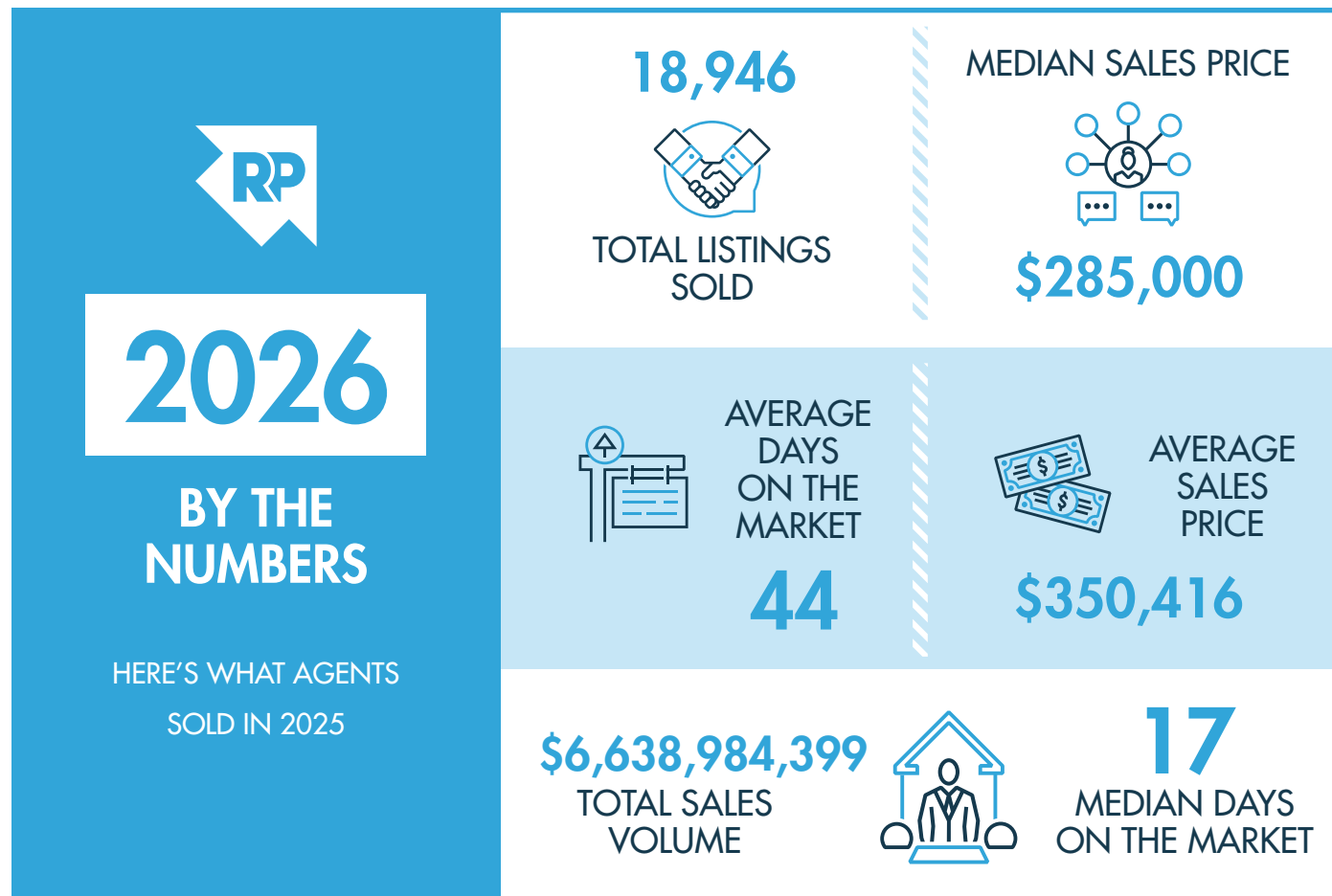
We partner with REALTORS® and lenders to deliver professional, accurate, and convenient closings, protecting your reputation from first impressions to the finish line.



