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# MORE THAN A MAGAZINE

Why Real Producers exists—and why the most influential professionals in our market continue to show up



### What Real Producers Truly Represents

What sets Real Producers apart? Why do the highest-performing agents consistently engage with this platform? And why do our partners continue to invest year after year?

Because Real Producers was never meant to be just a magazine.

It's a standard.  
It's a gathering point.  
It's a movement built around excellence.

At its heart, Real Producers exists to **connect, inform, and elevate** the most driven real estate professionals in our community. It brings together individuals who are already operating at a high level—and challenges them to grow even further by surrounding themselves with peers, partners, and conversations that matter.

### Who This Platform Is For

Real Producers is intentionally selective.

This is not a platform designed for everyone—and that's by design. Every agent featured or invited into this network has earned their place through verified production, placing them among the top 300 professionals in our market.

Why? Because high performers deserve an environment that reflects their caliber.  
Less noise. More substance.  
Fewer transactions.  
Stronger relationships.

This is where relevance replaces randomness—and connection replaces competition.

### Beyond the Pages

Yes, the magazine highlights exceptional agents—their journeys, their discipline, their vision. But the print is simply the foundation.

The true power of Real Producers lives in the **rooms we create**.

Invite-only events. Curated conversations. Thoughtful gatherings where top agents and trusted partners come together to exchange insight, build influence, and form relationships that extend far beyond a single transaction.

Quarterly socials, agent panels, vendor showcases, and networking experiences aren't about attendance—they're about alignment. They exist to sharpen perspective, strengthen connection, and create momentum.

### Why Presence Still Wins

You can have an exceptional business, an elite team, or a powerful offering—but impact requires visibility.

The most successful professionals don't rely on effort alone. They position themselves strategically. They show up where conversations happen, where trust is built, and where opportunities naturally emerge.

Real Producers creates those rooms—so the right people can find each other.

### A Community That Raises the Standard

The professionals within this network aren't defined solely by production numbers. They are leaders—people who influence culture, elevate expectations, and help shape the future of our market.

Real Producers is where collaboration replaces isolation. Where introductions become alliances. Where insight turns into execution.

If you're here—reading this, attending events, engaging with the community—know this: you belong here for a reason. You are part of something intentional, powerful, and growing.

Let's continue moving forward—together.

### Are You Fully Engaged?

If you haven't yet attended an event, connected with our partners, or leaned fully into what this platform offers—consider this your invitation.

This is your network.  
This is your community.  
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I look forward to seeing you at the next event.  
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**Gabriel Chandler**  
Publisher

Cape Fear & Brunswick  
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# North Carolina Real Estate: Recent Legislative Successes



North Carolina's real estate and housing market has seen several meaningful legislative wins in the last year, with lawmakers and industry stakeholders focusing on smoother transactions, stronger property protections, and practical updates that help REALTORS, homeowners, and buyers navigate a fast-changing market. While many bills affect housing indirectly through zoning, construction rules, and consumer protections, a few stand out as especially important for real estate professionals.

### 1) Real Estate & Mortgage "Technical Fix" Legislation (2025)

One of the clearest recent successes is legislation focused on real estate and mortgage "technical fixes"—updates designed to modernize processes, correct outdated language, and improve clarity in how real estate laws are applied. A strong example is Senate Bill 690 (S.L. 2025-52), which advanced with overwhelming bipartisan support. These kinds of bills may not grab headlines, but they often make the biggest day-to-day difference by reducing confusion, improving consistency in transactions, and supporting efficient closings.

### 2) Zoning & Land Use Progress that Supports Housing Growth

Lawmakers and housing stakeholders have continued to focus on zoning and land use policies that impact housing supply. While zoning changes are often debated locally, state-level updates can influence how quickly new housing can be built and how flexible communities can be when addressing affordability. Recent legislative updates have included zoning-related provisions discussed in House Bill 173, reinforcing that North Carolina

continues to treat housing supply as a priority issue tied to long-term market health.

