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FEBRUARY 2026

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6 Years in Review

ANNIVERSARY EDITION

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THE YEAR OF RELENTLESS GROWTH



BY GABE CHANDLER

Welcome to 2026. A new year, a fresh start, and another opportunity to push the limits of what's possible in your business and your life.

But before we rush forward, let's get one thing straight—**success doesn't happen by accident.** It's the result of **intention, discipline, and the relationships you cultivate along the way.**

What Real Producers Is All About

If you're holding this magazine, you're not just any agent. **You're one of the best.**

Real Producers isn't about mediocrity. It's about the agents who **set the pace, raise the standard, and drive the market forward.** It's about those who **show up, build relationships, and play the long game.**

That's why this platform exists—not just to **recognize top Realtors, but to connect them.**

- To **introduce** you to the industry's top professionals.
- To **strengthen** your network with partnerships that elevate your business.
- To **inspire** you with the stories of those who have built something extraordinary.

Because in this business, **who you know is just as important as what you know.**

2026: The Year to Expand, Evolve, and Execute

If last year was about grinding, this year is about **growth.**

Ask yourself:

- **What's your next level?**
- **Where are you playing small?**
- **Who do you need in your corner to reach your biggest goals?**

The agents who will dominate in 2026 are the ones who **put themselves in the right rooms, around the right people, and take relentless action.**

This year, let's commit to something bigger than transactions. **Let's commit to legacy, impact, and mastery.**

This is the year you separate yourself. This is the year you sharpen your axe.



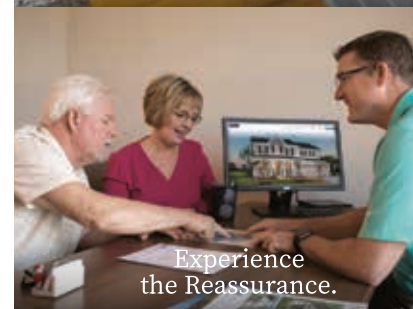
Welcome to 2026—**let's make it your best year yet.**

Gabriel Chandler

Publisher
Cape Fear and Brunswick
Real Producers



Experience the Details.



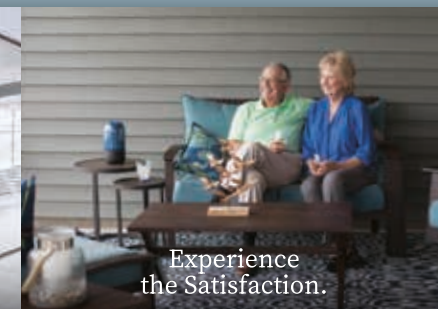
Experience the Reassurance.



Experience the Appeal.



Experience the Vision.



Experience the Satisfaction.

① Selling in Bolivia, NC

Final Opportunities Remaining!

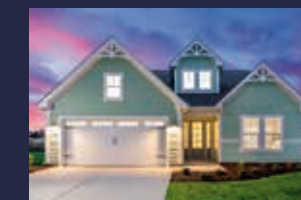
Another fine community with quality homes built by Chesapeake Homes in Bolivia, NC. Brunswick County is perfect for buyers looking for a serene atmosphere that is also a quick trip away to nearby beaches like Holden or Ocean Isle Beach.



GOOSE MARSH
BOLIVIA, NC

② Selling in Calabash, NC

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OF THE CAROLINAS
BY CHESAPEAKE HOMES

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Riverwalk
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LELAND, NC

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TERRAPIN

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TOP AI TOOLS RESIDENTIAL AGENTS WILL USE IN 2026



Artificial Intelligence is still finding its way into our day-to-day lives and making work more productive. Here are some examples of what we expect to help agents in the future.

AI CRMs (Your Digital Assistant)
Automatically score leads, follow up by text/email, and tell you who to call next. Less admin, more closings.

Predictive Seller Tools
AI identifies homeowners likely to sell before they list—based on equity, life events, and behavior. A major listing advantage.