South Oak

TITLE & CLOSING

2870 Old Rocky Ridge Rd.
Suite 160
Birmingham, AL 35243
p. 205.983.8100
f. 205.983.8100



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 distinction 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!

Alabama Professional Services



ALABAMA PROFESSIONAL SERVICES

Complete Home Protection



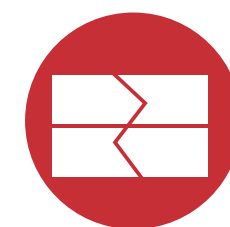
PEST



TERMITE



LAWN



FOUNDATION



WATERPROOFING

locally owned, family operated

205-951-9717 | ALABAMAPROFESSIONAL.COM



WRITTEN BY ELIZABETH MCCABE
PHOTOS BY BRENDON PINOLA PHOTOGRAPHY

STOCKTON MORTGAGE

When Everyone Can Do the Loan, Service Makes the Difference

Craig Jemison and Thomas Dickinson will be the first to admit something that might sound a little unusual coming from two mortgage professionals. Everybody has loans.

Conventional loans. Specialty products. Competitive rates. Programs for different types of borrowers. In an industry where lenders spend a lot of time talking about what they offer, the co-branch managers of Stockton Mortgage’s Hoover office would rather talk about something else: people.

“Everybody can do loans,” Craig says. “Everybody is good at what they do.”

So, what makes their branch different?

“We take every transaction personally,” Thomas says.

For Craig, Thomas and the rest of their team, a mortgage isn’t simply a file moving from one desk to another. There is a buyer trying to get into a home and a real estate professional whose livelihood depends on getting that transaction across the finish line.

“Our customer is not just the buyer, but also all of the agents involved,” Thomas explains.

That philosophy drives a team that includes mortgage loan originators Jeannie Swan, Erick Kidd, Maria Garcia, Ron Gofourth, Daniel Cuffie, Chris Mileski, Traci Sargent and Ryan Cade, along with Processor Tanya Sanders and Setup Leigh Gofourth.

“No matter who it is that you work with, you get all of us,” Thomas says.

A Solid Partnership

At the center of the branch is a business partnership dating back to 1996. Craig and Thomas have each spent more than 25 years in the mortgage industry and have been with Stockton Mortgage for the past four years.

Their roles complement each other naturally. Thomas works more closely with the branch’s loan officers, while Craig tends to work more with processors and underwriters. But those aren’t hard dividing lines. Both know what is happening with every file, and whoever is available jumps in when something needs attention.

“It’s a true partnership,” Craig says.

Most of their team members have worked with Craig and Thomas for seven or eight years, creating an experienced, cohesive group with little turnover.

When a Deal Gets Difficult

Some of the team’s most valuable work happens when things aren’t going according to plan. REALTORS® sometimes call when another lender is struggling to get a transaction closed, wanting to know whether moving the loan might help. Sometimes, the Stockton team can identify another option. Other times, they can explain the problem and help the agent understand what needs to happen next.

“We just want to be a source of knowledge,” Thomas says, regardless of whether Stockton ultimately handles the loan.

When Stockton does handle the financing, the branch has another advantage: control. The company services approximately 85 percent of the loans it originates, according to Craig, and both conventional and non-QM financing can be handled

in-house rather than brokered to an outside lender. The branch also works with its own intake person, processor and underwriter, along with in-house closing resources.

And when real estate agents are working, the team is available.

“We work when you work,” Craig says.

Start Before You Start Shopping

The team has straightforward advice for buyers: Get pre-approved before falling in love with a house.

And don’t confuse pre-approved with pre-qualified.

A pre-approval involves verifying income, assets and credit before the buyer makes an offer. A pre-qualification may rely on preliminary information and leave important questions unanswered until later.

The branch also offers continuing education opportunities for real estate professionals and serves as a resource when agents have mortgage questions, even when there isn’t an immediate loan attached to the conversation.

People Over Profits

Ultimately, Craig and Thomas don’t believe the defining characteristic of their branch can be found on a rate sheet. It’s answering the phone. Looking for another solution. Jumping onto somebody else’s file because it needs to get done.

