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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

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AVERAGE
SALES VOLUME
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Hunter DAVIS



.....

CARRYING THE LEGACY FORWARD

.....

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY MIKE LEECH

HUNTER DAVIS arrived on the Outer Banks for an internship with another career in mind. She expected to explore event planning and decide where life would take her.

Instead, it took less than a month for the Outer Banks to feel like home.

After graduating from East Carolina University in 2011, Hunter moved to Corolla knowing only one friend along the Outer Banks’ coast. She grew up in Charlotte, but she never imagined building a life on North Carolina’s northernmost beaches.

“I think my heart told me pretty quickly that this was where I wanted to land long term,” Hunter said. “I fell in love, and I don’t know that there’s a better beach out there.”

The first advice she received was simple: if she planned to stay, she needed to work for the Twiddy family. Hunter followed that advice, quickly applied for a job, and earned a position in property management at Twiddy & Company.

Hunter spent several years in property management where she assisted in both marketing and guest services. Both roles taught her about the Outer Banks rental market, investment properties, guest expectations and what makes coastal ownership unique.

“Starting on the property management side was such an advantageous opportunity,” Hunter said. “It provided me with a depth of knowledge and insight far beyond what I could have imagined gaining before entering the sales world.”



Left to Right:
Martha Springer
and Hunter Davis

“The biggest compliment I can receive is hearing that I practice real estate the way Martha always has.”

Real estate sales, however, was never part of her plan. When the opportunity presented itself, Hunter admits she was slightly terrified by the uncertainty of commission income and the pressure of building a business.

Her father encouraged her to take the chance, as did Martha Springer, a respected agent with decades of experience. Hunter and Martha had become close through their work at Twiddy, and Martha’s encouragement helped her take the leap.

“Sales was never on the forefront for me,” Hunter said. “I was incredibly nervous when the opportunity presented itself, but it became the best decision I have ever made.”

After Hunter’s first year in sales, she and Martha formed the OBX Legacy Home Sales Team. Earning Martha’s trust and becoming her partner was an opportunity to learn from one of the area’s most accomplished professionals.

Since 2018, Hunter and Martha have sold over \$349 million in residential sales, with over \$32 million in year-to-date sales for 2026.

Martha has gradually stepped back, but her influence remains at the heart of the team. Hunter describes their relationship as similar to that of a mother and daughter, without the genetics. Their partnership brought together Martha’s knowledge and Hunter’s energy, marketing background and commitment to carrying that legacy forward.

“The biggest compliment I can receive is hearing that I practice real estate the way Martha always has,” Hunter said.

The team primarily serves the northern Outer Banks. Much of Hunter’s business involves investment and vacation properties, although helping families relocate to the Outer Banks full time is equally rewarding.

Her property management background gives her a valuable perspective when advising investors. She understands what guests look for, how rental homes operate and the factors that affect long term ownership and return on investment. Whether she is helping someone purchase a vacant lot or a large oceanfront estate, Hunter believes the level of care should remain the same.

“One of the first things Martha instilled was to treat every single customer the same when they walk through the doors,” Hunter said. “I am going to service a lot sale exactly like I would service a 12 bedroom oceanfront sale.”

That approach reflects Hunter’s belief that every transaction represents an extraordinary level of trust. Her clients are making significant financial decisions, and she wants them to feel supported long after closing.

For Hunter, service after the sale is not an extra. It is the core of her business.

“I would truly be insulted if someone did not reach out to me when they needed something long after buying their home,” she said. “The last thing I want is for someone to be searching for an answer or feeling overwhelmed in a new area.”

Those lasting relationships are what make the work meaningful. Hunter has watched Martha’s clients return with their children and grandchildren, and she hopes to build the same kind of multigenerational trust. Clients often become friends and feel like family.

That connection also reflects the culture Hunter found at Twiddy. The family-owned company gave her room to grow while placing her alongside mentors who helped guide her career.

“They have always been so good at putting people in the right places,” Hunter said. “They saw something in me that I did not necessarily see at the time.”

Outside of real estate, Hunter enjoys traveling, design and spending time on the beach. She and her husband, Brad, married in 2022 and share their home with two rescue dogs, Ace and Millie. Brad owns a home repair business, so real estate is often part of their conversations.