### 3) REALTOR® Advocacy Wins & Industry Influence

Beyond individual bills, North Carolina has seen ongoing progress through organized real estate advocacy. NC REALTORS® has continued to promote legislative wins tied to protecting private property rights, supporting a stable housing market, and improving how real estate professionals serve consumers. Advocacy events—such as NC REALTORS® legislative meetings—help ensure that real estate professionals remain involved in shaping policies that impact licensing, contracts, consumer protections, and transaction practices.

**Bottom line:** Recent North Carolina real estate legislation has prioritized practical updates that improve clarity and efficiency, while also supporting long-term housing growth through land use attention. For agents, these legislative successes can help reduce transaction friction and create a more predictable marketplace. For buyers and sellers, the benefit is a stronger, more stable framework for property transfer and homeownership.

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# Amerispec

INSPECTION SERVICES



## Informing the Decision

WRITTEN BY DAVE DANIELSON  
PHOTOS BY JACOB SHNIDER

**W**hen Elizabeth Smith stepped into her role as Marketing Director at AmeriSpec Inspection Services, she brought with her more than just a background in customer service and communications—she brought a heart for people. With deep North Carolina roots and a lifetime of experiences shaped by family, service, and resilience, Elizabeth now uses her talents to strengthen relationships with realtors and homeowners throughout the Wilmington region.

**A Company Built on Relationships**  
AmeriSpec Inspection Services has been a cornerstone of the greater Wilmington area for over two decades. Founded in 2002 by owner Stuart Vick, the company began as a one-man operation after Stuart transitioned out of the dry-cleaning business. Today, AmeriSpec has grown into the number one home inspection company in the region, supported by a talented team of ten.

The company offers a wide range of services—residential and commercial inspections, HVAC, septic, solar, pest, and pool inspections, along with mold, radon, irrigation, well, and water testing. It's a true one-stop shop for clients seeking peace of mind during one of the most important investments of their lives.

“Our mission is to educate clients on the condition of a home they’re considering purchasing,” Elizabeth explains. “We provide that information in a professional, non-biased way so clients can make confident decisions. For realtors, that means recommending us with assurance—knowing we’ll provide value without being alarmist.”

**Joining the AmeriSpec Family**  
Elizabeth’s path to AmeriSpec was a blend of timing and personal calling. After years of moving with her husband Harrison’s Air Force career, she eventually returned to North Carolina. She had been working at a local church as an Office Administrator when she decided to retire in order to care for her aging mother and donate cells to her sister, who was battling cancer.



Around that time, Stuart—who attended the same church—planted the idea of working with AmeriSpec. “He asked if I’d ever consider coming on board. At the time I wasn’t sure, but the seed was planted,” Elizabeth recalls. That conversation ultimately led her to step into her current role, where she has found a fulfilling balance of creativity, relationship-building, and professional growth.

**What Sets AmeriSpec Apart**  
While AmeriSpec offers comprehensive services, Elizabeth is quick to point

out that their real differentiator isn’t just the technical expertise—it’s the relationships. Realtors know they can rely on AmeriSpec not only for accurate inspections but also for the way the team communicates findings with clients.

“From the beginning, Stuart emphasized developing genuine relationships with realtors. Because of that people-first approach, many of the agents who helped him get started still use us today,” Elizabeth shares. “When we make a mistake—which can happen



in any business—we own up to it and make it right. That builds trust.” Serving the local community is also a priority. AmeriSpec partners with WARM NC to provide inspections on projects completed for those in need.

AmeriSpec also provides a unique benefit to agents: a free AI-generated Repair Pricer report with every inspection. This tool saves realtors hours of time by providing cost estimates for repairs within 48 hours—an invaluable resource during negotiations.

#### The Heart of the Team

Behind AmeriSpec’s reputation is a strong and diverse team. Owner Stuart Vick leads with over 23 years of experience as a Certified Master Inspector. His wife, Shana, serves as Office Administrator, keeping schedules and operations running smoothly.