“We’ll never put profits over people,” Craig says.

If the branch needs to absorb or cut something to help make a transaction work, he says they do it. “Whatever we have to do to help get something done, we will.”

Craig describes the people throughout Stockton Mortgage as like-minded professionals with “a servant’s heart.” The same philosophy is evident inside their own office.



No matter who it is that you work with, you get all of us.”

“To get a loan finished and completed, it is always all hands on deck,” Thomas says.

After nearly 30 years working together, Craig and Thomas know mortgage products will change. Markets will change. But taking care of people never goes out of style.

For them, that’s what the mortgage business comes down to: a buyer walking away with the keys, an agent watching another transaction reach the finish line, and an entire team knowing they helped make it happen. ■

CONTACT US!

Contact Them Today!
Stockton Mortgage – Hoover
205-859-8874
stockton.com



★ CROCKER MOVING SERVICES ★

OUR SUPERPOWER? MAKING MOVING DAY EASY!

SAVING ALABAMA FAMILIES FROM BOXES, BACKACHES,
AND MOVING-DAY STRESS SINCE 2016.



BIRMINGHAM

★ 205-448-8505

ANNISTON

★ 256-672-2416 ★

LOCAL MOVES

Across town or across Alabama.

LONG-DISTANCE MOVES

Reliable service from start to finish.

FULL-SERVICE MOVING

Packing, loading, transport, and unloading.



124 DISTRIBUTION DR. | HOMEWOOD, AL 35209

Honest Estimates ★ Upfront Pricing ★ No Hidden Fees

CrockerMovingServices.com

**"WE'RE A DIFFERENT KIND OF
MOVING COMPANY"**



Kendall

SIMPKINS

WRITTEN BY NICK INGRISANI
PHOTOS BY CARNAGGIO PHOTOGRAPHY

HOW A LEAP OF FAITH TURNED INTO A THRIVING REAL ESTATE BUSINESS

Kendall Simpkins grew up in a military family that rarely stayed in one place for long. Born in Colorado Springs, he moved every two or three years while his father served 24 years in the Air Force. When his dad retired from Maxwell Air Force Base, the family settled in Montgomery, Alabama, where Kendall was 11 or 12. Montgomery became the closest thing he had to a hometown.

He graduated high school in 2006 and enrolled at Auburn University Montgomery, but by his own account, college pulled his focus in the wrong direction. He left, worked for about a year, then enrolled at Marion Military Institute in 2009. He earned his associate's degree in 2011 and was commissioned as a second lieutenant in the U.S. Army. From Marion, he transferred to the University of Alabama and earned a bachelor's degree in marketing and sales in 2014.

His first job out of college was in facility management with Airmark in Houston. It paid the bills but never held his interest. In 2016, he moved into a civil engineering role with Norfolk Southern Railroad, leaning on his military background to land a managerial track. The job took him from Houston to St. Louis, then to Chicago

in 2017 for a promotion into one of the railroad's major yards, overseeing hundreds of tracks across a demanding territory. The money was good, but the hours were incredibly demanding, with corporate attention on the yard adding pressure to an already grinding, on-call schedule.

After a year or two in Chicago, Kendall started thinking past the railroad.

"I started to think more about having a family, and I realized I couldn't be the person I want to be working this job."

In 2018, he took an at-home wholesale real estate course out of curiosity. He never closed a wholesale deal, but it introduced him to agents and to the mechanics of buying and selling, and it planted a seed.

A promotion brought him back to Birmingham in January of 2020, running Norfolk Southern's Irondale Hump Yard. Then, in October of 2020, he bought his first home, which brought real estate back to the forefront.

"Going through the homebuying process relit that fire for real estate. Having learned what I learned in wholesaling, and seeing the process on the sales side, I figured I could do what my agent is doing."



