NORTH CAROLINA COAST
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NOVEMBER 2026



Scott & Tracie Hicks

+

Leader in the Office
NEMA BLANKENSHIP

Partner Spotlight
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If you are interested in nominating people for certain stories, please email us at: lauren.schuster@n2co.com







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2026 BY THE NUMBERS

Here's what the top agents in NC Coast sold in 2025...

All transactions were within the following counties:
Beaufort, Bertie, Camden, Carteret, Chowan, Craven, Currituck, Dare, Gates, Hertford, Hyde, Jones, Onslow, Pamlico, Pasquotank, Perquimans, Tyrrell, Washington

$4,646,826,260

SALES VOLUME

10,154

TOTAL TRANSACTIONS

34.1

AVERAGE TRANSACTIONS PER AGENT

$15.6M

AVERAGE SALES VOLUME PER AGENT

Meet The Team



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Welcome our Preferred Partners of *North Carolina Coast Real Producers*

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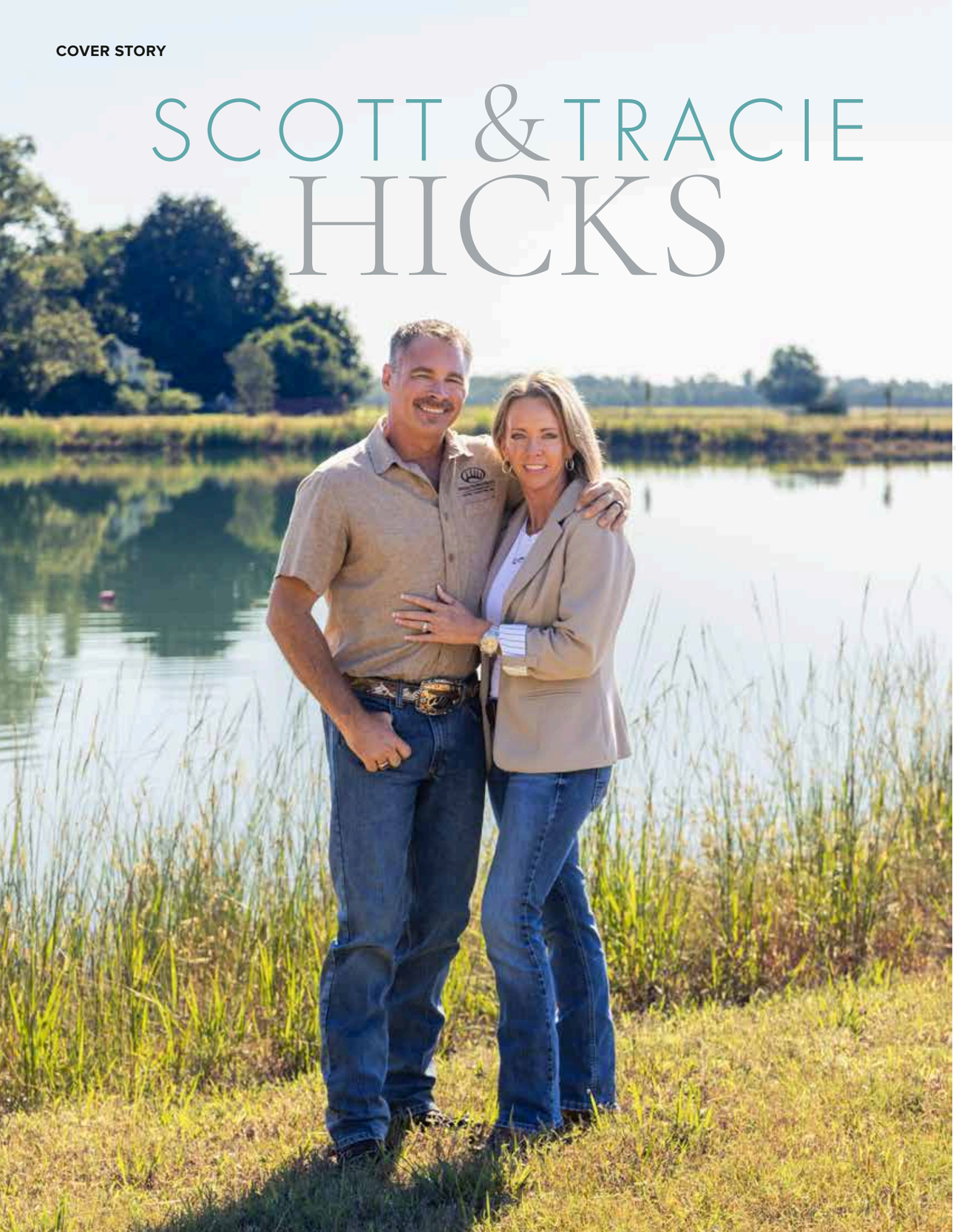
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SCOTT & TRACIE HICKS