General Manager Nick Johns is both a licensed inspector and an educator, teaching CE classes regularly. Technical Manager Kyle Branyon brings extensive expertise as the go-to resource for inspection questions. Licensed inspectors Rich Brannin, Dawson Sears,

**“We’re a locally owned, family business, but also part of a national network. That means we bring both the personal touch and the benefit of advanced training and technology.”**

James Yopp and Tanner Vick round out the field team.

“They’re not just colleagues—they’re people I admire,” Elizabeth says. “We’re a locally owned, family business, but also part of a national network. That means we bring both the personal touch and the benefit of advanced training and technology.”

#### A Life of Service and Joy

Outside of work, Elizabeth’s story is equally inspiring. A North Carolina native and graduate of UNC-Chapel Hill with a degree in Journalism, she





spent many years as a military spouse while raising her children. She credits her parents, Sam and Fran McMillan, as her greatest inspirations. “Their life of service, love, commitment, and joy will always be the standard by which I measure my success,” she reflects.

She and her husband Harrison—her best friend and biggest cheerleader—have been married for 41 years. Together, they enjoy boating, traveling, and spending time with their two children, their spouses, and three grandsons in Raleigh.

Her faith also plays a central role in both life and business. Elizabeth serves at Asbury Methodist Church, donates blood regularly to the Red Cross, and supports scholarships at UNC-Chapel Hill and Methodist University. Her guiding philosophy is simple but profound: “Put God first and everything else will work out.”

#### Looking Ahead

Elizabeth and the AmeriSpec team continue to expand their reach, with new growth in the Neuse River Region and an increased focus on online presence. But at the heart of their goals remains the same commitment: helping realtors and clients achieve success in homeownership.

For Elizabeth, the most rewarding part of her work is clear. “It’s knowing we help families realize the American Dream of homeownership,” she says. “When we do our job well, everyone wins—the client, the realtor, and the community.”

#### A Trusted Partner for Realtors

Elizabeth’s message to real estate professionals is direct: “Our goal is to help you get to the closing table, not kill deals. We strive to be a trusted partner you can rely on. With our full range of services, professional approach, and commitment to relationships, we’re here

**“It’s knowing we help families realize the American Dream of homeownership. When we do our job well, everyone wins—the client, the realtor, and the community.”**

to make the process smoother for you and your clients.”

In an industry built on trust, AmeriSpec Inspection Services continues to stand out by keeping people at the center—one inspection, one relationship, and one dream home at a time.

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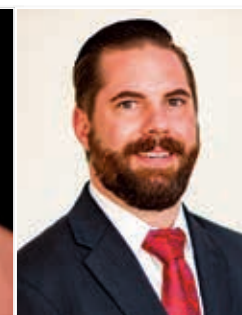
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*Jackie*  
BEAULIEU

Passion & Persistence

WRITTEN BY DAVE DANIELSON  
PHOTOS BY JACOB SHNIDER

At first glance, Jackie Beaulieu's life may read like a well-orchestrated success story. She is an Ivy League graduate, accomplished REALTOR® and founder of Beau Vie Realty & Retreats with her husband. They focus on real estate sales and vacation property management.

"I grew up in a lower to middle-class household in Yonkers, New York," Jackie shares. "Both my parents worked two jobs—running a small business in the morning and then working corporate jobs the rest of the day. I was a latchkey kid since I was 10, getting myself to and from school. That work ethic definitely rubbed off on me."

And it shows. Jackie graduated from Cornell University with a double major in Animal Science and Communications—an achievement that was monumental for her family. "Neither of my parents had a college education, so going to an Ivy League university was a very big deal."

#### Getting Her Start

Shortly after graduation, Jackie found herself in the fast-paced world of

advertising. But the traditional 9-to-5 grind left her wanting more. "After three months of reporting to the office day in and out, I decided I wanted to expand my learning and experience, so I got my real estate license. I always had a passion for real estate and learning."

She earned her first license in New York in 2004, launching her part-time real estate journey while still working in advertising and later in insurance sales. "Even though I only did one or two transactions a year, my clients trusted me because I wasn't just doing it for them—I had real-world experience. I was buying and selling, too."