Hunter also recently became an aunt to Libby and is excited to spoil her every chance she gets. She has also become more intentional about balance, using travel and time with family as an opportunity to step away and return refreshed.

Still, the Outer Banks remains the place she is happiest to call home.

What began as a summer internship became a career, a community and a life Hunter never expected.

With Martha’s legacy behind her and years of relationships ahead, she remains focused on serving every client with care, protecting the trust placed in her and building relationships meant to last for generations. 🏡

“The last thing I want is for someone to be searching for an answer or feeling overwhelmed in a new area.”



Sally Herman

WRITTEN BY SALLY HERMAN



Your Calm In The Chaos

After 22 years of active-duty service in the Marine Corps, my husband will officially retire this October. For our family, that means something we haven't always had the luxury of saying: we get to choose where home is.

We chose Beaufort. After years of moves, changes, deployments, and learning to adapt when plans inevitably changed, I've realized how much those experiences have shaped the way I run my mortgage business.

Buying a home can feel chaotic. So can selling one. There are deadlines, inspections, appraisals, paperwork, unexpected problems, and a lot of

emotions attached to one of the biggest financial decisions someone will make.

I can't eliminate every stressful moment, but I can make sure my clients and Realtor partners never have to wonder what's happening.

That's why I believe a five-star client experience isn't necessarily about grand gestures. It's about consistency.

It's answering the phone. Setting expectations from the beginning. Communicating before someone has to ask for an update. Explaining complicated things in plain English. Celebrating the small milestones. And when something doesn't go according to plan, being the person who stays calm and starts looking for solutions.

Those little things are what people remember.

As my family starts this next chapter and puts down permanent roots here on the Crystal Coast, I'm excited to do the same with my business. To build deeper relationships, serve this community, and help my Realtor partners create an experience their clients want to tell other people about.

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Katie & Rob Walker

PARTNERS IN LIFE
AND REAL ESTATE

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY JUSTIN WHITT

When Rob and Katie Walker decided to explore real estate, they were looking for the next chapter they could build together.

After graduating from the University of Idaho, the couple moved to California and began corporate careers. Rob had always been drawn to military service, and what they imagined as one enlistment became a full Marine Corps career. Katie spent years as a stay-at-home mother before working at Cherry Point.

By 2018, they began considering real estate as an investment. In early 2019, they bought a beach home and managed it themselves as a short-term rental. The experience sparked a larger idea.

As Rob considered retiring from the Marine Corps, he knew he wanted to work for himself. When he told Katie he planned to earn his real estate license, she decided to do the same.

"I thought I would just dabble in it until Rob retired, and then we would really go big," Katie said.

They earned their licenses in December 2020 and joined Advantage Coastal Properties, a small Emerald Isle firm that immediately felt like the right fit. At the center of that early chapter was Mac Nelson, a longtime top producer in Carteret County whose reputation, experience and example left a lasting impression on them. As Mac began scaling back, Rob and Katie were given opportunities to step in, learn quickly and build their business with the support of a firm that trusted them to grow.

That support continued with Tyler and Charmione Marcell, who later purchased Advantage Coastal Properties from Mac and Ed. Charmione, in particular, took Katie under her wing during that first





Left to Right: Katie, Rob, Drew and Trent

“WE ARE A LITTLE BIT
yin and yang.”
- KATIE

year, generously sharing lessons from her own early experiences and helping her navigate the challenges of being a new agent. Rob and Katie saw in Tyler and Charmione the same client-first philosophy that had defined the firm under Mac and Ed, and their partnership was a major reason the Walkers chose to remain with Advantage after the ownership transition.

Their first transaction came almost immediately when military friends arrived to purchase a home and discovered their original agent had left them without help. Rob and Katie stepped in, honest about being new but determined to take care of them.

They entered the business during an intense market. Homes moved quickly, inventory was limited and buyers often competed against multiple offers. Instead of easing into the industry, the Walkers learned through hands-on experience.

“It was on the job training, which was fantastic,” Katie said. “You can only hear and learn things from others so much.”

While still serving in the Marine Corps, Rob spent evenings running comparative market analyses and studying data. Katie’s plan to balance real estate with contract work quickly changed as their business grew. Each transaction introduced new challenges, and they relied on their firm whenever questions arose.

“All we had to do was be good,” Rob said.

“We just had to take care of our clients, and that snowballs.”