EVERY ACRE HAS A STORY

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY JUSTIN WHITT

SCOTT AND TRACIE HICKS DO NOT LOOK AT LAND THE WAY MOST PEOPLE DO.

Where others may see acreage, trails or a parcel number, they see history. They see families, memories and the responsibility that comes with helping someone decide what happens next.

Together, Scott and Tracie lead the Hicks Real Estate Team with Whitetail Properties Real Estate, combining a lifelong connection to the outdoors with deep experience in land, agriculture, wildlife and real estate.

Scott's path to Whitetail Properties began after years of public service, business ownership and time outdoors. A former Infantry Paratrooper in the U.S. Army's 82nd Airborne Division, Scott later dedicated nearly three decades to law enforcement and continues to serve as a part-time sworn Deputy Sheriff. Those years shaped the way he works today.

Before real estate, Scott and Tracie operated a landscaping business together. Tracie moved to North Carolina after graduating from Blackburn College with a degree in secondary education and spent five years teaching high school history and government before joining Scott more fully in the business.

Then, one day, their next chapter showed up on television.

"One day he was watching Sportsman Channel, and Whitetail Properties was doing an advertisement looking for North Carolina real estate agents," Tracie said.

Scott called that Monday, earned his real estate license and began selling land. He became the first Whitetail Properties agent hired on the East Coast, helping establish the brand in the region. Today, Scott is a Company Partner, Broker in Charge and Team Leader overseeing nearly 60 land specialists throughout North Carolina, South Carolina and Virginia.

Over the last five years, he has sold more than $300 million in rural real estate, but for Scott and Tracie, the numbers only tell part of the story.

For the Hicks Real Estate Team, land is personal. Much of what they represent has belonged to families for decades, sometimes generations. A farm, hunting property, timber tract or inherited piece of land can carry memories far beyond market value.

Tracie understands that connection firsthand. She was raised in Southern Illinois on a working family livestock and crop farm, where much of what her family ate came from their garden, the farm, the ponds or the woods. That upbringing gave her a lasting appreciation for agriculture, wildlife, conservation and rural living.

> "BEING A LAND SPECIALIST MEANS KNOWING MORE THAN HOW TO LIST A PROPERTY."
> -SCOTT HICKS

"We would much rather sell a home that is on acreage," Tracie said. "The land has more history to it."

That history often reveals itself in unexpected ways. Over the years, they have found old homes hidden in the woods, forgotten structures, creeks, stone outcroppings, cemeteries and pieces of a property's past that even sellers did not know were there.

"When you walk a property, you start to see more than boundaries," Scott said. "You see the history, the wildlife, the access, the possibilities and the responsibility that comes with representing it well."

While Scott spends much of his time in the field with landowners, marketing properties and leading agents, Tracie is the backbone of the team's daily operation. As Transaction Coordinator, she manages the process from contract to closing while overseeing the office and coordinating the details required to keep a high-volume land business moving.

Her role is especially important because land transactions can be deeply emotional. "Most of the time, people inherit it or they worked hard for it," Tracie said. "There is way more emotion to the closing process of land, and I just want to make it as comfortable as possible for the clients."



> WHEN YOU WALK A PROPERTY, YOU START TO SEE MORE THAN BOUNDARIES."
> -SCOTT HICKS

> THE LAND HAS MORE HISTORY TO IT."
> -TRACIE HICKS

That balance between business and empathy defines the Hicks Real Estate Team. Scott brings leadership, field experience and land knowledge. Tracie brings agricultural roots, education, organization and a steady presence for clients navigating one of the biggest decisions their family may make.

