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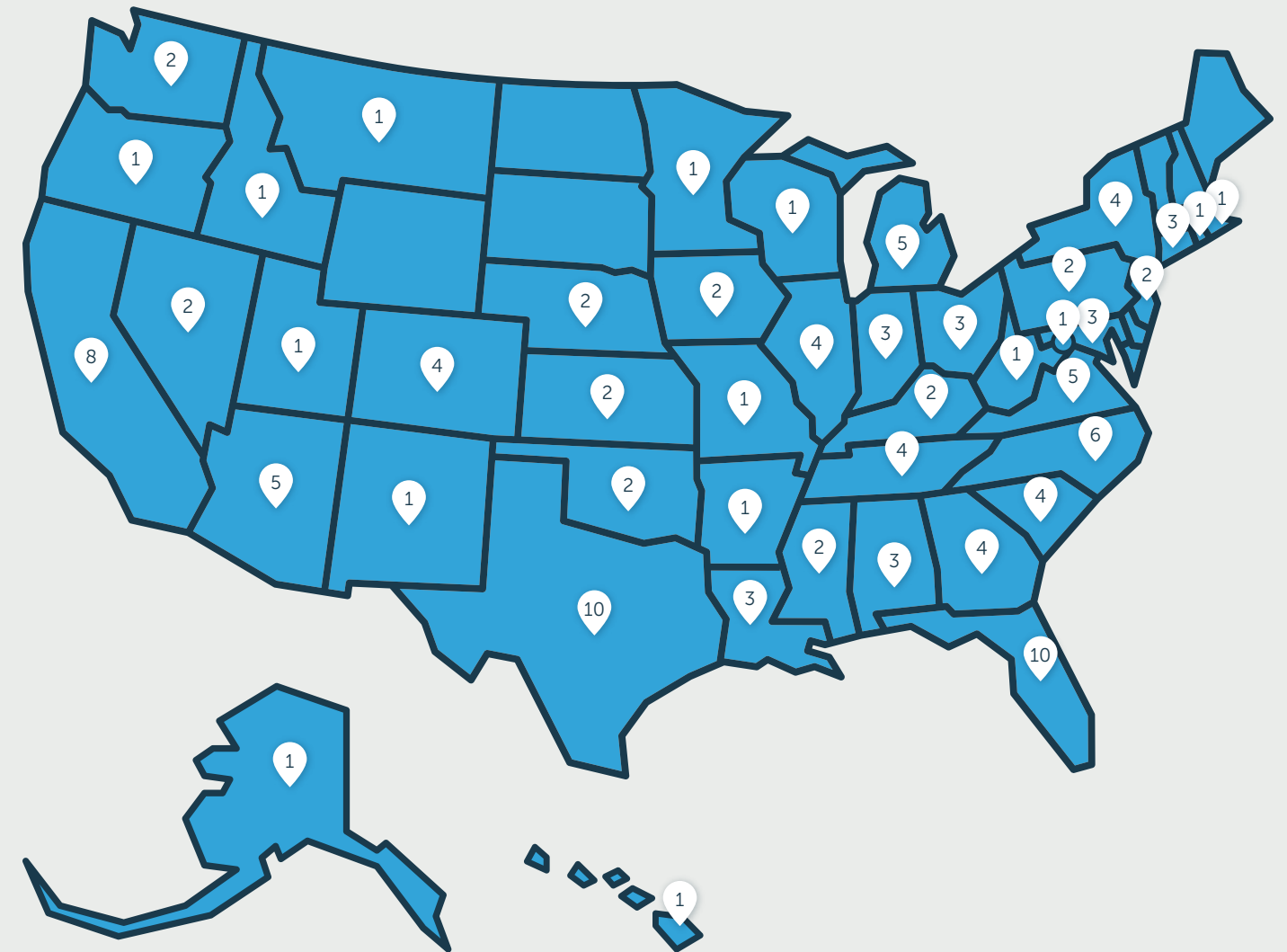
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The Team Behind Outer Banks Real Estate

THE MYATT GROUP



FOR MATT MYATT, real estate was never part of some lifelong master plan. It was something he stumbled into after graduating from Elon University in 2002 and helping his parents relocate to the Outer Banks, a place his family had vacationed for years. What was supposed to be a temporary move quickly became permanent, and before long, he was diving headfirst into an industry that would shape the next two decades of his life.



WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY MIKE LEECH

“I never woke up dreaming of being a real estate agent,” Matt said. “I guess I fell into it more than anything.”

At the time, Matt was working for Enterprise Rent-A-Car while trying to figure out his next move. His parents, both retired teachers from New Jersey, encouraged him to pursue real estate after noticing his natural ability to connect with people. “My mom had always said I had an uncanny ability to just talk to random

people and make friends pretty quickly,” he shared. “Twenty-four years later, I’d say she hit it pretty well.”

