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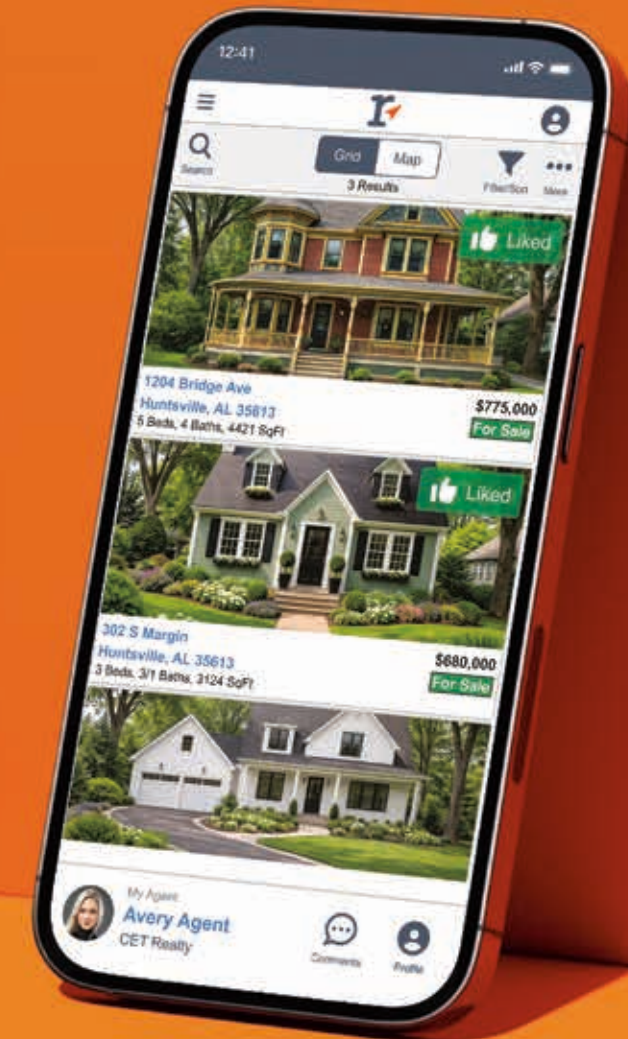
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## There's something about June in North Alabama that feels full of momentum.

The days get longer, calendars get fuller, and the market seems to pick up a different kind of energy as we move deeper into summer. Open house signs stay out later, patios fill up after closings, and conversations start shifting from “What’s happening?” to “What’s next?”

And if the first half of 2026 has shown us anything, it's that Huntsville continues to stand in a category of its own.

While many markets across the country are experiencing hesitation tied to mortgage rates and affordability concerns, Huntsville continues to show resilience thanks to steady population growth, strong job expansion, and ongoing development throughout North Alabama. Inventory has continued to rise modestly this year, giving buyers more options than they've had in recent seasons, while home values have remained remarkably stable. Industry experts are predicting a balanced summer market for Huntsville — one where well-priced homes still move quickly, buyers gain a little more negotiating room, and demand remains strong in key growth areas across Madison County.

What I think we'll continue to see throughout June and into the second half of the summer is confidence

returning to the market. Not the frenzy we saw several years ago — but something healthier. Buyers are becoming more strategic, sellers are becoming more realistic, and agents who know how to adapt, educate, and lead well are continuing to rise to the top. In many ways, this market rewards professionalism more than ever before.

That's part of what makes this community so exciting to watch right now. Huntsville isn't slowing down. Between new development, continued economic investment, and the caliber of professionals leading this industry locally, the future of North Alabama real estate still feels incredibly bright.

This month's issue is a reflection of that momentum — the people creating it, the businesses supporting it, and the relationships continuing to move this community forward. As always, thank you for being part of what makes Real Producers North Alabama so special.

Here's to long summer nights, strong momentum, and an even stronger second half of 2026.

Cheers,  
**Deanna**

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A NEW CHAPTER  
IN REAL ESTATE:

Meet *Danielle Miller*

Newly licensed in March 2026, Danielle Miller brings a strong background in property management and a genuine passion for helping people into her real estate career. Before making the leap into real estate, Danielle spent four years in property management, where she built lasting relationships within the communities she served and developed a deep appreciation for helping people feel at home. While she loved the experience, she always knew she was meant to take an even bigger step toward helping clients through one of life's most important milestones.

