

IN CELEBRATION OF LUXURY AND ELEGANCE

VOLUME 1 ISSUE 6

# ASPIRE



**HOWARD  
HANNA**  
REAL ESTATE SERVICES

HANNA  LUXURY

# FROM THE PRESIDENT

**W**elcome to the latest edition of Aspire. It's an exciting time for our company and for the incredible communities we serve throughout Virginia and the Southeast.

This year has certainly been challenging for our industry, but as we all know, with great challenges come great opportunities.

In the fall, we unveiled a bold new brand identity. Our refreshed look reimagines the Howard Hanna brand to reflect our commitment to innovation, growth and the communities we serve. Most importantly, it underscores our promise to bring an elevated real estate experience to every client, at every price point and in every zip code.

While we are immensely proud of our 68-year history, our brand evolution marks a new beginning as we align more closely with our teams in the Carolinas, Virginia, and Georgia to strengthen our already dominant position across the region. With its diverse economy, exceptional colleges and universities, and a deeply-rooted military presence in Virginia, the Southeast continues to fuel the vibrancy of our markets.

The luxury real estate sector remains strong, reaffirming that real estate continues to be a preferred

choice for both investment and enjoyment. As a market leader for more than 50 years, we are proud to offer our luxury clients unparalleled connectivity across a growing footprint. As the nation's #1 privately owned real estate company, we provide sellers with exceptional advantages, including elevated visibility in key feeder markets throughout our expanded network.

As a family-owned organization, we remain deeply committed to helping our clients achieve their dreams of homeownership. Our tailored service, proven performance, refined marketing, and genuine client commitment define our 68-year legacy of turning housing aspirations into reality.

We are confident that 2026 will be an exceptional year for real estate. With interest rates stabilizing in the mid-to-high 5% range, inventory growth, and healthy, sustainable price appreciation, our business and our region are poised for meaningful growth.

Thank you for your continued support of our company. Whether you are a lifelong resident or planning to make your home in the Carolinas, Virginia, or Georgia—we warmly welcome you and invite you to discover what truly feels like HOME.



**GARY SCOTT**

President, Howard Hanna Virginia

President, Howard Hanna | Allen Tate-Carolinas



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# A New Look, the Same Promise

## Howard Hanna Rebrands for the Future

### HOWARD HANNA

#### REAL ESTATE SERVICES



Howard Hanna Real Estate Services, the #1 family-owned and-operated brokerage and the 5th largest brokerage in the United States, is proud to unveil a bold new brand identity. Our refreshed look reimagines the Howard Hanna brand to reflect our commitment to innovation, growth and the communities we serve. Most importantly, it underscores our promise to bring an elevated real estate experience to every client, at every price point and in every zip code.

This milestone gives us an updated visual language for today's market while keeping our core promise intact. Howard Hanna is, and always will be, here to deliver exceptional service and trusted guidance to homebuyers and sellers. To us, "luxury" isn't a price tag; it's a standard of care. It means attentive communication, thoughtful design, precision marketing, seamless technology and white-glove support from the first conversation through closing and beyond.



"Today marks an important milestone for Howard Hanna. From the beginning, we've been committed to innovation in the real estate industry. Now, we have the opportunity to reimagine our brand—honoring our legacy while embracing the future and building for the next 70 years," said Howard W. "Hoby" Hanna IV, CEO of Howard Hanna Real Estate Services. "This rebrand is not about changing who we are—it's about reflecting who we've become. With this fresh look, we're reaffirming our dedication to the communities we serve and to providing an unsurpassed real estate experience for every client we help find their way home."



Over the decades, Howard Hanna has grown from a single office in Pittsburgh into a real estate powerhouse across the United States. Our new brand reflects that evolution, honoring our rich legacy while bringing fresh energy to the future of real estate. The rebrand features a renewed visual identity, including an updated logo, refined color palette, and modern design system. Alongside the new look, we've unified our brand voice across all channels and markets, so every touchpoint feels elevated, consistent and client-centered.



At the heart of this work is the same mission that has guided Howard Hanna since day one: to help people find their way home. As we begin this next chapter, we remain committed to leading with integrity and innovation—and to delivering a best-in-class experience to every client we serve.

Explore the new brand and see what's ahead at [Legacy.howardhanna.com](https://www.legacy.howardhanna.com).



# Winter Wonderlands

From vineyard estates glowing at dusk to waterfront inns where time moves slower, to mountain spas and sun-drenched island escapes, winter opens the door to a different kind of luxury — intimate, intentional, and deeply renewing.