Like many agents starting out, Matt spent his early years grinding. He landscaped during the day while earning his license and waited tables at night while trying to build his business. The work ethic came naturally. Growing up as an athlete, Matt carried a competitive mindset into real estate from day one.

“I always wanted to be the best at whatever I did,” he said. “I wasn’t going to get into something and not be successful.”

Early on, Matt found mentorship and support through a small local brokerage in Corolla, where he was hired by Sarah Spencer. Today, Sarah remains not only one of his closest professional relationships, but also his business partner. Together, they helped lay the foundation for what would eventually become one of the most recognizable real estate offices in the Outer Banks.

After spending years together at another brokerage, Matt and Sarah decided it was time to create something bigger. In May of 2018, the two officially transferred their licenses to Keller Williams with a vision of building a brokerage centered

around collaboration, culture, and opportunity.

“What we were looking for when we started Keller Williams was really to rebuild that family feel and open it up to more people,” Matt explained.

Today, the office has expanded to 84 agents and continues to grow across the Outer Banks market.

For Matt, one of the biggest driving factors behind the move was the ability to create and support teams in a way traditional brokerage models often struggled to accommodate. He had spent years as a high-producing solo agent and knew firsthand how exhausting that pace could become.

That realization ultimately led to the creation of The Myatt Group, a close-knit team built around support, consistency, and strong





relationships. Matt remains the listing specialist for the group, while the rest of the team works together to provide a full-service experience for clients buying and selling throughout the Outer Banks.

The Myatt Group includes agents Adam Houff, Jason Beasley, and Allysya Miller, along with Executive Assistant Terry Blocher and Director of Operations Anna Christian.

Each team member brings something unique to the table. Adam Houff was Matt's first official hire after years of Matt operating largely on his own. Allysya Miller transitioned into real estate from the insurance world and quickly became an integral part of the team. Jason Beasley, a former commercial fisherman and lifelong Outer Banks local, brings an old-school relationship-building approach that Matt deeply values.

"He doesn't want to text. He doesn't want to do that stuff," Matt joked about Jason. "He just wants to pick up the phone and call people, which is unheard of these days."

Behind the scenes, Terry Blocher has been with Matt since the earliest days, helping keep operations running smoothly through every stage of growth. Anna Christian later stepped into the Director of Operations role, helping streamline the backend systems and giving Matt more freedom to focus on what he enjoys most, building relationships and generating business.

Another important part of that foundation has been Matt's wife, Jenny, who has supported him since the very beginning of his career. While her day-to-day involvement has evolved over the years as the business has grown, Matt credits her as a major part of the success and growth of The Myatt Group.

"She's been by my side since day one," Matt said. "As the business has grown, her role has evolved, but she's always been a huge part of the foundation of everything we've built."

But beyond the production and systems, what truly sets The Myatt Group apart is the culture they've built together. Spend five minutes around the team, and it becomes obvious this is a group that genuinely enjoys being around one another. There is constant laughter, joking, and a level of camaraderie that feels more like family than coworkers.

"We like to laugh and have a good time," Matt said. "If you're not going to have fun while you're at work, what's the point of it?"

That chemistry translates directly into the client experience. While the team takes their work seriously, they believe buying and selling real estate should still

feel enjoyable, collaborative, and personal.

Outside of work, Matt spends much of his free time golfing, fishing, boating, and enjoying life on the water with friends and family. A self-proclaimed diehard New York Mets fan, he's even named his yellow labs after former Mets players.

Despite the growth, the success, and the years in the business, Matt's approach to real estate has remained remarkably simple. Work hard. Build relationships. Support the people around you. And enjoy the process while doing it.

That mindset has helped turn what started as a temporary move after college into a thriving career, a rapidly growing brokerage, and a team known not only for their success across the Outer Banks, but for the energy and positivity they bring everywhere they go. ▀

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Nelene Gibbs

Rooted in Virginia, Growing in the Outer Banks

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY MIKE LEECH

Success was never handed to Nelene Gibbs. Every part of the life and business she has built came from persistence, hard work, and a willingness to keep pushing forward no matter the circumstances.

“I decided I was going to be the hardest working person in the room,” Nelene said. “Not the loudest. Not the flashiest. The hardest working.”

That mentality has shaped every stage of her career.

Long before becoming a respected broker across both Virginia and North Carolina, Nelene worked administrative jobs for the Chesapeake School Board before later building a successful career with The Port of Virginia. But life took an unexpected turn when she suddenly found herself rebuilding everything while raising her young son on her own.

After years of working her way up professionally, eventually becoming Coordinator of Public Relations at the Port Authority, Nelene stepped away from her career to focus on family. Real estate entered the picture almost by accident. She originally signed

up for classes simply because she loved looking at homes in the newspaper and wanted to learn more about the industry.