Both have invested heavily in becoming true land specialists. Scott and Tracie have each earned the Accredited Land Consultant designation through the REALTORS Land Institute and the Whitetail Properties Certified Land Specialist designation. They have also completed Deer Steward Levels I and II through the National Deer Association.

"Being a land specialist means knowing more than how to list a property," Scott said. "You have to understand soils, access, wildlife, timber, agriculture, conservation and the highest and best use of the land."

Land is not only their profession. It is their lifestyle.

Scott is often working on food plots for deer, turkey or ducks on their Newport property or on family land in Warren County that has been in his family since the 1700s. Their children, Taylor and Colt, grew up around that lifestyle too. Taylor is working toward her private pilot's license and bachelor's degree, while Colt recently graduated high school and plans to attend real estate school. Their dog, Anja, is a German hunting dog trained for land and water, able to retrieve birds, track game and still be part of the family.

For Scott and Tracie, success is not simply measured in sales volume, awards or active listings. It is measured in trust. It is being the call a family makes when they are ready to sell land that has been part of their story for generations.

Because at the end of the day, land may be what Scott and Tracie sell, but people, relationships and stewardship are the foundation of the business they have built together.



Jena Ashcraft

A Lender in Your Corner

WRITTEN BY JENA ASHCRAFT



For Jena, helping someone buy a home begins with a conversation. Understanding a family's goals, answering their questions, and helping them see a path forward are at the heart of her work.

With nearly 20 years in the mortgage industry, the Jacksonville-based Movement Mortgage loan officer brings experience and a personal approach to home financing. She serves buyers throughout Eastern North Carolina, including first-time homeowners, military families, and those preparing for their next chapter.

In a community closely connected to Camp Lejeune and MCAS New River, Jena's work with VA buyers holds particular importance. Whether someone is navigating a military move or wondering if homeownership is within reach, she helps them understand their financing options and the steps ahead.

Her approach combines practical guidance with straightforward communication. Buying a home comes with plenty of questions, and Jena believes people deserve clear answers that help them make informed decisions. That same relationship-focused mindset extends to her work with local real estate agents.

Through educational opportunities, creative marketing, and collaborative events, she looks for ways to support her partners and connect with the community she calls home.

Outside of work, Jena enjoys travel, adventure, and making memories with her husband and young daughter, Nora. Those experiences keep her connected to what a home represents: a place to build a life, celebrate milestones, and spend time with the people who matter most.

For Jena, the most rewarding part of the mortgage business is helping families take that next step with someone in their corner who cares about where they're headed.

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MOVEMENT MORTGAGE









Nema BLANKENSHIP

THE HEART OF THE OFFICE

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY JUSTIN WHITT

Nema Blankenship's road to real estate leadership included a few unexpected turns, including one that took her underwater.

CONTINUED ▶



Left to Right: Jerry and Nema Blankenship

Long before she was managing agents along the North Carolina coast, Nema was growing up in a small Oklahoma town, graduating in a high school class of just 19 people. Her career later took her to Dallas and Houston, where corporate work eventually gave way to an unexpected opportunity in the scuba industry.



Photography by Sascha Kellersohn

> **Scuba** was never part of the plan, but it ended up being what brought me to North Carolina."

"Scuba was never part of the plan, but it ended up being what brought me to North Carolina," Nema said.

A friend of a friend owned a scuba shop, and Nema started working there. Before long, she was managing the shop and had started a large dive club. She also led group trips to places like Belize and Costa Rica and specialized in shark dives.

That experience eventually led her to Olympus Dive Center in Morehead City. When a manager position opened, she applied. In 2007, she packed her Toyota Corolla with her bike and dive gear and moved to North Carolina.

She spent seven years with Olympus before realizing she was ready for a new chapter. After years of working weekends, she was tired and looking for something different. She had met her husband, Jerry, who lived in Sneads Ferry, and when she moved there, she noticed one thing right away.

There were a lot of real estate signs.

Nema first stepped into the industry through vacation rental property management. During that time, she earned her real estate license in 2016, originally thinking it might help her grow within property management. It did not take long for her to realize that was not the direction she wanted to go.

She moved into real estate sales, worked as an individual agent, joined a team and spent time in an administrative and transaction coordinator role. That experience gave her a behind-the-scenes understanding of how agents work, what they need and how an office functions beyond the sale itself.