## WINE COUNTRY IN WINTER: FIRESIDE LUXURY & QUIET ESTATES

Winter reveals  
the quietest  
and most  
refined side  
of Virginia  
wine country.

Winter slows Virginia wine country to its most intimate, elegant pace. Snow-kissed vines, glowing fireplaces, and serene tasting rooms create a setting that feels private, personal, and effortlessly luxurious. This is the season when the crowds thin, the wines deepen, and the experience becomes richer, quieter, and more refined.

### FEATURED DESTINATIONS

- Pippin Hill Farm and Vineyards – panoramic winter views, barrel-room tastings
- Early Mountain Vineyards – elevated, chef-led tasting experiences
- King Family Vineyards – mountain scenery + refined reds
- Bluemont Vineyards – greenhouse/igloo winter seating

### WINTER PAIRINGS

- Reserve reds + local cheeses
- Sparkling whites with coastal seafood
- Barrel tastings for wine collectors
- Small-lot, chef-selected pairings



## CHESAPEAKE & NORTHERN NECK: COASTAL QUIET, ELEVATED STAYS

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Winter softens the coastline, revealing a calmer, quieter Chesapeake experience. Gentle waves, empty beaches, and boutique inns create an atmosphere of refined simplicity. This is the season when the water is at its most peaceful — perfect for long walks, waterfront dining, and restorative weekends away.

### FEATURED DESTINATIONS

- The Tides Inn, Irvington – waterfront serenity, spa, elevated dining
- Cape Charles luxury inns – crisp views, private courtyards, quiet charm
- Reedville and Irvington escapes – small-town warmth + water access
- Private oyster experiences for culinary travelers

### COASTAL WINTER EXPERIENCES

- Scenic shoreline walks
- Boutique shopping + local art
- Oyster farm tours
- Intimate waterfront dining

Along the  
winter coast,  
luxury  
becomes  
wonderfully  
uncomplicated.



## THE MOUNTAIN WELLNESS RESET: BLUE RIDGE CALM & ELEVATED RETREATS

---

Silence.

Space.

Comfort.

The mountains  
give you room  
to breathe again.

Winter in the mountains is grounding in a way few places can match. Crisp air, misty overlooks, and quiet forest trails invite stillness — while luxury lodges and world-class spas elevate the entire experience. It's the perfect season for clarity, restoration, and slow living.

### FEATURED DESTINATIONS

- Primland, Auberge Resorts – spa rituals, stargazing, mountain suites
- Salamander Resort and Spa – equestrian paths, wellness, indoor spa luxury
- Wintergreen Resort – scenic views + cozy après experiences
- Blue Ridge and Asheville border retreats – intimate, private wellness stays

### WINTER WELLNESS EXPERIENCES

- Thermal + hydrotherapy rituals
- Hot-stone + aromatherapy massages
- Guided nature walks and mindfulness sessions
- Elevated, clean mountain cuisine



## THE OUTER BANKS IN WINTER: QUIET LUXURY BY THE SEA

---

Winter transforms the Outer Banks (OBX) into one of the East Coast's most peaceful and captivating coastal escapes. With summer crowds gone, OBX reveals its most refined personality — endless empty beaches, dramatic dunes, quiet coastal towns, and stunning winter sunrises.

### FEATURED DESTINATIONS

- Corolla - private oceanfront estates, soundfront homes, exclusive neighborhoods
- Duck - boutique inns, quiet walkable villages, elevated coastal dining
- Southern Shores - serene residential retreats ideal for couples and small groups
- Roanoke Island / Manteo - charming historic inns, arts, culture, and waterfront views

### WINTER OBX EXPERIENCES

- Private chef dinners inside oceanfront homes
- Wild horse tours in Corolla (best done off-season)
- Lighthouse + village tours without peak-season traffic
- Soundfront sunset photography and drone-worthy landscapes

In winter,  
the Outer Banks  
becomes  
beautifully  
still — a  
coastline meant  
to be savored.

# BUILDING BEAUTIFUL SMILES

**REDISCOVER YOUR BEST SELF THIS SEASON  
WITH CARE THAT FEELS AS GOOD AS IT LOOKS.**



**“IT’S ABOUT MORE THAN  
TEETH, IT’S ABOUT TRUST,  
COMFORT, AND THE  
CONFIDENCE THAT COMES  
FROM FEELING YOUR BEST.”**

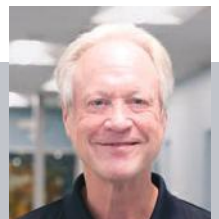
—Dr. Ronald C. Fuhrmann

As autumn’s glow turns to the sparkle of the holidays, comfort and confidence begin with a smile you can trust.