Today, Danielle is passionate about guiding buyers, sellers, and investors through the real estate process with confidence and excitement. Known for her outgoing personality and strong people skills, she loves connecting with others and creating meaningful relationships with her clients. She is especially passionate about negotiating the best possible deals and ensuring her clients feel supported every step of the way.

Danielle spent her childhood in Boston, Massachusetts, before moving to Atlanta, Georgia, where she spent her teen and college years. She has proudly called Huntsville home for the past five years and loves being part of the city's rapid growth and vibrant community.

Outside of real estate, Danielle was recently married in May and enjoys spending time with her husband and her two Pomeranians, Blair and Lady. Whether she's networking, exploring the community, or helping clients find the perfect place to call home, Danielle brings energy, authenticity, and heart into everything she does.

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# Beth Medley

BUILT ON INTEGRITY,  
POWERED BY COMMUNITY

There's a certain kind of confidence that can't be manufactured. It doesn't come from scripts, sales tactics, or social media polish. It comes from experience, consistency, and decades of showing up for people long before there was ever a commission attached to it.

That's the kind of confidence Beth Medley brings to real estate.

Long before she became one of the top-producing agents in Alabama, Beth was already deeply woven into the fabric of North Alabama. Born in Decatur, raised in Huntsville and Madison, and later settling in East Limestone with her husband David to raise their family, Beth has spent a lifetime learning the rhythms of this region — not just the neighborhoods, but the people.

Today, as a solo agent with Keller Williams Realty Huntsville, Beth has closed more than \$96.9 million in career volume across more than 275 transactions. In 2024 and 2025, she earned

recognition as the #5 Individual Agent in Alabama for Keller Williams and has held the title of Top Solo Agent at Keller Williams Huntsville since 2023.

But ask Beth what matters most, and the conversation quickly shifts away from production numbers. It shifts to family, community, and to the responsibility she feels toward every person who trusts her during one of the biggest moments of their lives.

*"I've never considered myself a salesperson," Beth says with a laugh. "I still don't."*

That answer feels surprising at first — until you spend time talking with her. Then it makes perfect sense.

Beth's career wasn't built on selling. It was built on service.

Before entering real estate, she spent decades as a C-suite executive overseeing accounting, contracts, HR, compliance, mergers and acquisitions, and corporate governance for Department of Defense and NASA contractors throughout the Huntsville



“

I absolutely love welcoming people to North Alabama. Not just helping them buy a house — helping them connect to the community.”

area. It was high-level work requiring precision, integrity, and the ability to navigate pressure-filled environments with calm professionalism.

Real estate started quietly. A side hustle. A leap of faith.

In December 2018, Beth earned her real estate license after what she jokingly calls “my first test in more than 40 years.” By spring of 2019, she had her first listing. At the time, she was still balancing a demanding executive career while working nights and weekends as an agent.

*“I just wanted to see if I could do it,” she says. “I knew the area. I knew the people. But I didn’t know if I could really succeed in real estate because I didn’t see myself as a traditional sales person.”*

What she discovered instead was that her greatest strengths translated perfectly.

People trusted her.

They still do.

By 2021, Beth made the decision to step fully into real estate. In 2022 — her first full year as a full-time agent —



she became the #2 solo agent at Keller Williams Huntsville. She’s held the top spot ever since. For Beth, though, the success story didn’t begin with awards. It began with a promise.

Over the years, after watching companies merge, close, and restructure, Beth says her husband David often carried the weight of uncertainty for their family. The two have been together for 49 years and will celebrate 42 years of marriage this August.

“I always wanted to create a pathway for David to retire early,” she says. “He worked incredibly hard for our family for decades.”

This spring, that dream became reality.

After 43 years with the same company, David officially retired and now helps Beth with the day-to-day flow of the business — errands, logistics, and the behind-the-scenes support that keeps everything moving smoothly.

“He’s such a natural extension of me,” Beth says. “After all these years together, we just work well side by side.”

That partnership is at the center of everything she’s built. In an industry increasingly dominated by large teams and expansion models, Beth has fully embraced being a solo agent. Every client works directly with her from start to finish. Every listing appointment, negotiation, phone call, and closing passes through her hands personally.