In 2020, Nema made another shift. She stepped away from the team environment, became an individual agent again and joined a company that later merged with Coldwell Banker Sea Coast Advantage. By 2021, she had moved into management.

Although she once questioned whether she was ready for that kind of leadership, management was not new to her. She had spent years managing people and operations in the scuba industry, and those skills translated naturally into real estate.

"My heart was always in management," Nema said. "Even though it was a different industry, I was managing a business and I was managing people."

Today, Nema manages the Atlantic Beach and Emerald Isle offices for Sea Coast. Her role includes supporting agents, helping newer Realtors grow, recruiting, retention and being a steady resource when agents need guidance.

She describes the job as a mix of recruiting, retaining and being a "deal doctor," but for Nema, retention is just as important as bringing new agents through the door.

"Recruiting matters, but keeping the right people matters just as much," she said. "You cannot build a strong office if people are constantly coming in and leaving just as quickly."

Because of that, Nema focuses heavily on culture. She does not believe in recruiting just for numbers. Instead, she wants the right people, agents who value what the company offers and contribute to the environment they have built.

"They just have to be really good humans that want what we have to offer," Nema said.

For Nema, leadership is personal. She takes time to talk with agents, understand what they need help with and learn where they may be struggling. She believes people should be treated as humans, not numbers.

That same mindset carries into recruiting. When she interviews someone, she wants to know about more than production or a resume. She wants to know who they are, what their life looks like and whether they will feel at home in the office.

Outside of work, Nema and Jerry live in Newport with their Old English bulldog, Brutus. Jerry is a retired Navy hospital corpsman who continues serving the military community through his work in orthotics. Together, they enjoy boating, cruising the Intracoastal, spending weekends at the sandbar, cooking and having friends over.

During football season, Saturdays are reserved for the Georgia Bulldogs. Even with the demands of real estate, Nema believes in enjoying life outside of work. She is available to her agents when they need her, but she also shows them that a full life outside of work matters too.

After a career that has taken her from shark dives to managing two coastal real estate offices, Nema has built her leadership style around the same thing that brought her success in every chapter: people.

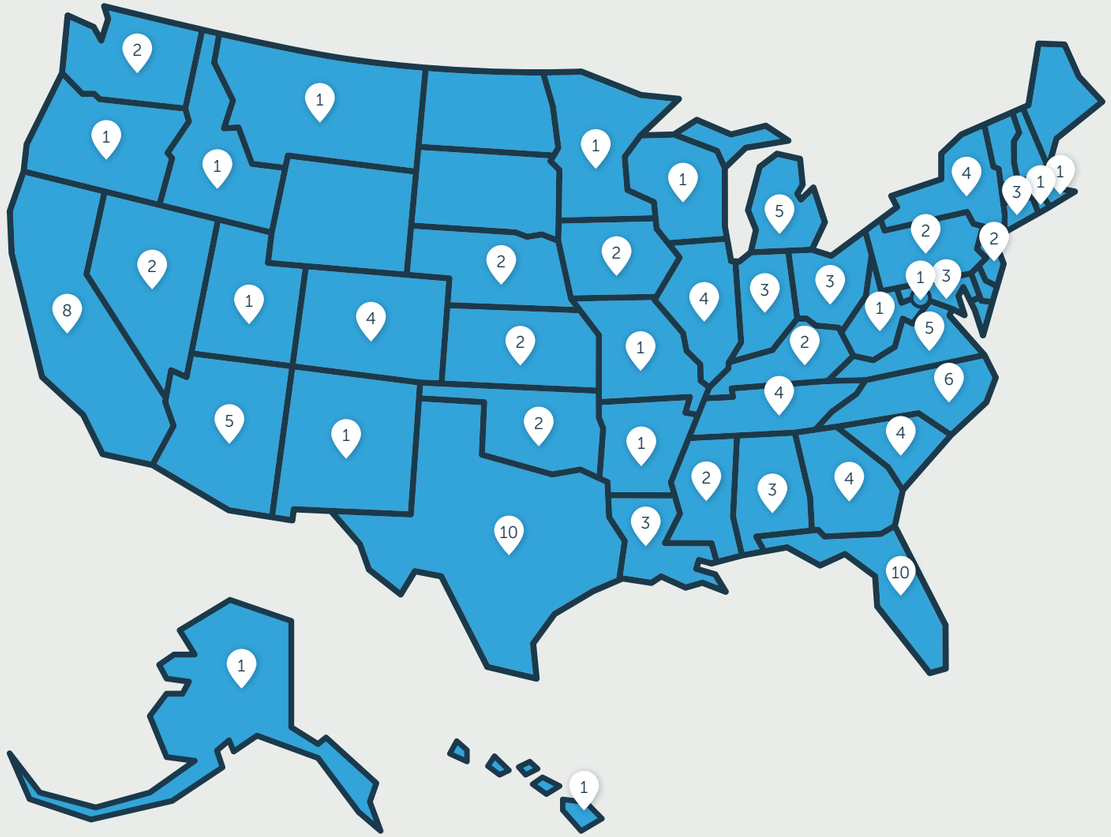
She listens, she supports, she leads and she creates the kind of office culture where agents want to stay.