For more than 40 years, Dr. Ronald C. Fuhrmann and his team, now joined by Dr. Michelle Bruttén, have helped Virginia Beach families achieve healthier, more radiant smiles through a blend of experience, innovation, and genuine care. A leader in general and restorative dentistry, Dr. Fuhrmann unites advanced technology with time-honored precision from preventive care and natural restorations to smile-enhancing cosmetic treatments, all guided by one principle: quality care delivered with honesty and comfort.

Among the few in the region certified to provide Botox® therapy for TMJ and migraine relief, Dr. Fuhrmann offers a holistic approach that restores both function and confidence. His practice, now offering half-day Fridays, continues to make exceptional care more personal, more relaxed, and more refined.

RONALD C. FUHRMANN, DDS



216 Business Park Drive, Suite A, Virginia Beach, VA 23462

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# *Luxury Underfoot: The Foundation of Home*

The foundation of every luxury home begins underfoot. Flooring sets the stage for daily comfort, family gatherings, and effortless entertaining. From polished hardwood that warms open living spaces, to plush carpets that invite relaxation, to sleek tile and luxury vinyl plank (LVP) perfect for kitchens and entertaining areas — the right flooring doesn't just complete a home, it elevates it. Flooring chosen with care blends style with durability, creates seamless transitions between lively celebrations and quiet nights, and makes every step an experience in refinement and everyday joy.



# INSIGHTS FROM THE EXPERTS

## FLOORING PHILOSOPHY



### CURRENT FLOORING TRENDS:

- Carpet comeback — higher-end carpets are trending for bedrooms.
- Engineered hardwood — instantly elevates dining or entertaining spaces, especially when replacing carpet.
- Luxury vinyl plank (LVP) — stylish, durable, and a top choice for families who love to entertain.
- Wide planks (7-9") — more popular than ever, creating an expansive, elegant look.
- Warm neutrals replacing gray tones — the new palette of approachable elegance.
- Radiant heat floors — the ultimate luxury on cold Virginia mornings.

### DESIGNER'S TIPS FOR ENTERTAINING SPACES

- Wide planks expand the feel of open rooms.
- Engineered hardwood = elevated dining and entertaining.
- Warm neutral tones = timeless elegance.
- Radiant heat = a cozy, unexpected luxury.
- Area rugs, borders, and inlays = small details with big impact.





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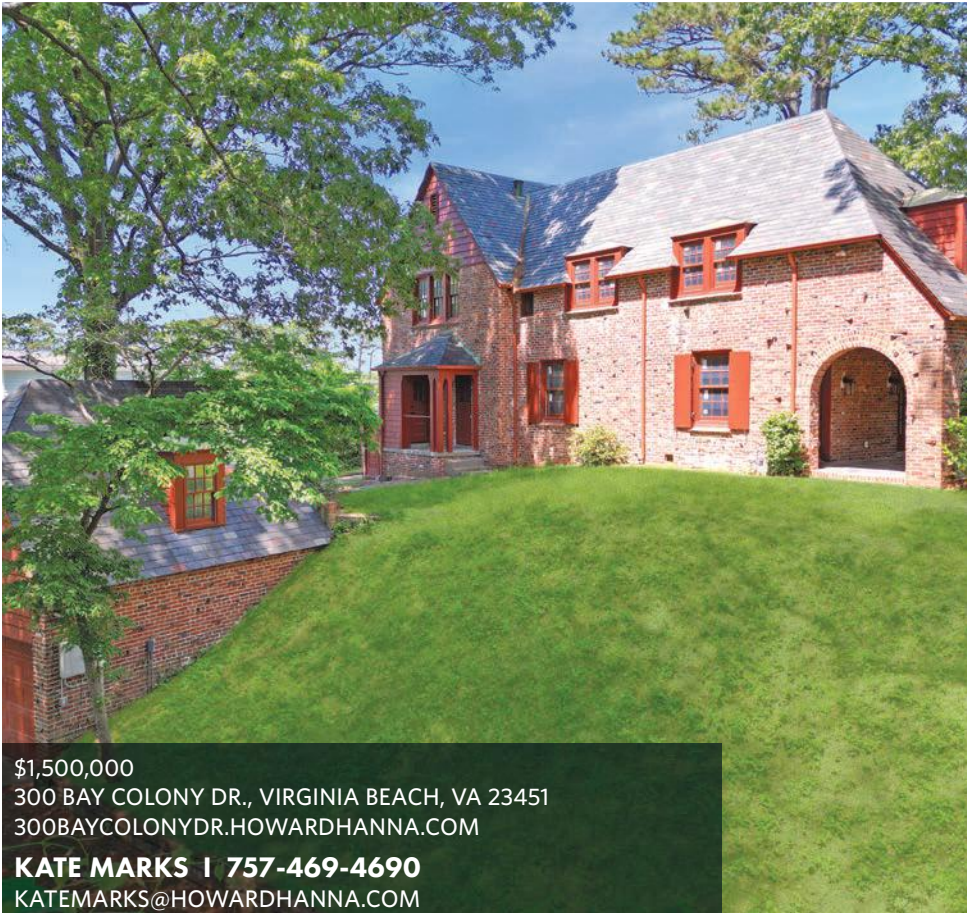