He began studying for his license in 2021, got it that July, and spent two years running real estate on the side of a full-time railroad job — home by 4 or 5 p.m., working real estate into the night, door-knocking, cold-calling, and hosting open houses on weekends when he wasn't on call. He closed just two deals in that stretch, but he was learning the business. Eventually, it was time to make a leap.

"It was tough working all the time. I was either doing real estate or at the railroad. Then something just told me I really need to dive in if I want to make something out of this."

Kendall gave his two-week notice at the railroad in February 2023, walking away from six figures with

*"I WOULDN'T
HAVE BEEN
ABLE TO DO
ANY OF THIS
WITHOUT
MY FAITH
IN GOD AND
RELYING ON
HIS GUIDANCE
THROUGHOUT
MY LIFE."*



Photo by Greenlaw Photography



“I TRY MY BEST TO RELATE TO EVERY PERSON I WORK WITH AND MAKE SURE EVERYONE I WORK WITH FEELS IMPORTANT.”

no guaranteed income to replace it. He also got married that year, and found out in April they were expecting their daughter.

That first year was slow, but the next two years showed him the full potential of this path. 2025 was his best year yet. He closed 35 deals and reached a point where his decision to pursue real estate stopped feeling like a gamble. He credits the mentorship and systems of Keller Williams Vestavia leadership led by Jenn Toomer and the team he joined, The Josh Vernon Group led by Josh Vernon and Jamey Reynolds, and their admin team that let him put his head down and work, putting him in a position to perform at that level. Looking ahead, he wants to establish a long-term rental portfolio locally and is also exploring short-term vacation rentals, with an eye toward owning property in a vacation market while still selling at a high level in Birmingham.

“After years of adversity, ups and downs, and questioning the decision for my family, it all withered away in 2025 when everything took off for me.”

As a veteran, Kendall feels an immediate connection with military clients, but works to build that same rapport with everyone.

“I try my best to relate to every person I work with

and make sure everyone I work with feels important. I want the process to be smooth, so I do my very best to make sure I’m in-depth with market knowledge, strategies to help clients out, and have a good understanding of what they’re trying to do.”

Outside of work, Kendall stays active through working out, football, basketball, boxing, fishing, camping, and lately golf, which he’s taking seriously enough to consider PGA coaching. He was raised outdoors and still gravitates there, spending the rest of his time with his wife, Alexis, and their daughter, Oaklynn.

Kendall points to his faith as the foundation for the path he’s taken, along with the example set by his parents and the unwavering support from his wife.

“To sum everything up, I wouldn’t have been able to do any of this without my faith in God and relying on His guidance throughout my life. Michael and Flo Simpkins, my parents, were a great foundation and gave me the right mindset to attack anything I set my sights on and never give up. Also, my wife has been a pillar of faith and support behind me in my career. Even though it was rough at the beginning, we’re starting to see what it could be. I’m just trying to create the best life that I can for my family.”

CUSTOM DESIGN BOXES

CLOSING GIFTS



YARD SIGNS/POST SIGNS/RIDERS



VEHICLE WRAP





VISIT OUR SHOWROOM

kopri
SIGNS & GRAPHICS
205.306.2521
KopriPromotions.com
6600 WALT DR. SUITE C
BIRMINGHAM AL 35242

Embroidery
Screen Printing
Promotional Products



Don't let your clients' money go down the drain.

Call Mashburn Plumbing for a comprehensive plumbing inspection by a professional.



MASHBURN PLUMBING

(205) 296-9217

mashburnplbg@yahoo.com

What Does Financial Fulfillment Actually Feel Like?



Feeling financially fulfilled means so much more than just the number in your bank account. It's about being able to take your family out to dinner without calculating whether you can afford it. It means sleeping soundly on a Sunday night, knowing that if the water heater gives out tomorrow, you can handle it. And it's saying yes to a vacation because you planned ahead and the money is there.

In short, financial fulfillment is the feeling that your money is supporting the life you want.