> **My heart** was always in management."

> Recruiting matters, but keeping the **right people** matters just as much."

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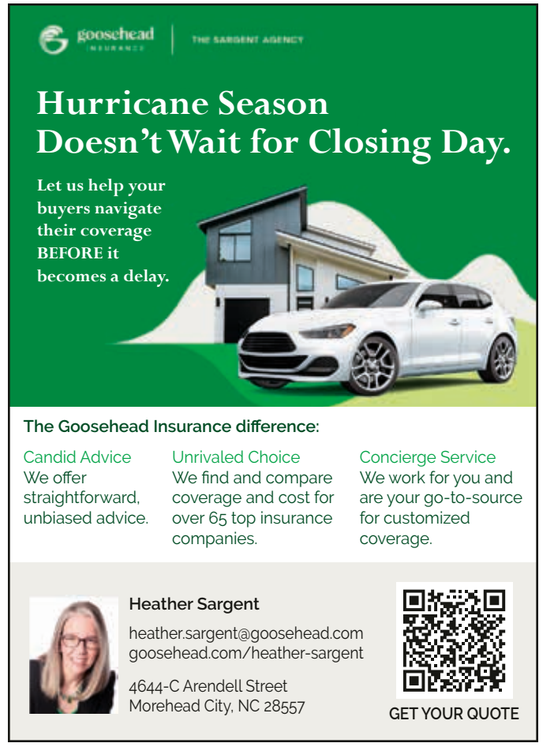


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WAVECREST

BUILDERS & INSURANCE





BUILDING HOMES, **PROTECTING FUTURES**

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY JUSTIN WHITT

Anthony Futral did not have to search far to find his path. In many ways, construction was already part of the foundation of his life.

Anthony grew up coming to the Crystal Coast while his father, Sherrell Futral, worked as a builder and kept a place in the area. After finishing high school in Duplin County, Anthony studied construction management in college. It was not his original plan, but the industry quickly made sense.

"I interviewed with different companies including opportunities involving commercial construction and national home builders," Anthony said. "I just really did not want to leave eastern North Carolina."

Instead, he came back to the coast. After graduating, Anthony started working immediately and has been building ever since.

Today, he owns Wavecrest Builders and Wavecrest Insurance, two businesses that allow him to serve coastal homeowners from both the construction and protection sides of the process.

Wavecrest Builders carries forward the experience and foundation of Bluewater Builders, which was started by Anthony's father, Sherrell Futral, and his business partner. After years in the building industry, Anthony eventually took over the construction company and later launched the insurance agency, creating two businesses that naturally work together for coastal homeowners.

While many people know Anthony as a builder, the insurance side of his business has become a major part of what makes his work unique. Wavecrest Insurance began about 15 years ago, and to Anthony, the two industries naturally fit together.

"The insurance just kind of goes with this," he said.

That connection gives clients another resource during and after the building process. As homes near completion, Anthony and his team can







help owners understand coverage options, price policies and make sure the home is protected properly. When his work was referenced as a one-stop shop, he agreed.

"We are," Anthony said. "We try to take care of all of our clients' needs."

On the building side, Wavecrest Builders focuses heavily on custom homes, especially along Emerald Isle and the surrounding Crystal Coast. Anthony works with many clients who do not live locally full time, which makes communication a critical part of the process.