For a decade, Jackie worked with Barhite & Holzinger, a boutique firm in Bronxville, helping clients in Westchester County. "I was passionate about real estate since my early 20s," she says. "It wasn't about quantity—it was about quality and care."

In 2021, Jackie and her husband made a life-changing move to North Carolina. She earned her NC broker's license and joined Salt & Stone Property Group in

Wilmington. "We explored the greater Wilmington beaches—from N. Topsail down to Holden Beach—before buying our first home down here. I knew I wanted to help others discover the same magic."

They lived on Oak Island for four years, where Jackie focused on helping buyers and sellers on the island. In 2023, they moved to Supply, and by 2024, she joined PROACTIVE Real Estate, drawn to its coastal reach and local roots. "Last year, I helped a handful of clients reach their real estate goals, which to me, finished as a successful year."

#### Signs of Success

Her NC real estate career has already been impressive, totaling \$9.58 million in volume since 2022, with \$4.79 million in sales in 2023 alone.

Still, Jackie doesn't see herself through the narrow lens of numbers. "I run an insurance business alongside my real estate business. Some may say I'm a part-time agent, but I look at my business model as a way to help people—either putting a roof over their





Atlanta, one of the largest pediatric cancer hospitals in the country.

Looking ahead, Jackie has clear goals. “I want to grow my real estate sales to \$10 million annually over the next few years. Personally, we’d love to buy a second investment property and I’d like to return to horseback riding. I was an equestrian for over 20 years—it’s been about eight years since I’ve been in the saddle.”

When asked what success means to her, Jackie responds thoughtfully: “For me, success means health, happiness, and financial stability. There’s no specific number of properties or dollar amount. If where you are today puts a smile on your face and in your heart, that’s something to be proud of and call success.”

Her advice for aspiring agents? “Be honest, treat people as you would want to be treated, and go to work every day!”

head or helping insure their financial futures.”

Helping people is her true north. “I truly love helping people. I treat everyone the way I would want to be treated. I am authentic and honest in all my interactions—professionally and personally.”

Her typical day starts early. “I wake up between 6–7am, take my American Bulldog, Roxie, and my Great Dane, Rhea, for a two-mile walk, then head into my home office to start the magic of the day,” she says with a smile. “Every day is different—which I love—so I calendar everything and stay focused on the tasks that matter most.”

Though her drive is unmistakable, Jackie is just as devoted to creating balance. “My husband Jason has been a huge supporter of my career. My mom, Claire, is my biggest cheerleader. I have three beautiful bonus daughters—Ariel, Jasmine, and Evelyn—and four amazing bonus grands: Isabelle, Jacoby, Roslyn, and Aria.”

**Wonderful Life**

Finding harmony between personal and professional life is something she

takes seriously. “I have to be very aware each day of this balance. Some days are busier than others, so when the breath of work arrives, I embrace it and allow more time for my personal life—it all equals out if I stay aware.”

Traveling, wine tasting, beach walks, and movie nights are just a few of Jackie’s joys outside of work. She’s also passionate about giving back, supporting the Aflac Children’s Cancer Center at the Children’s Hospital of



And if there’s one thing Jackie wants the world to know about her? “That I care. I’m here to help people, and I approach every transaction with heart, hustle, and purpose.”