“I take complete ownership of the process,” she says. “That matters to me.”

And it matters to her clients, too.

Beth speaks passionately about helping families navigate emotional transitions — particularly adult children selling their parents’ homes after a move to assisted living or a loss in the family. Having lost both of her own parents at young ages, she understands the emotional weight those moments carry.

“That process is incredibly personal,” she says. “I remember walking through it myself with my sister years ago. So being able to help guide families through that season with care and compassion means a lot to me.”

At the same time, she lights up talking about first-time buyers. The American dream never gets old,” she says. For Beth, real estate isn’t simply transactional. It’s relational. She remembers Mayor Tommy Battle once saying, “Realtors are ambassadors for our community.”

Beth took that to heart.

*“I absolutely love welcoming people to North Alabama,” she says. “Not just helping them buy a house — helping them connect to the community.”*

That connection extends well beyond business.

Beth has spent years investing her time into organizations across the region. She serves as a volunteer, sponsor, and board member for Leadership Greater Huntsville and will step into the role of Board Chair for 2026–2027. She also serves with the American Heart Association Executive Leadership Team, the Red Elephant Club of Huntsville, Athens Rotary, and multiple Keller Williams leadership councils.

Giving back, she says, was never something she started doing because of real estate. “It’s just who we’ve always been.” That mindset traces back to her upbringing.

Beth’s parents were deeply involved in the Madison community, schools, church, and volunteer work. The family were founding members of Asbury Methodist Church, and their example left a lasting imprint on her life. Even now, years after losing them, Beth says she still strives to make them proud. Recently, after receiving one of her latest awards, a longtime family friend told her, “Your parents are beaming with pride in Heaven.”

Beth pauses when she recalls the moment.

“Honestly,” she says, “that may have been the best compliment I’ve ever received.”

Awards matter. Achievement matters. But legacy matters more.

That perspective shapes how Beth approaches success today. Yes, she’s among the top agents in the state. Yes, she’s been invited into elite Keller Williams mastermind groups at both the international and regional levels. But the accomplishment she speaks about most passionately has nothing to do with rankings. It’s the fact that she’s never missed the moments that mattered most.

While building one of the region’s most successful solo real estate businesses, Beth intentionally rearranged appointments, closings, and meetings to care for her grandsons. She currently keeps her two-year-old grandson one day each week and rarely misses activities for her 11-year-old grandson.

*“I wouldn’t trade that time for anything,” she says. Then she adds the sentence that perhaps defines her entire story: “The days are long, but the years are short.”*

It’s advice she now shares openly with younger agents entering the business.

- **Work hard.**
- **Show up.**
- **Be honest.**
- **Protect your integrity.**
- **And don’t sacrifice your family in the process.**

“This business can absolutely consume you if you let it,” she says. “But at the end of the day, success means nothing if you miss the people you’re doing it for.” That philosophy has become the foundation of Beth Medley’s career — and perhaps the reason her business continues to grow.

Not because she chased transactions. Because she built trust. One relationship at a time. ▀



# Charis HICKS

## BUILDING A LIFE SHE LOVES

— One Home,  
One Family, One  
Client at a Time

**T**here's an energy around Charis Hicks that feels unmistakably fresh.

Maybe it's the way she talks about real estate with genuine excitement instead of rehearsed industry jargon. Maybe it's the way she lights up discussing families finding "their" house — not just a house. Or maybe it's because Charis represents a new generation of Realtors® who are building businesses differently: relationally, intentionally, and with a whole lot of heart.

At just three years licensed, Charis is already making her mark with Keller Williams Realty Horizon, steadily building a reputation for sharp negotiation

skills, strategic pricing, and thoughtful marketing that feels personal instead of transactional.

But her story didn't begin in real estate. It began at home. Before she was helping clients buy and sell homes across Huntsville, Charis was a stay-at-home mom and nanny, raising young children while trying to figure out how to support her family financially without sacrificing the life she wanted to build with them. "In 2022, I started working for a Realtor while I had a four-year-old and a one-year-old," she says. "A year later, I got my license."