Yet true fulfillment is surprisingly rare. Only 16% of Americans are financially fulfilled, according to a 2026 study by Edward Jones and Gallup, "Money and Meaning: Understanding Financial Fulfillment." Those at the other end of the spectrum, the financially stressed (32%), often say that money regularly

controls their daily decisions. Most Americans (51%), however, fall in the middle — the financially conflicted. They manage to get by but often carry a persistent undercurrent of worry.

Notably, where you land on this spectrum has less to do with your income than you might expect. More than half of households earning \$175,000 or more are still financially conflicted.

Building the Foundation

So, the question becomes, "What do financially fulfilled people do differently?" Simply put, they tend to have foundational planning structures in place. Five behaviors show up consistently among the financially fulfilled, and they're simple steps you can take, too.

- **Build an emergency fund** (98% of fulfilled have this). Aim for saving three to six months of living expenses in a liquid, easily accessible account. When you know you can handle the unexpected, you stop bracing for it, and lower stress gives you a higher quality of life.
- **Create a financial plan for retirement** (91% of financially fulfilled have one). It's hard to feel in control if you don't know where you're going. A retirement plan puts a real number on what you'll need and lays out a clear path to get there, with built-in protection against life's unexpected curveballs.
- **Save intentionally for major milestones** (87% of financially fulfilled do). A home renovation, a new vehicle or a child's education don't have to feel disruptive. Setting money aside deliberately for the milestones you anticipate means you can say yes without scrambling.
- **Put an estate plan in place** (66% of financially fulfilled have). Estate plans are not just for the wealthy. A will and basic estate plan help ensure what you've worked for still reflects your wishes after you're gone.
- **Work with a financial advisor** (60% of financially fulfilled who sought any guidance have used an advisor in the past year). The internet is great, but real guidance comes from a credentialed person who knows you and your family and what you want your money to do for you.

Knowing that your money is working toward the life you want doesn't happen by accident. Feeling financially fulfilled is worth the effort and may be more achievable than you realize.

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor. Edward Jones, Member SIPC.

Edward JonesMember SIPC



Working with you to help you achieve what's most important.
Let's connect and build a plan together.



Richard D Self

Financial Advisor

240 Oxford Exchange Boulevard
Oxford, AL 36203
256-835-5694

EJB-19325-A-E-DA-3 AECSPAD

> edwardjones.com

YOU DON'T NEED A
YOUTUBE CHANNEL
TO WIN ON YOUTUBE!

Sell listings. Build visibility. Rank on Google.
Without managing another platform.

THE CHALLENGE MOST AGENTS FACE

You know video sells homes.
You know Google prioritizes video content.

But creating and maintaining a YouTube channel takes time, consistency, and technical expertise—resources most agents don't have.

So listings rely on photos alone...
And valuable Google exposure is lost.

THE VIDEO VISIONS SOLUTION

Video Visions transforms your existing listing photos into high-quality property videos—*and hosts them for you on our active YouTube channel.*

Your listings gain YouTube and Google visibility without you ever *creating or managing a channel.*

WHY THIS WORKS

- Google owns YouTube
- Videos from active channels rank higher in search
- Organic video results often outperform paid ads

- ✓ Professional property videos
- ✓ Created from listing photos
- ✓ Published on an established YouTube channel
- ✓ Google & YouTube SEO exposure
- ✓ No ads required
- ✓ No channel setup
- ✓ No maintenance

205-621-0940 • www.VideoVisionsMM.com

Professional Property Videos. Hosted. Ranked. Working for You.

20 • October 2026

Jenn & Jonathan Saliba

WRITTEN BY
ELIZABETH MCCABE
PHOTOS BY
BRENDON PINOLA
PHOTOGRAPHY

Suits, Yoga Pants and a Little Friendly Competition

Jonathan Saliba wears the suit. Jenn Saliba rolls up in the Suburban. He studies the comps, square footage, market trends, and days on market. She walks into the same house and says, essentially, “But did you see that kitchen?”

And somehow, it works.

“We’re kind of polar opposites,” Jonathan says. Jenn agrees. “I can live in the clouds. He brings me back down to earth.”

Welcome to Saliba Homes, where the analytical guy married the creative free spirit, joined her real estate business, and promptly started trying to beat her at it. He’s already off to an annoyingly good start.