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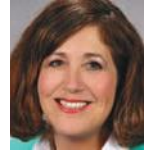
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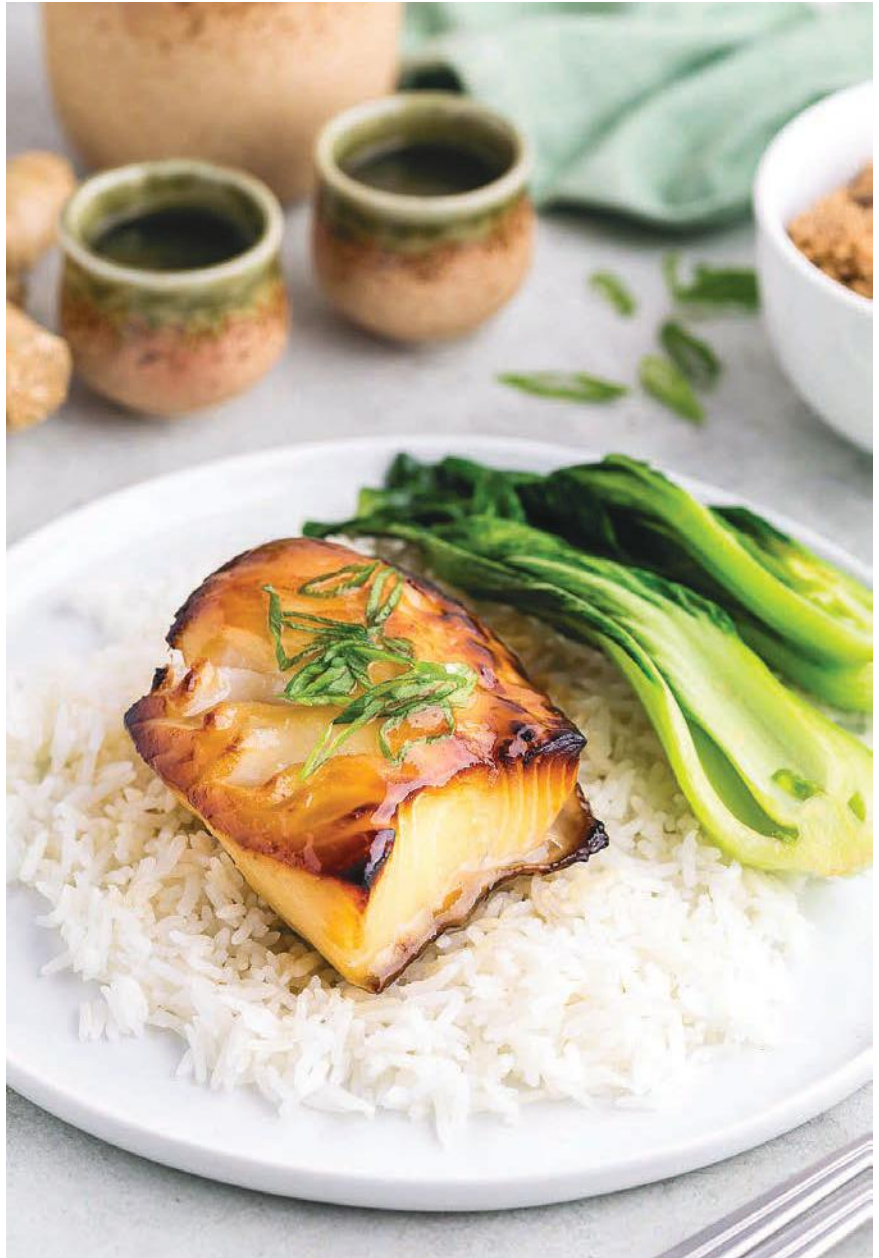
# Miso Roasted Chilean Sea Bass

**INGREDIENTS:**

- 1/4 cup mirin.
- 1/4 cup sake.
- 1/3 cup miso paste.
- 1/3 cup cane sugar.
- 2 lb Chilean Seabass (4-8 oz filets).