That mindset quickly became the foundation of their business. What started with a few early opportunities grew through trust, referrals and the relationships they built along the way. One client led to another, then another, proving that when people feel truly cared for, they are eager to send others in the same direction.

Rob and Katie also bring complementary perspectives to every decision.

“We are a little bit yin and yang,” Katie said. “Sometimes he is saying, ‘This is what it is worth,’ and I am saying, ‘But how much is it worth to you?’”

That balance gives clients both an analytical and personal view of a purchase. Their goal is not to push someone toward a closing. If renting is the better decision, they will say so. Protecting the relationship matters more than earning a commission.

Their military background has shaped an important part of their business. They frequently help service members relocating from locations as distant as Japan without the opportunity to visit before buying. Rob and Katie become their eyes, ears, and nose, providing virtual tours, inspections and preparing everything so the family has a home waiting when they arrive.

“When they refer us to somebody else and say, ‘They took care of us,’ that is a huge confidence builder,” Rob said.

Their service remains intentionally hands-on. Rob attends inspections whenever possible so he can hear the inspector’s explanations and help clients understand the report. The couple does not use a transaction coordinator because they want to remain part of every step.

“I do not think we sell houses,” Rob said. “We just take care of clients.”

They are equally committed to their professional and local communities. Katie was named Rookie of the Year during her first year in real estate and has served on the Carteret County Association of Realtors board. Rob has served on its education committee and teaches professional communication to new agents. Katie volunteers with the Navy-Marine Corps Relief Society, while Rob scuba dives in the North Carolina Aquarium’s main habitat.

At home, the Walkers are empty nesters with two sons, Trent and Drew, attending East Carolina University. They enjoy boating, traveling and family ski trips. Katie also plays mahjong and crochets, while Rob enjoys interacting with families during aquarium presentations.

Real estate was meant to be a new chapter after military life. Instead, it became a partnership reflecting who Rob and Katie have always been: hardworking, service-minded and committed to taking care of the people who trust them. ❧

“
I DON’T THINK
WE SELL HOUSES,
WE JUST
*take care
of clients.*”
- ROB



The Inspection Report Isn't the Repair Request

Understanding severity, urgency, and the financial impact of inspection findings

WRITTEN BY JONATHAN MORGAN



The Report Comes In

A home inspection report can appear overwhelming at first. There may be numerous

defects, several recommendations for further evaluation by licensed professionals, and what can quickly feel like a long list of potential expenses. Naturally, one of the first questions buyers ask their Realtor is, “What should we ask the seller to fix?” The answer usually isn’t as simple as copying and pasting the inspection summary into a repair request.

What the Inspection Report Is Actually Doing

In North Carolina, a licensed home inspector’s evaluation is performed in accordance with the North Carolina Home Inspector Licensure Board Standards of Practice, not simply the individual opinion of the inspector. Within that framework, the report documents observed conditions, identifies defects and safety concerns, recommends repair or further evaluation when appropriate, and helps the buyer better understand the property they are purchasing.

Understanding the Report Categories

To help put those findings into perspective, my reports use a simple color-coded system to communicate their relative significance. **Green** items are informational or general statements about the home and are not necessarily defects. **Orange** items identify defects that warrant correction, but generally do not require the same urgency as a significant defect or safety concern and can typically be addressed within the next couple of months. **Red** items are Summary Defects or Safety Concerns—conditions that may present a safety risk, risk of property damage, improper operation, or warrant timely repair or further evaluation by a qualified professional. **These colors help communicate the significance and urgency of a condition, but they do not determine what should appear on a repair request.**

Severity, Urgency, and Cost

This is where the distinction becomes important: **the severity of a defect does not always reflect its potential financial impact.** For example, widespread granule loss on an aging roof may be classified as an orange defect if the roof is still performing as intended and no active leakage is observed. However, that same condition may indicate an aging roof with **increased potential for**

replacement in the foreseeable future, leaving the buyer with a significant replacement expense in the near future. Conversely, a red safety defect may warrant immediate attention because of the nature of the concern, even when the actual repair is relatively inexpensive. **Severity, urgency, and financial exposure are three different considerations.**