“I already beat her on the score for our testing for licensing,” Jonathan points out. “I did 10 points better.”

He also landed the highest-priced sale Saliba Homes has ever had. Jenn is, of course, thrilled for him (mostly). “It’s great for business, bad for self-esteem,” she jokes.

Two Very Different Halves

Jenn and Jonathan met at work 23 years ago, long before either imagined they would eventually build a real estate business together. In fact, back in their 20s, the couple dreamed about opening a restaurant. They knew they wanted a

family business someday. They just had the wrong industry.

“You could not have told me that this is what we would be doing in our 40s,” Jenn says.

Jenn entered real estate first and built Saliba Homes while Jonathan developed a successful career in banking and sales leadership. After years with Wells Fargo, organizational changes gave him an opportunity to reconsider what he wanted professionally. He had watched Jenn build something of her own and realized his strengths could complement hers. He joined Saliba Homes in July 2025.

There was just one small issue. Jenn knew what she was doing. Jonathan was the new guy.

“He’d be like, ‘Well, you’re like my boss,’” Jenn recalls. “And I’m like, ‘No, I’m not your boss. I’m your wife. I’m your partner.’”

By the fourth quarter, Jonathan had found his rhythm.





“He’s kind of like a little caterpillar that emerged from a cocoon,” Jenn says. “He’s a butterfly now.”

Apparently, a butterfly in a suit. Because if Saliba Homes has a fancy department, Jonathan is it.

“He always wears a suit,” Jenn says. “He’s the fancy one of us.”

Jenn brings the relationship side, creativity and marketing instincts. Jonathan brings an analytical mind that happily dives into numbers Jenn would rather not contemplate for quite that long. While he’s studying the data, she’s studying how a house

feels. Their lanes are separate enough to capitalize on what each does best but close enough to merge when a client needs both perspectives.

Definitely Not Cookie Cutter

For all the fun they have with their differences, Jenn and Jonathan are completely aligned on how they serve people.

“It’s not about the house. It’s about them,” Jenn says.

Every client brings different priorities. For one seller, time may matter more than squeezing every possible dollar from a sale. Another may be willing to wait. Saliba Homes doesn’t believe those situations should receive identical strategies.

“We’re not cookie-cutter,” Jonathan says.

They also understand family needs firsthand. The Salibas have four children spanning high school, middle school, first grade and kindergarten.

With both Jenn and Jonathan working in the business, their capacity has essentially doubled. “It’s two for the price of one,” Jenn jokes.

Working with your spouse all day might sound like a questionable marital experiment to some people. The Salibas seem to thrive on it.

“We literally spend every waking moment together,” Jenn says.

She recently left for a two-week girls’ trip to Germany and returned to discover that Jonathan had kept four children alive, maintained the house, and apparently operated everything quite efficiently.

“It was actually better run than when I’m around,” she admits, “which is kind of insulting.”

Their Kind of Date Night

Even when they’re technically off the clock, real estate tends to follow them. They look at investment opportunities and tour houses together, sometimes bringing the kids. The occupational hazard is returning to their own very lived-in home after touring pristine million-dollar properties all day.

“We have four kids,” Jenn says. “It’s never ready for showings.”

Fortunately, they know how to laugh. After the work is finished, dinner is over, sports have ended and the kids are settled, Jenn and Jonathan retreat to their favorite place: the back porch. There they watch ridiculous TikToks and send videos to each other.

Jonathan occasionally sends Jenn sweet ones about love and marriage. Jenn occasionally even sees them.

“She probably doesn’t ever even look at my TikToks,” Jonathan says.

Jenn has a defense: Somewhere between his sentimental TikTok and her phone were approximately eight real estate messages. Romance, Saliba style.



Photo by Chloe Photography

“
WE REALLY LOVE
PUSHING THE BAR
FOR OURSELVES.
Whatever
challenge or goal
we set, we really
try and just blow it
out of the water.”