"A lot of our business is custom," Anthony said. "Most of our clients do not live here during the construction process."

Because of that, he and his team have developed ways to keep clients updated from a distance. Some visit every few weeks, while others rely on photos, progress updates and regular communication as their coastal home comes together.

Over the years, Anthony has built a wide range of properties, from custom primary and second homes to large oceanfront rental homes designed to generate income for their owners. At times, that market has been especially active. Other times, interest rates, insurance costs and broader market conditions have slowed the pace.

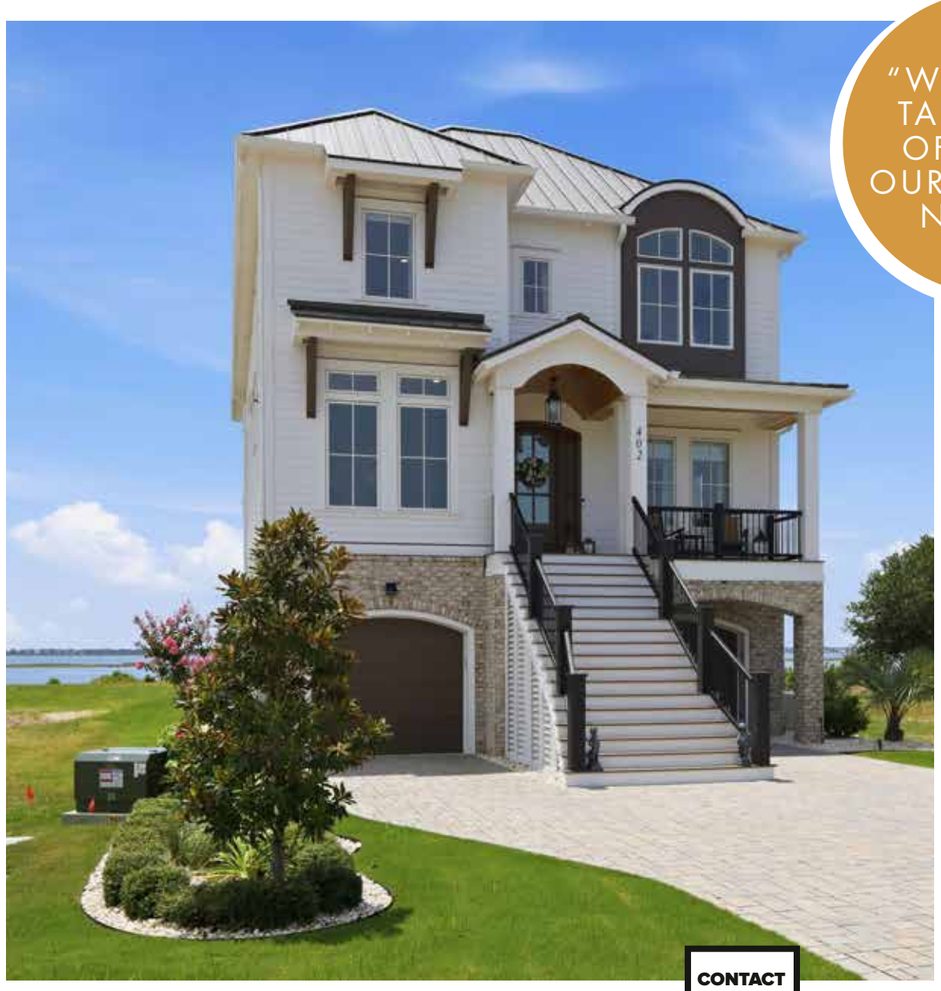
Anthony has seen those cycles firsthand. He remembers building in neighborhoods that sat quiet for years after the market shifted, then watching demand return as COVID changed the way people thought about where they could live and work.

"COVID was a strong boost for property sales and home building in our area," Anthony said.

Remote work helped bring new interest to coastal communities, with buyers realizing they could live with a better view while still doing their jobs.

Another piece that sets Wavecrest apart is its team. While many builders subcontract nearly every part of a project, Anthony has employees who handle framing, trim work, painting, and other important finishing details.

"We have a lot of our own crews," Anthony said. "A lot of builders sub everything out. We have employees who have made working with us their careers."