AI Listing & Marketing Creation
Instantly generate listing descriptions, social posts, ads, and email campaigns optimized for SEO and conversions.

Virtual Staging & AI Tours
Digitally stage empty homes, enhance photos, and create 3D/AI walkthroughs faster and cheaper than traditional methods.

Smart Pricing & Market Insights
AI analyzes hyperlocal data to support pricing, timing, and negotiation with visuals sellers understand.

24/7 AI Chatbots
Answer buyer and seller questions, schedule showings, and capture leads around the clock.

Overall, these AI tools are expected to become everyday infrastructure for residential real estate agents in 2026, handling much of the repetitive, time-consuming work that traditionally limits productivity. Used effectively, they help agents respond faster, target the right buyers and sellers, market listings more professionally, and price homes with greater confidence. The biggest impact isn't replacing the agent, but amplifying the agent's time, consistency, and decision-making, allowing professionals to focus on relationships, negotiation, and guidance—where human expertise still matters most.

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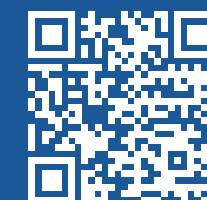


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PARTNER SPOTLIGHTS

The Businesses that make Real Producers possible

We're excited to bring you our "Partner Spotlights", celebrating our incredible business partners! Each partner featured has played a crucial role in the success and sustainability of Cape Fear Real Producers. Their support has been a cornerstone in our journey, helping us bring inspiring real estate stories to you. Each one represents a

pillar of support, innovation, and collaboration that keeps our magazine at the forefront of the real estate industry. From financial experts to home service professionals, each has added unique value, shaping our magazine into a beacon for the real estate community. Join us in applauding their dedication and commitment.



Farm Bureau
March 2020

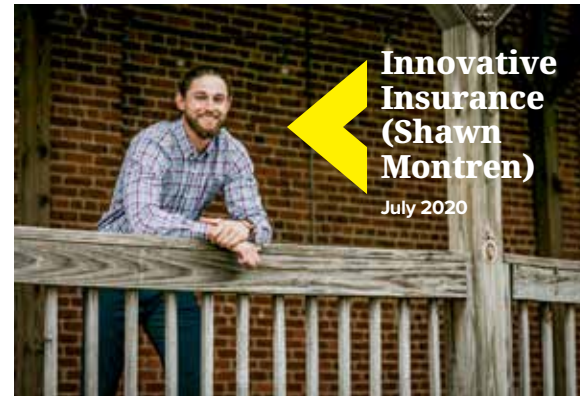


Alpha Mortgage (Michael Lopez)
February 2020



Alford Septic
June 2020

College Hunks Hauling Junk (Jeff Moss)
September 2020



Innovative Insurance (Shawn Montren)
July 2020



Clouser Law (Zach Clouser)
October 2020



Movement Mortgage (Team Washington)
February 2020



Miracle Movers
May 2020

Hutchen's Law (Terry Hutchens)
August 2020



On Q Financial (Richard Lytle)
November 2020

Real Clean Exteriors (Chris Harman)
February 2021



Alpha Mortgage (Stacey Shaw)
January 2021



Southern Choice Real Estate Academy (Lee Eatmon)
December 2020

Alpha Mortgage (Tara Stewart)
May 2021



Coastline Insurance Southport
June 2021

Coastline Insurance Oak Island
August 2021



Long's Septic
October 2021



Alpha Mortgage (Joey Milam)
November 2021

The Roof Maker
April 2021



Alpha Mortgage (Kathryn Jennings)
July 2021



T.J. Drechsel
December 2021



Starheel Properties
(Courtney Devlin)

May 2022



Few Moves
(Jimmie Shipp)

April 2023



Alpha Mortgage
(Laura Elkins)

March 2022



On Q Financial
(Richard Lytle)

April 2022



FinPoint Insurance Group
(Adam Litton)