For Charis, real estate wasn't some lifelong master plan. It grew organically from things

she already loved — design, remodeling, touring homes, and helping people. "I've remodeled three homes and moved six times in 13 years," she says with a laugh. "So I guess you could say I was already living the lifestyle before I officially joined the industry."

What started as support work behind the scenes quickly became something bigger.

After continuing to work under another Realtor for a year following licensure, Charis made the leap to go out on her own — a decision that takes confidence, grit, and more than a little courage in an industry where many new agents struggle simply to survive their first few years.

But Charis has never been afraid of hard work.

Originally from Fayetteville, Georgia, she credits much of who she is to her parents, her faith, and the life experiences that shaped her along the way — especially being a military spouse. That season of life taught her adaptability, flexibility, and resilience. And perhaps most importantly, how deeply a home can impact a family.

*"You realize pretty quickly how important it is to love where you live," she says. "Not just the house itself, but the community, the lifestyle, the feeling of home."*

That perspective now fuels the way she serves her clients throughout the Huntsville area.

*"I'm passionate about helping people love their life in Huntsville and achieve their dreams through real estate," she says.*

And she means it.

Talk with Charis for even a few minutes and Huntsville starts

sounding less like a market and more like an experience. She talks about family bike rides, afternoons at Big Spring Park feeding ducks with her children, summers renting boats at Honeycomb Campground, trips to Buc-ee's, and evenings spent with friends at Back Forty.

It's not forced salesmanship. It's simply the life she genuinely enjoys. That authenticity has become one of her greatest strengths. Charis says she approaches listings with a storytelling mindset — focusing not just on square footage and specifications, but on the feeling buyers experience when they walk into a home.

*"It's the little details," she says. "How a room feels. How a home lives. The emotion behind it."*

That attention to detail carries into every part of her business, from staging and marketing to pricing strategy and negotiations.

She's particularly proud of her ability to position homes competitively and help sellers move properties quickly without losing sight of client satisfaction along the way. "I care more about people walking away happy than just getting the deal done," she says.

That people-first mentality matters to her — especially in an industry where burnout and constant availability can quietly steal time from the things that matter most.

One of the biggest challenges she's faced as a Realtor, she says, has been learning how to create boundaries.

“It's the little details.”

HOW A ROOM FEELS.  
HOW A HOME LIVES.  
THE EMOTION BEHIND IT.



"Making sure I'm not instantly responding to clients every second of the day so I can still be present with my family," she says. It's something many agents struggle to admit publicly, especially early in their careers when the pressure to always be "on" feels overwhelming.

But Charis has learned that success means very little if you miss the life happening around you. Real estate, for her, is not just about income or growth. It's about flexibility. Freedom. Presence. It's what allows her to stay involved in her children's education, participate in co-op activities, travel with her family during off-seasons, and still pursue a career she genuinely loves.

At home, life is busy and full. Charis and her husband Josh are raising their children, Jameson and Elodie, alongside Daffodil, their Goldador, and Fire, the orange cat memorably named

by their son. Weekends often revolve around the outdoors — hiking trails, swimming, biking, or tackling DIY projects around the house. And through it all, faith remains the center of everything.

When asked what she wants to be remembered for, her answer comes quickly and without hesitation: "Being a Godly wife and mother and leading my children to Christ." That grounding presence seems to shape every part of how she approaches life and business alike.

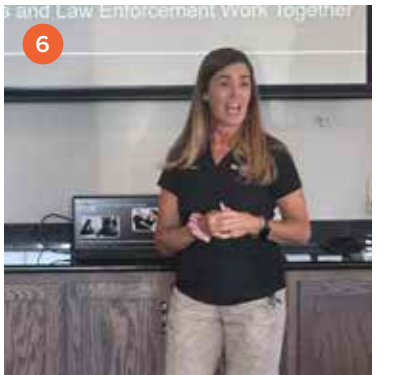
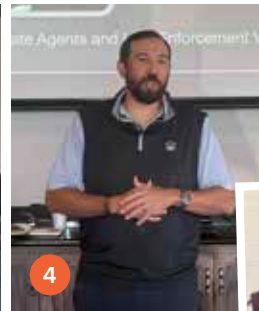
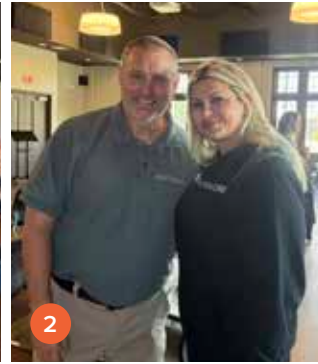
Even her advice to newer agents feels refreshingly honest. "It's almost impossible," she says, "but try to lead with knowledge and skill instead of emotion." Simple advice. Hard to master. But that blend of warmth and practicality may be exactly what sets Charis apart in this next season of her career. She's not trying to be the loudest voice in the room. She's building something steadier than that: A business rooted in relationships. A reputation built on trust. And a life that, from the outside looking in, already feels remarkably successful. ▀