From Report to Repair Request

When deciding what belongs on a repair request, buyers and their agents should consider the nature and urgency of the defect, potential repair costs, and the buyer’s ability or willingness to assume that risk after closing. Some findings may warrant negotiation, while others may simply be important for the buyer to understand and financially plan for. **The inspection report isn’t the repair request—it’s the information buyers and their agents use to make an informed one.**

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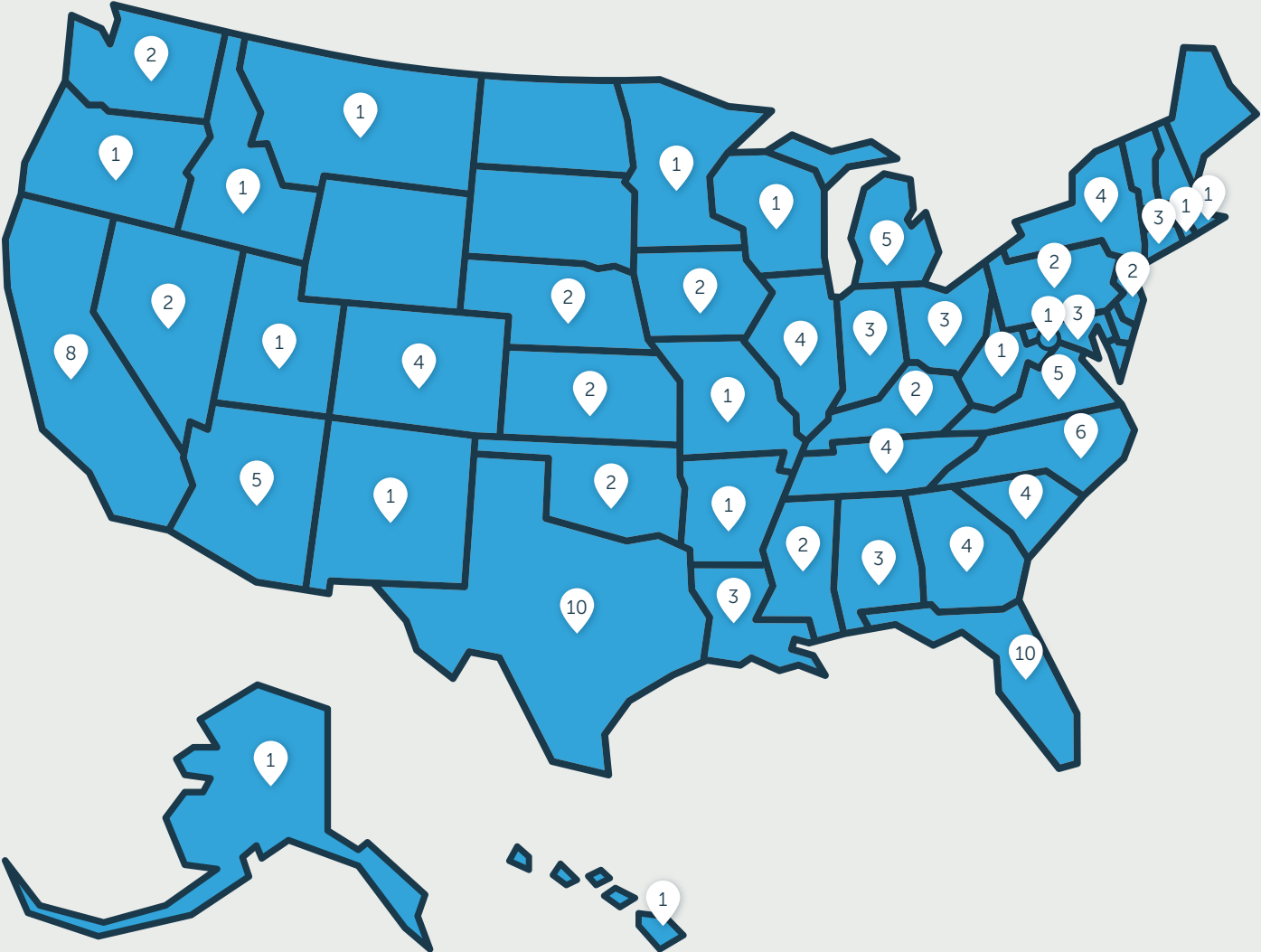
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STEPHANIE *Midgett*

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**Coverage
with Character**

**Every October,
Stephanie Midgett
wears pink.**

It is her way of recognizing Breast Cancer Awareness Month, reminding women to schedule their mammograms and sharing the encouragement she wishes someone had once given her. Stephanie was diagnosed with breast cancer in March 2020. Today, she is in remission and grateful to be on the other side of treatment.