September 2022

TowneBank Mortgage
(David Macaione)

March 2023



Patriot Roofing Company
(Stephanie Bolton)

May 2023



Farm Bureau Insurance
(Ken White)

August 2023



Nation's Lending
(Jeff Williams)

January 2022



Miracle Movers

June 2022



Alpha Mortgage
(Noah Lambert)

August 2022



Nation's Lending (Jeff Williams)

November 2022



Miracle Movers

December 2022



Don Bullard Insurance

January 2023



Coastline Insurance
(Jonathan Peele)

June 2023



Barbara M. Williams Accounting & Tax Services

May 2023



Motto Mortgage Secure Choice
(Blakley Huntley)

September 2023



Monarch Mortgage
(Bryan Parker)

October 2023



Sierra Pacific
(Jeff Williams)

November 2023

My Carolinas Insurance
(Ryan Hales)

December 2023



Alpha Mortgage
(Jeanna Cash)

October 2022





**Caliber Home Loans
(Richard Lytle)**
February 2024



**Seahawk Inspection
Services (Matt Skiba)**
March 2024



**Don Bullard
Insurance
(Annette Riutort)**
March 2024



T.J. Drechsel
April 2024



**Success Mortgage
Partners (Jeff
Williams)**
May 2024



**Guaranteed Rate
(Tom O'Neill)**
July 2024



A.B. Miller Law
November 2024

**Amerispec
Inspection Services**
August 2024



**Southern Moving
& Storage**
December 2024



A+ Pro Services
October 2024



**April Jones Insurance
(Sam Shields)**
September 2024



**Coastal
Carrier
Moving
and
Storage**
February 2025

**A.B.
Miller
Law, PLLC**
July 2025



Jonathan Peele
September 2025



Perez Flooring Solutions
August 2025



Finpoint Insurance
December 2025



David Starling
November 2025



Mark Allen
October 2025



**Patriot Roofing
and Exteriors**
July 2025



DOING GOOD IN THE COMMUNITY

We're shining a spotlight on the heartwarming "Doing Good in the Community" section! Over the past six years, we've featured remarkable real estate agents who are not just top producers but also champions of charity and community service. Each featured agent has gone above and beyond in giving back, running charities, and spearheading organizations that have made a lasting impact in their communities. Their dedication to making a difference is truly inspiring. This special section showcases their photos, a testament to their

tireless efforts and generous hearts. These agents exemplify the true spirit of community involvement and philanthropy. From organizing charity events to volunteering for local causes, these agents have shown that real estate is more than just selling homes; it's about building and nurturing the community. Let's celebrate these community heroes who have enriched lives and made the Cape Fear region a better place for everyone. Here's to their continued efforts to spread kindness and positivity!



Vicki Sturgill
March 2020



John Mohr
February 2020



Sarah Smith
June 2020



Sherol Lappala
May 2021



Nancy Boston
August 2021



Nancy Smith
September 2021



Doug Oakley
July 2020



Melony Rice
August 2020



Cindy Young
September 2020



Anna Arlington
October 2020



Myles Williams
April 2023



Heather Lamora
April 2024



Nicholas Newell
December 2024



Stephanie Deese
October 2024

Tammy Littlejohn
April 2025

Christian Kohler
October 2025

Jennifer Anderson
March 2025

Melissa Bell
May 2025

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LEADERS IN

THE OFFICE

We're honoring the incredible agents featured in the 'Leaders in the Office' section over the last six years! These agents are more than just top producers; they're trendsetters, innovators, and mentors who have shaped the Cape Fear real estate landscape. Each one, with their unique approach and

unyielding dedication, has raised the bar for excellence in the industry. They're the driving force behind their offices and a guiding light for their peers. Here's to many more years of outstanding leadership and success!



