



Specializing in Surry County Farms, Waterfront & Residential Real Estate

“We have a proven track record of selling over 10,000 acres of the areas farm, timberlands, historic and waterfront properties”

OUR MARKETING TEAM



CATHERINE CORRELL WALLS, BROKER

As child of a career military family, Catherine spent her childhood in Europe and moved to Surry County when she was sixteen. She graduated from The College of William and Mary with a degree in History and continued to earn her MA in Museum Studies in the UK. Catherine has an in depth knowledge of Surry County, its history, its land and its people. Catherine opened Virginia Home and Land Company in Surry County in 1985. The company has been continuously operated through the many ups and downs of the real estate market. During the economic down turns of the 1980s and 1990s Catherine was able to assist her clients in successfully managing their real estate needs. Licensed as a broker since 1980, Catherine is keenly knowledgeable about the area and finding her clients their ideal property is her specialty. She is uniquely qualified handling historic properties and has a wide range of connections in the real estate industry.

Catherine enjoys spending time with her family and friends, sailing and serving as an advocate of historic preservation. Listed below are a few of Catherine's affiliations.

CHAIR, SURRY COUNTY HISTORICAL AND ARCHITECTURAL REVIEW BOARD, 2005-2011

MEMBER OF THE SURRY HISTORICAL SOCIETY, 2008-2011

MEMBER OF THE SURRY COUNTY AFRICAN -AMERICAN HERITAGE SOCIETY, 2005-present

MEMBER APVA/PRESERVATION VIRGINIA, 1998-present

MEMBER OF THE NELSON COUNTY, VIRGINIA HISTORICAL SOCIETY, 2005-present

ADJUNCT FACULTY, THE UNIVERSITY OF VIRGINIA, 1999-2003

NATIONAL ASSOCIATION OF REALTORS, 1978-present

VIRGINIA ASSOCIATION OF REALTORS, 1978-present

REPEAT WINNER OF THE MILLION DOLLAR SALES AWARD-SOUTHSIDE BOARD OF REALTORS

MEMBER SURRY CHAMBER OF COMMERCE, 1996-present

MEMBER SURRY TOURISM -2004-present

MACK L. WALLS, SALES ASSOCIATE

Although a native of southwest Virginia, Mack has lived in the area for over 15 years and calls Surry County his home. Mack is an avid sailor and loves spending time on the water and with his family. With an undergraduate degree in Forestry, Mack is knowledgeable about the timber industry and can offer sound advice on best management practices. With years of experience in managing wildlife habitat Mack is also an asset to any client interested in a private hunting tract. Mack graduated from Virginia Polytechnic Institute and State University and continued on to receive an MS in Wildlife Management. Listed below are some of Mack's affiliations.

ORGANIZATIONS AND BOARDS

BOARD MEMBER, AIRFIELD 4-H EDUCATION CENTER, 2007-2011

BOONE AND CROCKETT OF NORTH AMERICA, OFFICIAL SCORER – 1985-2011

SURRY CHAMBER OF COMMERCE, 2009-2011

MEMBER, NELSON COUNTY HISTORICAL SOCIETY, 2005-2011

LISA BERRYMAN TROMBLEY, REAL ESTATE ASSISTANT

Lisa grew up in Surry County and is actively involved in the county's public education system. As a wife and mother of two small children and with years of experience as a Kindergarten and third grade teacher, Lisa can provide useful information to clients and their families wishing to locate to Surry County. Lisa received her BA in History and Education from the College of William and Mary and her MA in Education from Virginia Tech.

VIRGINIA HOME AND LAND COMPANY'S STRATEGIC MARKETING STRATEGY

VIRGINIA HOME AND LAND COMPANY REALTORS OFFER A UNIQUE BLEND OF EDUCATION AND EXPERTISE TO ENHANCE MARKETING AND SELLING THE AREAS REAL ESTATE. SELECTING THE RIGHT COMPANY TO MARKET A PROPERTY IS A SIGNIFICANT BUSINESS DECISION. THERE ARE FACTORS THAT INFLUENCE A BUYER'S DECISION TO PURCHASE. IF THESE FACTORS ARE NOT PROPERLY ALIGNED, EXPECIALLY IN THE CURRENT MARKET, A PROPERTY WILL, LIKELY, NOT SELL. WE ARE EXPERTS AT EVALUATING AND ALIGNING THESE CRITICAL ELEMENTS.