"WE TRY TO TAKE CARE OF ALL OF OUR CLIENTS' NEEDS."



That consistency gives him more control over quality, scheduling and the finished product, while also creating a team atmosphere within the company.

Outside of work, Anthony and his wife are embracing a new season as empty nesters, although their home is far from quiet. With three dogs, including a new puppy recently added to the family, they have plenty keeping them busy.

They also have three children, and Anthony would love to see them become part of Wavecrest one day, whether through building, insurance or another role within the family business.

"That is what I did with my dad," Anthony said. "I would love for them to get involved, take over and keep the business going for generations to come."

For Anthony, Wavecrest is more than a building company or insurance agency. It is a continuation of family, hard work and coastal experience, built around helping people create and protect the homes they love.

CONTACT US!

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WAVECREST BUILDERS

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Real Producers Seafood Boil

PHOTOGRAPHY BY EMILY MARTIN AND JUSTIN WHITT

North Carolina Coast Real Producers brought together top realtors and business partners for two incredible afternoons of fresh seafood, great conversations and meaningful connections!

The celebration kicked off in Emerald Isle on September 29th, followed by an especially exciting event in Nags Head the next day, marking our very first Real Producers gathering in the Outer Banks!

We're grateful to everyone who joined us and look forward to bringing even more opportunities for connection along the coast in 2027!

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Nags Head Real Producers Seafood Boil

PHOTOGRAPHY BY ELI POWELL





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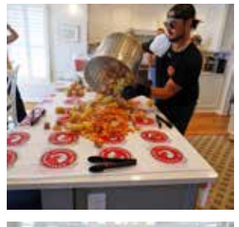




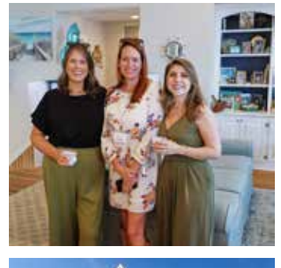






























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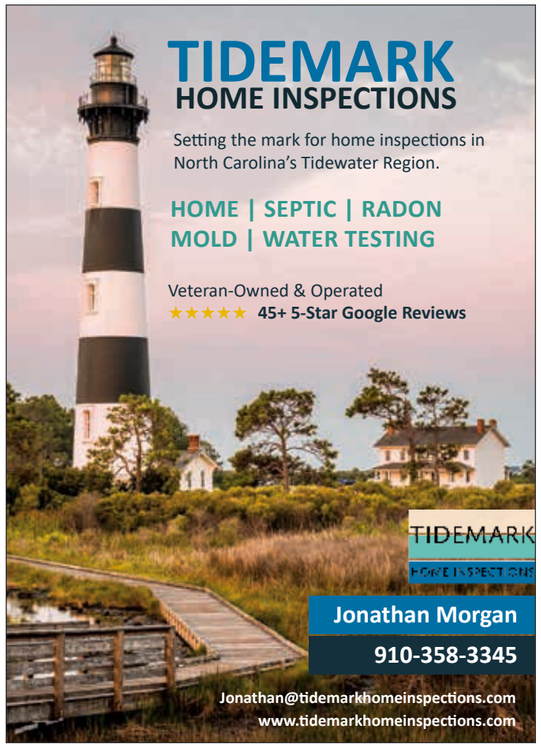
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JC Jackson Homes

What Realtors Should Know About On Your Land

WRITTEN BY SAVANNAH AUSTIN, MARKETING COORDINATOR FOR JC JACKSON HOMES

YOUR CLIENT JUST SAID, "I THINK WE WANT TO BUILD."
For over 20 years, JC Jackson Homes has built homes and relationships throughout Eastern North Carolina. Our On Your Land program serves buyers in Carteret, Onslow, Jones, Lenoir, Pamlico, Craven, Pitt, and Beaufort counties, helping them turn their vision into a home they love.

Whether your client already own land, are searching for property, or are simply exploring their options, the first step with us is always a conversation. Our New Home Specialists begin with a Discovery Meeting to learn about your client's goals, land situation, preferred home design, timeline, and investment. From there, we help them understand their options and determine the path that best fits their needs.

There's More Than One Way to Build
From our Carolina and Southern Series to fully custom home designs, our in-house drafting team helps clients create a home that fits their lifestyle.