Carol Averitte
May 2020



Crystal Babson
November 2020



Debi Dolan-Prince
April 2021



Kurt Bonney
July 2022



Stephen Kane
March 2023



Robin Hess
May 2023



Lynn Gulledge
October 2021



Michael Braddock
May 2022



Paula Ogden
June 2023



April Annas
August 2023



Lori Speight
July 2024





Carrie Kinney
February 2025



Debi Gallo
June 2025



Kathy Sherman
July 2025



Jabin Norris
August 2025



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David Starling

Branch Manager / Sr. Mortgage Consultant
NMLS# 119565
david.starling@highlandmtg.com
(910) 620-3210



COVER STORIES

Step into the world of real estate royalty with the Cape Fear Real Producers "Cover Stories"! This is a homage to the top-notch agents who have graced our magazine's cover over the past six years, showcasing their journey, achievements, and impact on the Cape Fear real estate scene. Each cover story is a chapter of excellence, narrating how these agents have redefined industry standards with their dedication,

expertise, and innovative approach. Their stories are not just of individual success but of shaping the future of real estate in our region. Join us in celebrating the accomplishments and inspiring tales of these real estate leaders who have not just sold properties but have also built dreams and fostered communities.



Anna Marie Kozel
June 2020



Kim Skipper Anderson
February 2020



Libba Motsinger
April 2020



Hank Troscianiec
March 2020



Sarah Harris
July 2020



John Hamilton
August 2020

Alan Holden
May 2020



James Diaz
September 2020

Jerry Helms
January 2021

Kathy MacNish
May 2021



Laura Hewett
June 2021



Ginger Dunn
July 2021



Lindsey Jenkins
February 2021



Frances Warner
December 2020



The Legacy Team
April 2021



Jack Hamilton
August 2021



Barbara Andrews
November 2020

The Cheek Team
October 2020





Eddy Jones
September 2021



Alan Holden
January 2023



Burt Elmore
October 2021



Hank Troscianiec
December 2021



Michele & Eddie Schaack
November 2021



Frances Warner