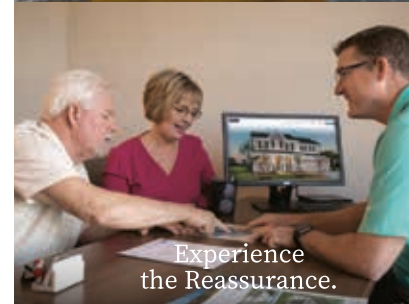
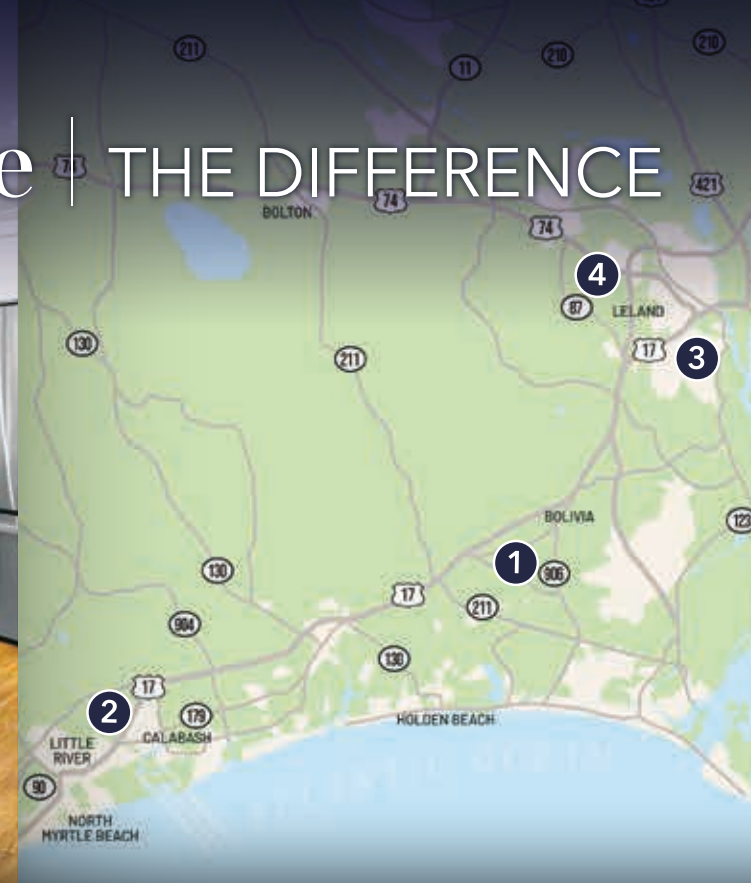
Leading Beau Vie Realty & Retreats with her husband, Jackie has built a life rooted in integrity, resilience, and deep compassion—making her not only a trusted REALTOR®, but also a beacon of what it means to live fully, give generously, and lead with authenticity.



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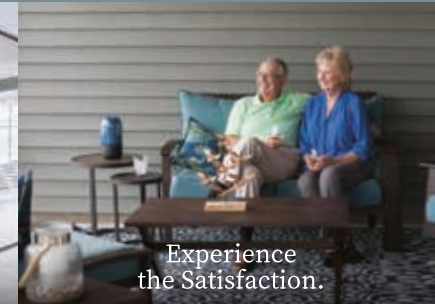
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WRITTEN BY DAVE DANIELSON  
PHOTOS BY T.J. DRECHSEL

# JEFF DOMIN

## CARING FIRST

Jeff Domin doesn't measure success by titles or trophies alone. As Owner of Living By The Coast Realty Group with RE/MAX Executive, his story is one of grit, loyalty, and an unwavering belief that people—clients and agents alike—come first. With offices in Leland and Wilmington, Domin has built one of the region's most respected teams by combining hard-earned experience with a deeply personal approach to leadership.

### From Buffalo to the Carolina Coast

Born in Buffalo, New York, Jeff Domin moved to North Carolina at the age of 12, a transition that would ultimately shape both his life and career. From an early age, he was driven and self-motivated. By 12, he was running his own lawn-cutting business, and by 17, while still in high school, he was managing an entire sales office selling Rainbow vacuum cleaners.

Domin attended Louisburg College in North Carolina and Alfred State College in New York, but left college early to work in his father's family business. That decision launched a 20-year chapter running a successful garden center and landscape company with multiple locations and more than 100 employees. Managing large teams, daily operations, and customer relationships gave him a business foundation that would later prove invaluable.

### A Pivotal Career Shift

After moving back to North Carolina in 2004, Domin became a certified kiteboarding instructor and opened a shop on Oak Island. While he enjoyed the lifestyle, the demands of another seasonal retail business began to take their toll. A conversation with his mother in 2007 changed everything. Recognizing his strengths in sales, management, and time management, she encouraged him to consider real estate.