Our proven process makes building clear, collaborative, and enjoyable. We guide homeowners through home design, site considerations, selections, construction, orientation, and closing. Buyers can ask questions, explore possibilities, and make informed decisions with experienced professionals alongside them. We're here to help them move forward with confidence.

Where Does the Realtor Fit In?
Right alongside the client. We value our Realtor partners and want you to remain part of the relationship when you introduce buyers to JC Jackson Homes.

Please register your client with our team before they contact us. We'll add them to our system with you listed as their Realtor, ensuring we know from the start that they were referred by you.

You can call us directly or visit jcjackson.com/realtors.

Since 2018, JC Jackson Homes has maintained a 4.7 out of 5-star rating on GuildQuality™ across more than 600 homeowner reviews. Those experiences give our Realtor partners confidence in the team they're recommending. When you recommend a builder, your reputation is part of that referral. We take that responsibility seriously.

So, when your buyers can't find the right home or say, "I think we want to build," you can simply respond, "I know a team!"

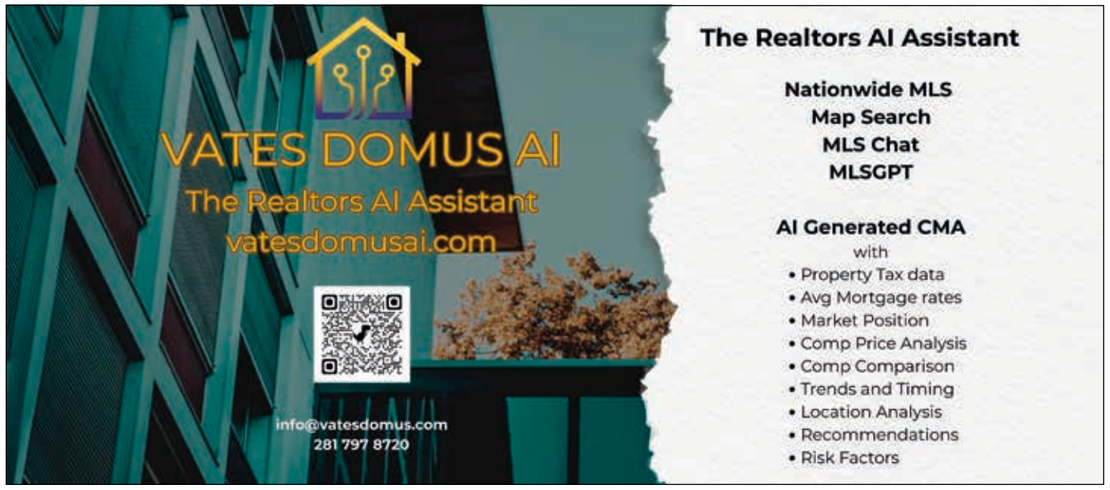
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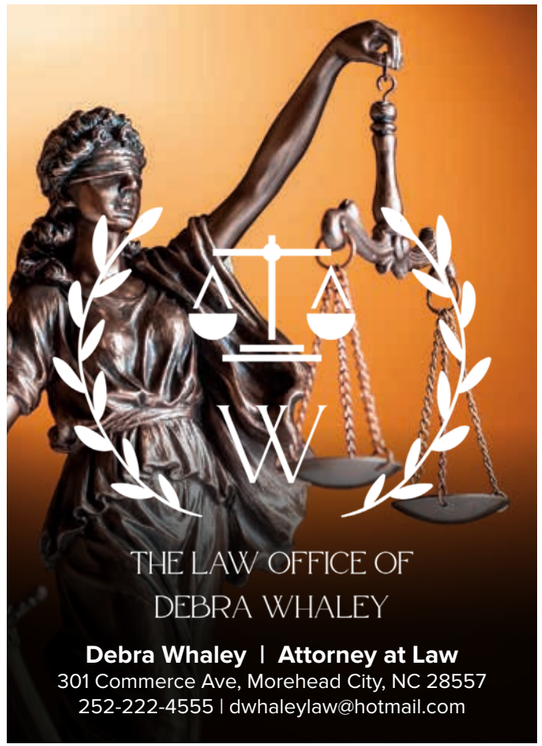


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