November 2022



Denise Young
December 2022



Jeff Domin
March 2023



Brooke Rudd-Gaglie
July 2023

Living Coastal Team
January 2022



Ryan Powers
March 2022



Lynn Gulledge
April 2022



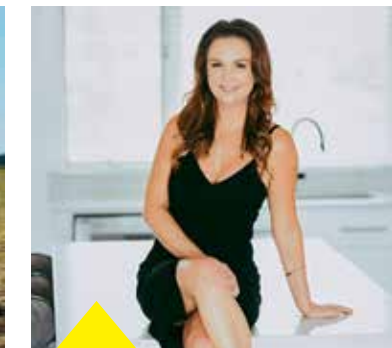
David Wray
May 2022



Doug Oakley
June 2022



The Andrews Team
August 2022



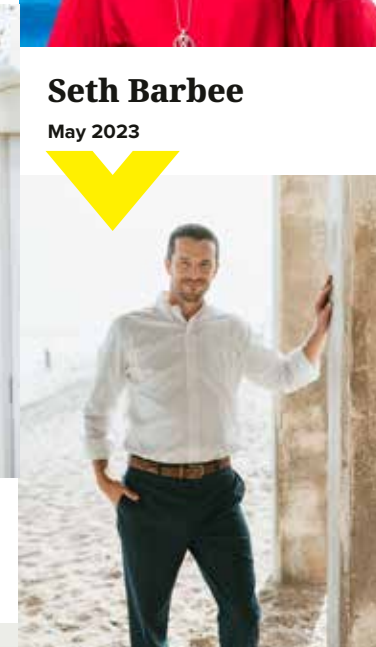
Crystal Babson
September 2022



Kim Anderson
October 2022



Wanda Adkins
April 2023



Seth Barbee
May 2023



Jack Hamilton
June 2023



Lindsey Jenkins
October 2023



Katherine Wooten
August 2023



Burt Elmore
September 2023

Team Natalie & Howie
December 2023



Colleen Teifer
May 2025



Suzanne O'Bryant
November 2023

Team Rosie & Denise
February 2024



Zack Bryant
September 2025



Kathy Ross
March 2025

Jones Team Realty
May 2024



Team Gale
April 2024

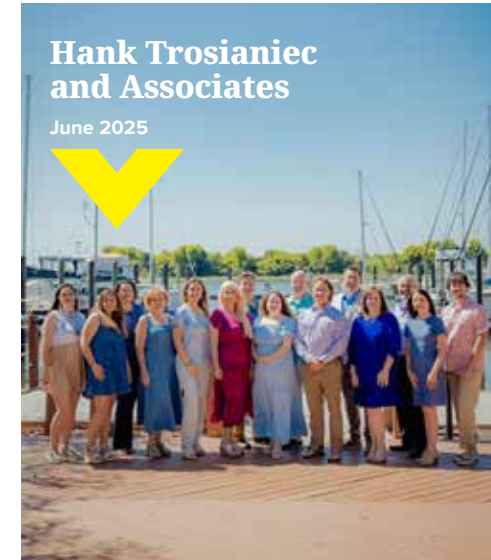
Aimee Freeman
March 2024



Kim Skipper Anderson
July 2024



Hank Trosianiec and Associates
June 2025



Suzanne Polino
August 2025



The Cheek Team
October 2024



Anne Arnold
June 2024



Thirty 4 North Properties Group
December 2024



Team Selling Sand
July 2025



Frances Warner
September 2024



Jonathan Ennis
September 2025



Anna Marie Koziel
September 2025



Kate Hester and Cory Nedley
October 2025



Matthew Kane
December 2025



RISING STARS

Get ready to meet the future of real estate! This special section shines a light on the up-and-coming agents who have made their mark as 'Rising Stars' over the past six years. These individuals are not just new to the industry; they're redefining it with their fresh perspectives, innovative approaches, and remarkable achievements. Each Rising Star has brought

something unique to the table, demonstrating that success in real estate isn't just about experience; it's about passion, drive, and the willingness to learn and grow. Join us in applauding these exceptional talents! Their journey so far is just the beginning, and we can't wait to see how they continue to excel and innovate in the years to come.