A Little Competition Never Hurt

Jenn and Jonathan share something even stronger than their differences: drive.

“We really love pushing the bar for ourselves,” Jenn says. “Whatever challenge or goal we set, we really try and just blow it out of the water.”

They answer late-night calls. They adjust strategies. They push themselves and each other.

And Jonathan has established a particularly motivating three-year goal: Beat Jenn.

Jenn sounds delighted by the challenge (mostly). The competition, however, never overshadows the partnership.

“I have such respect for Jenn and what she’s done,” Jonathan says. “I do think that we’ve become stronger as a couple since I’ve joined.”

Together, they want to continue expanding Saliba Homes throughout Hoover and the surrounding market while becoming particularly synonymous with Ross Bridge, the community they’ve called home since 2018. They know its streets, floor plans, schools, and values because this isn’t simply a market they serve. It’s where they’re raising their family.

They’re certainly getting people’s attention. A football ad Jenn and Jonathan created for the Hoover Jumbotron went viral after a Hoover football player tackled the couple on camera. It was loud, memorable and a little unexpected. In other words, pretty fitting for the Salibas.

Jenn describes them as down-to-earth but fierce. They’re two people who aren’t interested in coasting and aren’t



afraid to challenge one another along the way. But near the end of their conversation, beneath all the joking, competing, and teasing, Jonathan summed up the partnership.

“I wouldn’t be here without you,” he told Jenn. “And I wouldn’t want to do it without you.”

Jenn’s response? “He is my penguin.”

The fancy one. In a suit. 🐧




CLEAR TITLE. LOCAL EXPERTISE. SEAMLESS CLOSINGS.






LET'S CLOSE TOGETHER.
WWW.RELI.US

IT'S MORE THAN A MOVE.
IT'S PEACE OF MIND.

MOVING & STORAGE

Your clients deserve a stress-free move. We make that happen.






Call for your free estimate!
205.970.2272
TWO MEN.COM/BIRMINGHAM

U.S. DOT No. 806985
Each franchise is independently owned and operated.



Closing Gifts

Some gifts are opened... and forgotten. Others become part of a home, a story, a legacy. Cutco gifts fall into the second category. Handcrafted in the USA and backed by a Forever Guarantee, Cutco isn't just a knife—it's an everyday reminder of quality, thoughtfulness, and care. Whether it's a wedding, closing gift, milestone birthday, or client thank-you, Cutco turns meaningful moments into lasting impressions. Long after the wrapping paper is gone, your gift is still on the counter, still in use, and still being appreciated—every single day.



Devin Gilliam
Gifting Professional
(334) 544-9758
knivesbydevin@gmail.com



Philip Tice
Gifting Professional
(256) 404-8526
philip@philiptice.com

FIRST IMPRESSIONS ARE EVERYTHING

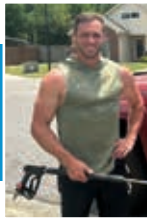


*Curb appeal closes deals, so call Driveway Pressure Washing today and make your listing **shine** like new!*

10 Years Experience • Residential & Commercial • We Clean ANY Exterior Surface!



Driveway Pressure Washing



Call or text **Cody Brownson**
205-915-0646
Cody@DrivewayWashing.com
DrivewayWashing.com

WE USE LIFTS TO CLEAN ALL OF YOUR HIGH PLACES!

Your Weekend Mortgage Team

Available 7 days a Week





Adam Snable | Branch Manager | (205) 370-9231
2700 Hwy 280, Suite 290 E | Mountain Brook, AL 35223 | NMLS #203825
Guild Mortgage Company | NMLS ID #3274 | asnable@guildmortgage.net





TOP 1%
MORTGAGE ORIGINATORS
In America



CARVING OUT Time for Your Clients

The pumpkins may be seasonal, but the memories made at home are built to last. The Petrusson Mortgage Team is proud to help create an experience your clients will remember long after closing.



Justin Petrusson

Senior Mortgage Loan Officer | NMLS# 351335

Call/Text: 205-470-8000

MortgagesByJustin.com