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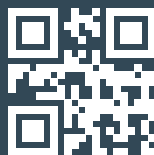


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\$4,646,826,260



SALES VOLUME

10,154

TOTAL TRANSACTIONS



34.1



**AVERAGE
TRANSACTIONS
PER AGENT**

\$15.6M

**AVERAGE
SALES VOLUME
PER AGENT**



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PROFILES



24 Brad Inspects



Jean-Paul Peron

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Left to Right: Laurie Conrad, Shannon Wilson-Chandler, Amber Call, Jaime Barefoot, Lisa Galizia

A Boutique Team Built on Trust

Barefoot-Chandler & Associates Real Estate

WRITTEN BY LAUREN SCHUSTER
PHOTOGRAPHY BY LANDON MANN

Barefoot-Chandler & Associates Real Estate was built on a simple belief: clients should not have to choose between saving money, receiving strong results and feeling genuinely cared for along the way.

For Jaime Barefoot and Shannon Wilson-Chandler, that belief became the foundation for a partnership, a boutique real estate firm and a team that has continued to grow while staying true to the local service that made it successful in the first place.

Their story began with two established real estate careers. Jaime was born and raised in Carteret County and has remained local throughout her life. With 21 years of real estate experience, her knowledge of the people, neighborhoods, waterways, communities and coastal lifestyle comes from a lifetime of calling Carteret County home.

Shannon brought a different, but equally valuable, perspective. Licensed for 31 years, she spent approximately 20 years working as a real estate agent in the Raleigh area before moving to Carteret County. For the past 11 years, she has lived and worked on the Crystal Coast, giving her both a strong background in a larger competitive market and a personal understanding of what it means to relocate and build new relationships.

“We each brought something different to the partnership,” they shared. “Jaime brought lifelong Carteret County roots, and Shannon brought decades of experience from both the Raleigh market and the Crystal Coast. Together, those strengths have helped us build something neither of us would have created alone.”

Before joining forces, both women had already built successful individual careers. But they realized their strengths worked well together. More importantly, they shared the same values: honesty, communication, professionalism, work ethic and client service.



Their partnership grew from mutual respect and the belief that clients would benefit from having two experienced leaders personally invested in the outcome. They do not always approach every situation the same way, and they see that as one of their greatest advantages. Different perspectives allow them to look at challenges carefully and keep the client's best interest at the center.

In 2017, they began owning and operating Barefoot-Chandler & Associates Real Estate as a boutique firm built around personal attention, communication, professional marketing, collaboration and helping clients save money.

“We have always believed clients should not have to choose between saving money and receiving exceptional service,” they said. “Lower fees should never mean lower standards.”

That philosophy is reflected in their tagline, “Lower Fees, Better Results, The Finest Service.”

For Jaime and Shannon, it is more than a marketing phrase. It represents the way they built their business. Their lower fee structure was designed to help sellers keep more of their equity while still receiving professional marketing, experienced negotiation, personalized guidance and hands on support.

Barefoot-Chandler & Associates Real Estate has continued to evolve as the industry has changed. Today, the company is powered by LPT Realty, giving the team access to additional technology, marketing tools, training, systems and national resources while keeping the local identity and personal service clients know.

“We did not partner with LPT Realty to change who we are,” they shared. “We partnered so Barefoot-Chandler &

Associates Real Estate could continue growing, improving and staying ahead for our clients.”

That balance matters to the team. They still operate from their Atlantic Beach and Emerald Isle offices. They still offer the same local knowledge, personal attention, lower fee model and hands on service, now with the resources of a larger, forward thinking brokerage behind them.

Having two offices helps the team serve both sides of the Crystal Coast. The Atlantic Beach office gives them a strong presence near Atlantic Beach, Pine Knoll Shores, Morehead City, Beaufort and surrounding communities. The Emerald Isle office helps them serve Emerald Isle, Cape Carteret, Newport, Swansboro and the western side of the area.

“The Crystal Coast is not one single market,” they shared. “Every community

has its own personality, lifestyle and real estate considerations, and our two offices help us stay connected throughout the area.”

Behind that work is an established team with more than 70 years of combined real estate experience. In addition to Jaime and Shannon, the team includes Lisa Galizia, Laurie Conrad and Amber Call. Lisa and Laurie work primarily with buyers, while Amber works alongside the team with new construction and the listing side of the business.

“Our team works because we collaborate,” they shared. “Lisa, Laurie, Amber, Jaime and Shannon each bring different strengths, but everyone shares the same commitment to serving our clients well.”

Since partnering, Barefoot-Chandler & Associates Real Estate has consistently remained among the area’s top sales teams. They are proud of that performance, but even more proud of what it represents.

“The rankings are meaningful, but they are not the whole story,” they shared. “Every closing represents a person or family who trusted Barefoot-Chandler & Associates Real Estate with an important decision.”