# REAL PRODUCERS IN ACTION!

May was a big month for the Real Producers North Alabama community, with two standout events that brought energy, engagement, and excitement to the local real estate industry.

We kicked off the month with an incredible turnout for our Realtor® Safety & Self-Defense Continuing Education Class at Bullet and Barrel. Sponsored by Black Tie Movers, Joel Keith of SFMG, Bullet and Barrel, and P.A.S.S. Real Estate School, the class drew agents from across North Alabama who were eager to learn practical safety strategies tailored specifically to the realities of working in real estate. From situational awareness to hands-on self-defense techniques, the training delivered valuable tools that agents can carry with them into their everyday business. The response was overwhelmingly positive, and it became clear very quickly that this is something our community wants more of. Because of the strong turnout and feedback, Real Producers North Alabama will continue offering these three-credit continuing education safety classes every quarter moving forward. Stay tuned for more details coming soon!

Later that week, we hosted our Sip & Shop Soirée at Elitaire Boutique, bringing together agents and preferred partners for a fun, relaxed evening in one of Huntsville's most stylish local boutiques. Guests spent the night shopping curated collections and enjoying refreshments and champagne sponsored by Foundation Title and Escrow. Taking a break from the fast pace of the industry for an evening felt simply different from the usual real estate event. The atmosphere was upbeat, welcoming, and full of



personality — the perfect way to close out a busy spring season.

From continuing education to memorable community experiences, May reflected exactly what Real Producers North Alabama is all about: creating opportunities that add real value while bringing people together in ways that feel authentic, fresh, and worth showing up for. A huge thank you to all of our sponsors who made these events possible!

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# A Life in Harmony:

## ▶ ROBIN COTTON'S STORY OF REAL ESTATE, MUSIC, AND COMMUNITY

There's a rhythm to the way Robin Cotton moves through the world. Part businesswoman, part educator, part musician, she has built a life that rarely fits neatly into one category. In Madison and Huntsville, many people know her as a respected Realtor and associate broker with nearly two decades of experience. Others know her simply as "Miss Robin," the clarinet teacher patiently guiding nervous middle schoolers through their first scales. Some know her from the stage, seated among fellow musicians in the Madison City Community Orchestra or Madison Community Band. And for many local families, Robin is the familiar face behind Madison Band Supply, the music store she and her husband Frank built together from the ground up.

For Robin, though, none of those roles exist separately. Real estate, music, teaching, business ownership, community involvement—they've all become part of the same larger purpose: building relationships, creating trust, and helping people feel supported.

That philosophy has shaped her real estate career from the beginning. Licensed in March 2007 just as the housing market entered one of the most difficult



periods in modern history, Robin learned quickly that success could not depend on market conditions alone. "It was a wonderful time to start," she says now. "We learned how to generate business and be resilient." Before real estate, she spent 15 years managing jewelry stores, where she developed the customer service instincts and interpersonal skills that would later define her approach to clients. After taking time away to raise her children, she returned to work with intention, completing her real estate coursework while working part-time before fully committing to the business.

Today, with more than \$116 million in career volume and over 500 homes closed, Robin remains remarkably grounded. She still insists success is not measured by production charts or accolades, but by the people who continue calling years later, referring friends and family, and trusting her during some of the most important decisions of their lives.

*"Treat the \$100,000 client the same as the \$1,000,000 client," she says. "We're all here for*

*the same reason—and we all deserve the same respect."*

That mindset extends far beyond real estate. In 2011, Robin and Frank opened Madison Band Supply, a local music store that quickly became something much more meaningful than a retail business. Frank runs the store day-to-day, while Robin teaches clarinet lessons there and helps oversee the steady flow of students, parents, musicians, and educators who walk through the doors each week. What they created was not simply a place to buy instruments—it became a gathering place for the local music community.