Kristen Aroner
February 2020

Lindsey Jenkins
March 2020



Justin Kinlaw
April 2020



Colleen Teifer
May 2020



Karen Mitchell
June 2020



Myles Williams
July 2020



Mike & Beth Crowell
August 2020



Melissa Klein
September 2020



Mary Carneiro
October 2020



Caitlin Saunders
November 2020



Valerie Earman
December 2020



Cheryl Wagner
January 2021

Marty Ferrell
February 2021



Stephanie Blake
April 2021



Andy Bronstein
June 2021



Diana Anderson
November 2021



Sheila Connor
October 2021



Pat and Guy Roth
September 2021



Brandon Brodsky
July 2021



Megan Fogel
January 2022

Michael and Beth Rogers
December 2021



Jesse McCrery
March 2022

Anna Almond
April 2022





Troy Hill
May 2022



Daniel Ward
June 2022



Suzanne O'Bryant
August 2022



Mandy Pope
March 2023



Edwin Burnett
April 2023



Steve Prokop
June 2023



Ronnie Russell
May 2023



The Daigle Boisvert Team
September 2022



Tami Rash
July 2022



Mia Bryans
October 2022



Julie Popichak
July 2023



Claire Yoder
October 2023



Kathy Trimble
August 2023



Susan Forrester
November 2022



Christine Luciano
December 2022



Todd Holleman
January 2023



Ramona Waldecker
September 2023



Holly Stacy
November 2023



Amberlee Powers
December 2023



Sharon Robinson
February 2024



Margie Mueller
July 2024



Rhonda Kelly
June 2024



Brandon Thomas
March 2024



Stephanie Reeves
September 2024



Michelle Robson
April 2024



Margie Mueller
July 2024



Jannette Raupp
August 2024



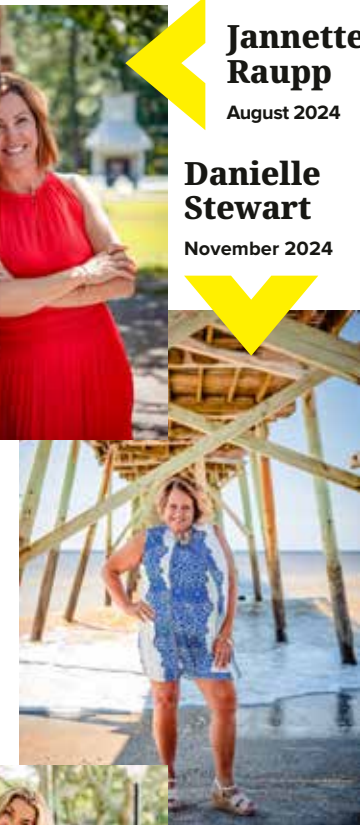
Danielle Stewart
November 2024



Ashley Long
December 2024



Lisa Piazza
May 2024



Crystal Austin
October 2024



Susan Leach
February 2025



Jeff Lott
June 2025



Jayne Kipke
September 2025



Chris Grocott
March 2025



Jenny Enter
July 2025



Holly Biggs
October 2025



Karen Wirzulis
April 2025



Jennifer Ronan
December 2025



Kristen Lueck
May 2025



Kimberly Crouch
August 2025



Carol Ciuillo
August 2025



Marc Stollings
November 2025

SPECIAL FEATURES

We're revisiting our "Special Features", celebrating remarkable real estate agents featured over the last six years! These stellar agents are the movers and shakers, the visionaries, who've significantly impacted the real estate landscape in Cape Fear. Their unique approach, exceptional skills, and undeniable presence distinguish them in this dynamic market. Their photographs are a nod to their inspiring journeys and

successes in the real estate world. From groundbreaking marketing tactics and unparalleled client services to impressive sales records and out-of-the-box problem-solving, these agents have redefined what it means to be successful in real estate. Let's celebrate these exemplary agents' dedication and their unforgettable impact on our community. Here's to their continued success and influence!



Edwina St. Pierre
April 2020



David Wray
June 2021



Cathy Riddle
August 2022



Teresa Boyd
September 2021



Margaret Bowen
January 2022



Chris Creekmore
April 2022

**The Real Team
(Craig and Cheryl Helmecki)**
July 2022



Edie Lindsey
July 2021



Tom Saffioti
August 2022



Katherine Wooten
September 2022



Suzy Polino
November 2022



BJ Ellender
March 2023



Kelly Stuart
April 2023



Marty Lanier
October 2022



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(Lary and Cory Ellis)**
December 2022

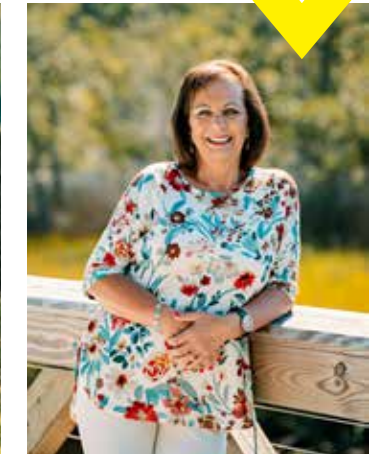


**Gay Atkins &
Brenda Vrooman**
June 2023

Brian and Morgan Quinn
November 2022



Michele Johnston
January 2023



Seth Robbins
July 2023

Laura + Tony
Residential Real Estate
September 2023



Kimberly Lank
October 2023



Jenna Kazmierczak
December 2023



Wyndi Gundrum
December 2023

Pat Wisdo
February 2024



Ginger Harper Real Estate Group
May 2024

Kelly Sloop DeVane
June 2024



Dana Lewis
August 2024

Capital to Coast Realty
November 2024



Joette Lee
May 2025

Andra Browning
June 2025



Amanda Farabow
September 2024



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