“I took the class with no intentions of doing anything but taking the knowledge,” she said. But once brokers started calling after she completed the course, Nelene realized there may be an opportunity waiting for her. She joined a brokerage in Virginia, quickly learned the business, and within just a few years knew she wanted something more independent.

“I knew early on that I wanted to start my own brokerage,” she explained.

In 2006, she officially launched Nelene Gibbs Real Estate and began building what would eventually become a thriving referral-based business spanning both Virginia and the Outer Banks of North Carolina. Today, she splits her time between Chesapeake and the Outer Banks while continuing to grow her business on the North Carolina coast.

What makes Nelene’s business especially unique is that nearly all of it has been built through relationships and referrals instead of internet leads or cold calls.

“That decision compounded over two decades into something I’m genuinely proud of, a business that is 100% referral-based,” she said. “Just people who trusted me and telling other people they could trust me too.”

Her connection to the Outer Banks goes back decades. Nelene and her family vacationed there for years, first through camping trips as teenagers before eventually renting beach homes every summer.



"I just knew that was where I was supposed to be," she said about eventually planting roots on the Outer Banks.

As her real estate career grew, so did her interest in investing. What began with long-term rentals in Virginia eventually evolved into vacation rental ownership throughout the Outer Banks. About 12 years ago, Nelene purchased her first short-term rental property and quickly realized the earning potential the coastal market could provide.

Since then, she has continued building a portfolio of both long-term and vacation rentals while helping clients understand the opportunities available through real estate investing. It is a subject she is deeply passionate about, especially when mentoring younger buyers who think investing is out of reach.

"Nobody told me," she said. "I had to figure it out on my own."

Today, Nelene owns multiple investment properties across

Virginia and the Outer Banks and often uses her own experiences to help clients make smart long-term financial decisions.

"I'm not just a real estate broker. I'm also a real estate investor," she explained. "I don't just sell real estate, I own it also. Now I can advise people on the good, bad, and everything in between."

Looking ahead, Nelene hopes to continue growing her firm by adding agents who want to learn not only how to

“

I'm not just a real estate broker, but I'm also a real estate investor.”

become successful real estate professionals, but also long-term real estate investors.

Her expertise extends far beyond buying and selling homes. Nelene also manages vacation rentals for clients and has become highly knowledgeable about the unique realities of coastal ownership, from erosion and insurance challenges to moisture control, maintenance, and vacation rental property management.

That deep understanding of the market has also led Nelene into leadership and service roles throughout the industry. Over the years, she served on the Board of Directors for the Hampton Roads Realtors Association and held leadership positions on numerous committees. She also served on the Economic Advisory Council for Virginia REALTORS before shifting more of her focus toward the Outer Banks Association of REALTORS, where she currently serves as Chair of the Member Services Committee and also serves on the Government Affairs Committee.

"I've always had a servant's heart and I love to give back," Nelene shared.

That same passion for service carries over into her personal life as well. Nelene loves gardening and flowers and has embraced the challenge of learning how different coastal living can be.

She also volunteers with the Better Beaches Organization, helping plant beach grass and use recycled Christmas trees to support dune stabilization efforts along the coast.

Despite her busy schedule, Nelene's priorities remain rooted in family. Much of her free time revolves around her two young grandchildren, who she describes as "my life." Her youngest son



Jacob, a NC Broker and VA Realtor, also works alongside her behind the scenes helping with paperwork, operations and filling in wherever needed.

When she does carve out time for herself, she often spends it doing something simple like sitting on the beach, enjoying the ocean view, or relaxing on the deck of her Outer Banks home.

Through years of resilience and determination, Nelene has built a thriving life and career. What began as a difficult rebuilding season has evolved into a successful brokerage, a portfolio of investment properties, and a career focused on helping others create long-term stability and opportunity through real estate. ▀

SPECIAL FEATURE



BIG ROCK BLUE MARLIN TOURNAMENT



Each summer, the Big Rock Blue Marlin Tournament transforms the Crystal Coast into one of the most exciting sportfishing destinations in the country. Centered in Morehead City, the internationally recognized tournament draws anglers, boat crews, and spectators from across the United States for a week filled with competition, community, and coastal tradition.

Founded in 1957, Big Rock has grown into one of the largest and most prestigious blue marlin tournaments in the world. Today, participating teams compete for millions in prize money while pursuing some of the ocean's most impressive catches. Yet beyond the competition itself, the event has become deeply woven into the culture and economy of Eastern North Carolina.

For years, Linda Rike of the Linda Rike Real Estate has proudly held a unique distinction as the tournament's exclusive real estate sponsor. What began as a business opportunity quickly became a long-term commitment to an event that means so much to the local community. From sponsoring tournament events to creating memorable experiences for attendees, Linda's support has become a recognizable part of the Big Rock tradition.