"I am the constant reminder," Stephanie said. "I ask people, 'Did you get your mammogram done?' It only hurts for a minute, and it is worth getting it done."

Her experience is an important part of her story, but it is only one chapter in a life defined by resilience, hard work and a desire to help others. Anyone who knows Stephanie also knows the personality behind that heart: outgoing, hilarious, a little crazy in the best way and always ready to make people laugh.

Born and raised in Onslow County, Stephanie started working in a tobacco field when she was nine years old. By 16, she had traded the field for jobs that included laying sod and cleaning beach homes.

She attended Coastal Carolina Community College, where she studied architectural drafting, before moving to Florida with her husband. There, she worked

for Harris Corporation on projects involving satellite systems and military communication equipment. After four and a half years, the couple returned home when her father-in-law became ill.

Back in coastal North Carolina, Stephanie and her family opened Friendly City Seafood, a fish market and restaurant. After the business was destroyed by fire, she continued working in the restaurant industry before turning toward real estate.

Stephanie earned her real estate license in 2010 and quickly found a career that fit her personality.

"I loved it," she said. "Every client I worked with, I treated them as if they were my children or a relative."

For Stephanie, real estate was never simply about closing a transaction. She wanted clients to understand what they were buying, make responsible decisions and feel supported throughout the process.

"They would send me pictures of their babies," she said. "They thought enough of me to consider me part of their family."

That instinct to educate and protect people became the foundation of her next career. In 2018, Stephanie called an Old Republic Home



Protection representative with a question about swimming pool coverage. During that conversation, she was unexpectedly offered a job. Within two weeks, she had accepted the position and was flying to California for training.

"My whole life changed in a way I had not prepared for," Stephanie said. "But I welcomed every minute of it."

Her realtor background made the transition natural.

“Life goes on, and I am dealing the best I can with what God has dished out for me.”



“
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for.”**



Stephanie understands client concerns and the challenges agents face during a transaction. Today, she works with real estate professionals throughout the coastal Carolinas.

She sees her role as more than selling home warranty plans. She helps agents understand coverage, compare options and guide buyers and sellers through decisions that can otherwise become confusing.

“I am the helper,” Stephanie said. “If you cannot make people’s lives better, then why bother?”

Education is one of the most important parts of her work. Stephanie explains how plans differ, what clients should expect and why coverage details matter. She encourages agents to look beyond price and consider what protection their clients will receive when a major system or appliance fails.

She is especially passionate about HVAC coverage. With repair and replacement costs rising, Stephanie believes agents should understand limitations, exclusions and coverage levels before recommending a plan.

“I have never not answered a real estate agent’s questions or their clients’ questions,” she said. “I want everybody to know what they are getting into.”

Stephanie recommends home warranty protection for both new and older homes. Even new appliances and systems can fail, and buyers rarely know how previous owners used or maintained them. She believes the first year of ownership can be especially important as buyers adjust a home to their routines.

Her support also extends beyond active transactions. Through Old Republic’s real estate referral program, agents can help past clients, friends and relatives explore coverage after closing. For

“
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Stephanie, that is another way to remain useful long after the sale.

Outside of work, Stephanie and her husband, Don, better known as Grumpy, have long enjoyed boating and spending time along the coast. They share their home with Bogue, a Chesapeake Bay Retriever, and Layla, a feisty Pomeranian.

Before her diagnosis, Stephanie also loved riding her Harley-Davidson, sometimes even arriving at real estate showings on it. Treatment left her with lasting neuropathy, making some of those activities more difficult, but she continues to approach life with gratitude and determination.

“Life goes on, and I am dealing the best I can with what God has dished out for me,” she said. “Life is good. It could be a lot worse.”

Whether she is educating an agent, helping a homeowner understand coverage or reminding someone to schedule a mammogram, Stephanie’s instinct is always to help. She is a worker, an educator, a survivor and a problem solver who has built her career around making life easier for the people she serves. ▀



“
**I want everybody
to know what they
are getting into.”**

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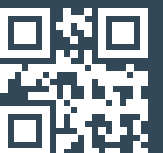
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