Licensed in 2008, Domin entered the industry during one of its most challenging periods—the beginning of the housing market collapse. Rather than discouraging him, the adversity sharpened his skills. "Failure was not an option," he says. By 2010,

his business was flourishing, and he knew he had found his calling.

### Growing Through Challenge and Loss

Domin began his real estate career with Coldwell Banker, later launching the Jeff Domin Realty Group when his client base grew beyond what one agent could manage alone. In 2018, he merged with The Karen Schwartz Team and moved to RE/MAX Executive, drawn to the brand's professionalism, global recognition, and service-oriented culture.

Just as the team reached new heights, tragedy struck. His business partner and close friend, Karen Schwartz, was diagnosed with stage 4 pancreatic cancer and passed away in September 2022. The loss was devastating—personally and professionally. Honoring their shared vision, Domin rebranded the team as **Living By The Coast Realty Group**, embracing a new identity while carrying forward Schwartz's legacy of excellence and integrity.

### A Team Built Like Family

Today, Living By The Coast Realty Group includes more than 15 agents, a full-time



The culture is intentional and rare: collaborative, supportive, and deeply connected. Team wins are celebrated collectively, client events are held throughout the year, and monthly agent gatherings reinforce a sense of family rather than competition.

staff, and a dedicated leadership team focused on agent development and brand excellence. Central to that structure are Nicki

Cook, Agent Growth & Development Specialist, and Samantha Lane, Marketing Director, whose roles are designed to support agents at every stage of their careers while strengthening the team's overall presence in the market.

Nicki leads agent coaching, training, and performance development, working closely with agents to refine their communication skills, improve lead conversion, and drive measurable success. She plays a key role in overseeing and supporting the team's Zillow Preferred Agent activity, coaching agents through live calls, follow-up strategies, and best practices to help them maximize opportunities and build sustainable pipelines.

Samantha oversees the team's brand, visual identity, and marketing strategy, ensuring a consistent, polished presence across all platforms. Her work spans social media, listing marketing, email campaigns, print materials, and client events, all with a focus on strengthening client relationships and delivering long-term value. In addition to leading strategic marketing for listings, she works one-on-one with agents to develop and curate their personal brands, helping elevate their visibility, professionalism, and individual career growth.

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That culture has translated into extraordinary results. Since entering real estate, Domin and his team have closed more than \$700 million in sales, helping over 2,000 families. In 2025 alone, the team closed \$72 million, serving more than 140 families. Recognition includes RE/MAX Hall of Fame honors, the RE/MAX Diamond Award since 2023, and a Coldwell Banker Runner-Up Team of the Year distinction.

#### Leadership Through Mentorship

While Domin still works with many longtime clients, his greatest passion today





is training and mentoring agents. His team's intensive training program—with unlimited support—fast-tracks agents' development, often putting them years ahead of where they would be on their own.

He credits much of his own success to early mentorship, particularly from Kelly Sloop DeVane. During the slow

early years of his career, she taught him the business from the ground up and impressed upon him a lesson he still lives by: never take shortcuts—your reputation is everything.

**Life Beyond the Office**

Outside of work, Domin treasures time with his significant other, Amy Ross, whom he credits as his



rock and voice of reason. The two enjoy their home in downtown Wilmington, evenings out together, and time on Bald Head Island with their dogs, Ella and Piper. An avid golfer, Domin hopes to travel more in the years ahead.

He is also committed to giving back, supporting Lower Cape Fear Hospice in honor of his late mother, along with Toys for Tots and other local charities.

**Defining Success and Looking Ahead**

Domin openly admits he's a workaholic, though recently taking Sundays off has been a game changer. Looking ahead to 2026, his goal is to create more balance while continuing to elevate client care and agent opportunity.

To him, success isn't measured by material things. It's about relationships, loyalty, and being remembered for how you showed up when it mattered most.

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