One of the most talked-about staples of the week is the Linda Rike booth, where attendees line up each year for the team's signature turquoise giveaway buckets. The buckets have become something of a local favorite and are just one example of how the Rike team has created a fun and lasting presence throughout the event.

But Big Rock is about far more than fishing. Over the decades, the tournament has raised millions of dollars for charitable causes, supporting organizations and programs throughout the region. Its impact can be felt far beyond the waterfront, benefiting local families, youth programs, and community initiatives across Eastern North Carolina.

From captain's parties and waterfront celebrations to weigh-ins that draw massive crowds, Big Rock week has become one of the most anticipated annual events along the coast. For locals and visitors alike, it represents the spirit of Morehead City. It's community-driven, deeply rooted in tradition, and connected by a love for the water.

WRITTEN BY
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M.A.D. Home Inspections

WRITTEN
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**Built On The
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DREAM**

owning a business was always the goal for Brandon Boggs, but he just did not know exactly what that business would look like.

“It’s been a dream of mine to own a business,” Brandon shared. “I just didn’t know what it was going to be.”

Today, Brandon is the owner of M.A.D. Home Inspections, a rapidly growing inspection company serving both Virginia and North Carolina. But before launching the business, Brandon spent nearly 15 years serving in the United States Navy after relocating from New Hampshire to Virginia in 2010.

Like many military families, Brandon and his wife moved frequently throughout those years. Along the way, Brandon began buying fixer-upper homes, renovating them, and learning everything he could about the home inspection process during each purchase.

“When I was buying houses in the Navy, I just paid attention to the home inspectors,” he said. “I always knew in the back of my mind that it was something I could do.”

As his military career continued, Brandon began seriously considering life after the Navy. With children getting older and

deployments becoming more difficult personally, he knew it was time to build something different for his family.

“My kids were at that age where I didn’t want to leave anymore,” Brandon shared. “I’d already missed a ton of time.”

While still serving, Brandon began working for another inspection company and it did not take long before he realized he had found something he genuinely loved.

“I just fell in love with it,” he said. “So I figured, why not just try to start my own business and see if it works?”

That leap of faith quickly paid off.

What started as a small side business while transitioning out of the military has grown into one of the area’s busiest inspection companies. In just three years, M.A.D. Home Inspections has completed nearly 3,000 inspections and now averages between 40 and 50 inspections each week.

“We started out slow just like any other business,” Brandon explained. “But building relationships along the way, hitting every event, working with brokerages, doing trainings and sponsorships, it kind of organically grew.”

That focus on relationships has become one of the biggest foundations of the business. Brandon credits much of the company’s growth to consistently showing up for agents, buyers, and clients while creating an experience people can count on.



“
**It’s been a DREAM
come true for me.”**



“I wanted to build something that people can count on,” he said.

The company name itself carries special meaning. M.A.D. stands for “My American Dream,” while also serving as a tribute to Brandon’s daughter, Madison, whose nickname is Mads. Combined with Brandon’s veteran background and dream of business ownership, the name reflects multiple pieces of his personal story.

“It kind of checks all three boxes,” Brandon said.

Today, M.A.D. Home Inspections services all of Hampton Roads and extends throughout coastal North Carolina, including the Outer Banks. Brandon became licensed in North Carolina in 2024 as part of his continued expansion efforts.

“I don’t like to say no,” he said with a laugh when discussing the large territory they cover.

As the business has grown, Brandon has focused heavily on creating consistency across the company. After initially struggling with the idea of trusting others to represent the brand, he began carefully training inspectors himself to ensure every client receives the same quality experience.

Today, the company includes four additional inspectors, two inspectors currently in training, and Brandon’s mother, who serves as the company’s administrator.

“We get more compliments about her than anything else,” Brandon joked.

One of the biggest ways Brandon has differentiated M.A.D. Home Inspections is by creating a true one-stop-shop experience for clients and agents. In addition to standard inspections, the company also offers sewer scopes, water testing, air quality testing, and termite and moisture inspections.

“We try to make it easier so people can book everything at once and have it all done together,” Brandon explained.

That convenience, combined with strong communication and professionalism, has helped Brandon build lasting relationships throughout the real estate community.

Outside of work, Brandon’s life revolves around family and golf, two things he speaks passionately about. His daughter recently earned a full scholarship for gymnastics at the University of Maryland, while his 12-year-old son keeps the family busy with basketball.

As for Brandon himself, golf is his escape.

“Golf is pretty much my life,” he joked. “If I’m not spending time with my family, I’m usually golfing.”

Despite the company’s rapid growth, Brandon says he is still just getting started. His long-term vision includes continuing to expand both throughout Virginia and coastal North Carolina while building a company agents and homeowners genuinely trust.

“I can’t believe I didn’t do this sooner,” Brandon said. “It’s been a dream come true for me.”

**CONTACT
US!**

Call M.A.D. Home Inspections
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