Robin's connection to music began long before the store opened. Music had always been part of her identity, but after moving to the Madison/Huntsville area, she struggled initially to find where she fit in. Surrounded by a heavily technical and engineering-driven community, she describes herself as a "liberal arts person" trying to find her footing. Returning to music changed that. Through performing, teaching, and eventually building Madison Band Supply alongside her family, she found not only community but purpose.



Inside the store, Robin teaches between 10 and 25 clarinet students at any given time, most of them middle schoolers just beginning their musical journey. Parents often arrive with anxious beginners clutching rental instruments, unsure if their child will stick with band for more than a semester. Robin understands that uncertainty. She remembers what it feels like to be intimidated by something new, and her approach reflects that understanding. Lessons are equal parts instruction, encouragement, patience, and humor.

Over time, those students grow up. Some continue into high school honor bands. Some pursue music more seriously. Others simply carry the confidence and discipline music gave them into entirely different careers. Robin remains deeply invested in all of them.

Beyond private lessons, she participates as a clarinet clinician in local band camps, helps beginners choose instruments suited to them personally, and coordinates and conducts the Madison Clarinet Choir. Her involvement stretches into nearly every corner of the local band community, making her a familiar and trusted figure to countless families throughout the area.

And while the store naturally creates business connections, Robin speaks about those relationships differently than many entrepreneurs might. She's less interested in networking than in genuine connection.

*"Clarinet people are the very best people," she says with a laugh.*

It's a simple statement, but one that captures something essential about her worldview. Robin doesn't separate professional success from personal

relationships. To her, community is not transactional. Some music families eventually become real estate clients. Some clients become music families. Many simply become lifelong friends. The overlap happens naturally because the trust is real.

That same people-first mentality shaped one of the most pivotal moments in her real estate career. In 2014, after the tragic loss of another Realtor whose life closely mirrored her own, Robin reevaluated the way she worked. The experience deeply affected her confidence and perspective. Rather than retreating, however, she became more intentional about how she built her business. She stepped away from anonymous online leads and leaned harder into community

“  
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I just want to know I  
did right by the people  
who trusted me.”



presence, local involvement, and relationship-based business. She sponsored events, became more visible, and focused on authentic connections over volume. The result was transformative. Her production more than doubled, but more importantly, she rediscovered the kind of business she actually wanted to build.

That clarity continues to guide her today. Alongside her work in sales, Robin also launched Robin Cotton Properties in 2020, expanding into property management during a time when much of the world was slowing down. Licensed Realtor Shelly Bennigsohn now works alongside her, helping manage the daily demands of the growing company. Robin openly credits Shelly as an essential part of the business, joking that she “saves my behind daily.”

Through it all, family remains central to Robin’s life. She and Frank recently celebrated 34 years of marriage. Their oldest daughter, Megan, works in ecommerce and fashion styling in New York City. Their son, Frankie, works in stage production and is preparing for a move to Memphis. Their youngest daughter, Anna, graduated from UAH and now serves as store manager for Madison Band Supply, continuing the family’s investment in the local music community.

Ask those who know Robin how they would describe her, and the answers tend to sound remarkably similar: dependable, honest, knowledgeable, straightforward. She doesn’t oversell. She doesn’t chase attention. She tells clients the truth, even when it’s difficult, because she believes trust matters more than any single transaction.

That same steadiness exists in the music store, in her classroom, and in rehearsal halls across Madison. Whether she is helping someone buy their first home, guiding a child through a difficult clarinet passage, or fitting a beginner for their first instrument, Robin approaches people the same way: with patience, respect, and genuine care. In many ways, that consistency is the real story.

Because while Robin Cotton has built a successful real estate career, helped shape a local music community, raised a family, and built multiple businesses, the common thread through all of it has never been ambition alone. It has been connection. The quiet, steady work of showing up for people over and over again.

“At the end of the day, I just want to know I did right by the people who trusted me,” she says. “If people walk away feeling taken care of, that’s what success looks like to me.”

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