•THE AGENTS OF VIRGINIA HOME AND LAND COMPANY UNDERSTAND REAL ESTATE AND BUYERS & SELLERS AND HAVE CREATED A SUCCESSFUL BUSINESS EXCEEDING THEIR EXPECTATIONS.

•VIRGINIA HOME AND LAND COMPANY SELLS THE MAJORITY OF OUR OWN LISTINGS, BECAUSE BOTH BUYERS AND SELLERS CONTACT US DIRECTLY AS PROVEN EXPERTS IN OUR FIELD

•VIRGINIA HOME AND LAND COMPANY IS THE MOST SUCCESSFUL AND LONGEST STANDING REAL ESTATE COMPANY IN THE COUNTIES OF SURRY, SOUTHAMPTON AND SUSSEX, AND HAS REPEATEDLY DOMINATED REAL ESTATE SALES RECORDS IN THESE AREAS.

COMPREHENSIVE AND SPHERE MARKETING

WHEN INITIATING A LISTING WE NOTIFY EVERYONE WHO HAS EXPRESSED AN INTEREST IN PURCHASING PROPERTY TO US, ALL OF OUR PAST BUYERS & SELLERS AND OTHER REAL ESTATE BROKERS. WE ALSO HAVE AN EXTENSIVE REFERRAL NETWORK THAT IS A POWERFUL TOOL IN PROMOTION OF OUR LISTINGS. OUR LISTINGS ALSO BENEFIT FROM A PROFESSIONAL FULL COLOR BROCHURE THAT IS LIBERALLY DISTRIBUTED PHYSICALLY AND ELECTRONICALLY TO INTERESTED PARTIES. THE BROCHURE INCLUDES PROPERTY DETAILS, SITE MAPS AND ADDITIONAL FEATURES.

SOCIAL MEDIA

IN TODAY'S REAL ESTATE MARKET INTERNET PRESENCE IS CRUCIAL. UP TO 85% OF PROPERTY BUYERS GO TO THE INTERNET TO SEARCH FOR PROPERTY. WE ARE EXPERTS AT MARKETING THE INTERNET. AN INTERNET SEARCH FOR SURRY AND SURROUNDING COUNTY PROPERTIES PRODUCES VIRGINIA HOME AND LAND COMPANY AS A CONSISTANT TOP TEN WEBSITE OUT OF HUNDREDS OF THOUSANDS OF SEARCH RESULTS ON MAJOR SEARCH ENGINES. OUR PROPERTIES ARE FEATURED ON MAJOR SEARCH ENGINES INCLUDING; REALTOR.COM; THE VIRGINIA ALLIANCE; HISTORICPROPERTIES.COM; HOMES.COM;

WATERFRONT.COM; PRESERVATIONVIRGINIA.ORG; OLDHOUSEJOURNAL.COM; LANDSOFAMERICA.COM; COUNTRYSTATESOFAMERICA.COM; EQUINE.COM; FIELD AND STREAM;OUTDOOR LIFE;THE LAND REPORT; CHRON.COM FARMS AND RANCHES; TRULIA.COM; LANDWATCH.COM;YAHOO.COM, VAST;ZILLOW.COM; AND LIST HUB THE GLOBAL MLS MARKETING NETWORK. TO SEE HOW LIST HUB WORKS VISIT THIS WEB LINK AND SEE HOW YOUR PROPERTY WILL BE MARKETED GLOBALLY: <http://www.listhub.net>

THE INTERNET HAS MADE THE WORLD A MUCH SMALLER PLACE AND HAS EXPANDED OUT OPPORTUNITES TO MAKE OUR LISTINGS AVAILABLE TO PEOPLE WITH MULTI-CULTURAL BACKGROUNDS. THIS FEATURE ALLOWS OUR ACCLAIMED WEBSITE TO BE MORE EASILY ACCESSIBLE BY INTERNATIONAL SEARCH ENGINES AND ACCESSED BY PROSPECTIVE BUYERS WHO HAVE ENGLISH AS A SECOND LANGUAGE, OFFERING THEM A MORE FAMILIAR AND REASSURING SEARCH EXPERIENCE. ADDITIONALLY OUR EXCLUSIVE WEBSITE ALLOWS OUR CLIENTS ACCESS TO DAILY FEEDBACK ON MARKETING AND CLIENT FEEDBACK.

CONTACT THE TEAM OF VIRGINIA HOME AND LAND COMPANY FOR A FREE, NO-OBLIGATION MARKETING CONSULTATION.

A LIST OF CLIENT AND PROPERTY HISTORY REPORT IS AVAILABLE ON REQUEST.