**DIRECTIONS:**

- Boil the mirin and sake for 3 min.
- Add in sugar and miso. Cook a couple min without boiling. Let it cool.
- Pour it all over your fish, cover it VERY tightly and marinate for 24 -48 hrs in fridge.
- Broil it (7 min) but every oven is different so keep an eye out.



**WINE PAIRING OPTION:**  
Albariño or Sauvignon Blanc

Clean minerality + citrus notes make either choice a perfect complement to the dish.

## Meet the Chef

Terence Michael Tomlin Sr.



- 2021 Breaking Bread National Champion
- 2019 Maryland Foodie Fest Seafood Competition Champion
- Featured on WKTR Channel 3 Hampton Roads
- Former Executive Chef of Hawthorne Washington, DC
- Ritz Carlton Pentagon City Alumni

# Winter Paloma



## INGREDIENTS

(Serving: 1)

- 2 parts tequila
- 1 part grapefruit-sage syrup (see Editor's Note)
- 1 part fresh lime juice
- 3 dashes grapefruit bitters
- 1 part soda, to top

Garnish: sprig of sage

## DIRECTIONS

1. Add all ingredients except the soda water to a shaking tin.
2. Add ice, and shake until chilled.
3. Strain over ice into a Collins glass.
4. Top with soda and garnish with a sprig of fresh sage.

## EDITOR'S NOTE

Grapefruit-Sage Syrup

- 1 cup fresh grapefruit juice
- 1 cup sugar
- 20 sage leaves, torn into small pieces

In a saucepan over low heat, combine the fresh grapefruit juice with sugar and sage leaves. Heat until the sugar is dissolved, about 5 minutes, and let cool. Strain out the sage leaves, then bottle and refrigerate for up to 3 weeks.

# Culture & Collectors

## A LEGACY OF LOCAL ART AND TIMELESS DESIGN

Beach Gallery is inspired by everything local — the people, the artists, and the pulse of Virginia Beach itself. Inside the bright, coastal-inspired space, the gallery exhibits 60-70 local artists at any given time, rotating collections every few months to keep the experience fresh. Founded in 1979 as a small workshop called 'Just Fiddlin' Around,' Beach Gallery has evolved into one of Virginia Beach's most dynamic art and custom framing destinations. With over four decades of experience, their team has collaborated with MOCA, the Virginia Arts Festival, and the Neptune Festival. Every Second Friday, the gallery comes alive with artist demonstrations, new exhibits, and the creative energy that has defined its legacy.



Orange Blooms



Marsh Landscape



Blue Coastal Horizon



Hydrangea



Beach Gallery | 313 Laskin Rd., #104, Virginia Beach | [beachgalleryvb.com](http://beachgalleryvb.com) | Tues-Sat, 10-6 PM | Free Parking Behind Gallery.

# BRING THE *Bloom* BACK HOME

After years of quiet neutrals, color and botanicals are stepping back into the living room, soft, sophisticated, and deeply livable. Florals aren't fussy here; they're curated: one confident pattern, grounded by textured drapery, natural fiber rugs, and edited styling. The result is what clients want now, warmth, personality, and rooms that hug during the winter and feel fresh when spring arrives.

This look leans on thoughtful tailoring: contrast tape on panels, bullion or micro-welt on upholstery, and bespoke roman shades that sit like couture. Murals and canopies bring romance, while sea-glass blues and garden greens keep everything calm. It's a gentle rebellion against sameness beauty that's meant to be lived in.

A couture canopy brings romance— kept serene with tone-on-tone textiles and sea-glass trims.



Visit the showroom at 321 Laskin Rd, Virginia Beach, or call 804.919.1488 to schedule a consultation.

# Vignettes & How-To



One hero print, grounded by textured panels and quiet solids.



A mural reads like art—best in entries, dining nooks, or bedrooms.



Dress the window like couture—tailored romans, crisp banding, fresh blooms.



Clean silhouettes keep florals feeling modern.

- Pick one hero print. Let everything else support it.
- Mind the math: vary scale—mural (xl), drapery (l), chair (m), pillow trim (s).
- Tailor it: tapes, welts, and banding create an instant custom finish.
- Ground the sweet: jute, sisal, and matte metals keep it sophisticated.
- Season-proof: blues and greens read fresh in spring, cozy in winter.



# YOUR EVENT SHOULD BE AS ICONIC AS YOU

With exceptional cuisine, intimate ambiance, dynamic live entertainment, and packages for any occasion, Quemar is the perfect backdrop for your celebration.

SCAN TO BEGIN PLANNING A TRULY UNFORGETTABLE EVENT.



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