For Jaime, Shannon and their team, success means repeat clients, referrals, long term relationships and knowing people felt supported throughout the process. It means telling the truth respectfully, protecting a client’s interests and doing business the right way.

Barefoot-Chandler & Associates Real Estate was built around clients, team, community and trust. As they look ahead, their goal is to continue growing thoughtfully, strengthening their services and serving multiple generations of families along the Crystal Coast.

“Our goal is simple,” they shared. “We want clients to save money, receive strong results and feel confident that they received the finest service possible.”





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Jean-Paul Peron

Outer Banks
Real Estate Beyond
the Pavement

“To pick up a buyer on the pavement who has never been up here before and see all the awe and wow reminds me of how special it is.”

WRITTEN BY LAUREN SCHUSTER • PHOTOGRAPHY BY ELI POWELL

Jean-Paul Peron did not set out to build a real estate career on the northern edge of the Outer Banks. In fact, his path to real estate started with a beach house dream, a love for the coast and a decision that changed the direction of his life.

Before real estate, Jean-Paul earned a bachelor’s degree in early childhood development and education and worked for many years with a local Head Start program in Delaware. It was meaningful work, rooted in people, connection and the joy of seeing others experience something for the first time. Years later, he would realize that same feeling was part of what made real estate special to him too.

His introduction to the Outer Banks began when his wife, Lori, decided she wanted a beach house.

“I could not figure out how to say no to that,” Jean-Paul said.

At the time, the Delaware beaches were out of reach financially, so Jean-Paul and Lori began looking farther south. They discovered the Outer Banks at the beginning of the early 2000s real estate boom, spending years driving down, touring

properties, writing offers, getting outbid and watching prices rise beyond what they had hoped to afford.

Eventually, they shifted their search north to the four wheel drive beaches. The next day, they met a realtor and began looking at lots. A few stops in, they walked through live oak trees and found a sandy open spot on the back side of a property. There, Lori noticed evidence that made the decision feel almost meant to be.

“She said, ‘The horses were here. The horses were here,’” Jean-Paul remembered.

The lot became theirs, and with it came the beginning of a much bigger story. After years of trying to buy property, Jean-Paul had learned so much about the process that he began wondering if real estate might be his next step.





“I was like, ‘Well, gee, I learned so much about real estate, I could sell this stuff myself,’” he said.

In 2004, he took spring break to attend real estate school in Delaware, then used the summer to test out the business quietly. If he liked it and was good at it, he would stay. If not, he could return to his previous work in September.

He never went back.

“I was good at it,” Jean-Paul said. “I loved it and have now been a full time real estate agent since 2004.”

After several years selling in Delaware, Jean-Paul and Lori built their house in Carova and moved to the Outer Banks in March of 2008. The timing was not exactly easy. The market shifted, and what Jean-Paul expected would be a quick restart turned into a much slower climb.

It took 13 months before he received his first commission check after moving.

But over time, he found his lane.

Today, Jean-Paul is known for his niche in Carova and the four wheel drive beaches, an area he knows not as a visitor or an agent passing through, but as a resident. In a market where many agents cover wide territories, Jean-Paul chose to focus deeply on the place he lives.

“I figure, why try to compete against 900 other agents when I can just stay and work my own little five square miles?” he said. “I am in it, so I can eat it, sleep it, breathe it.”

That local knowledge matters in a place like Carova. The area is unlike almost anywhere else.

Streets exist, but they are not paved. The beach is part of everyday travel. There are no grocery stores or quick errands around the corner. Jean-Paul describes it as 11 miles of beach, all zoned residential.

“If you want to be away from all that commercialism, this is it,” he said. “It has its pluses and its minuses, and the pros and cons are typically the exact same thing.”

For clients, that honesty is part of the value he brings. Buying in Carova is not the same as buying in a typical coastal neighborhood. There are vacant lots, sand roads, septic considerations, wild horses, access questions and a lifestyle that requires preparation. Jean-Paul helps buyers understand not only the property, but the reality of living there.

He also understands the wonder of experiencing the area for the first time. Even after more than 18 years of living there, he still enjoys introducing new buyers to the northern beaches.

“I am a people person,” Jean-Paul said. “To pick up a buyer on the pavement who has never been up here before and see all the awe and wow reminds me of how special it is.”

That feeling connects back to his early career with Head Start, when he loved watching children experience something new for the first time. In real estate, he gets to see a similar reaction from adults seeing Carova, the wild horses and the landscape for the first time.

Jean-Paul’s connection to the community goes beyond sales. He and Lori are both members of the fire department, serving in a place where emergency response looks different from most towns. He also serves on the board of the Corolla Wild Horse Fund, helping support efforts to protect the wild horses that are so deeply tied to the identity of the northern Outer Banks.

“We try to do as little interaction with the horses as possible,” he said. “Our role is more protecting them and promoting responsible behavior around them.”

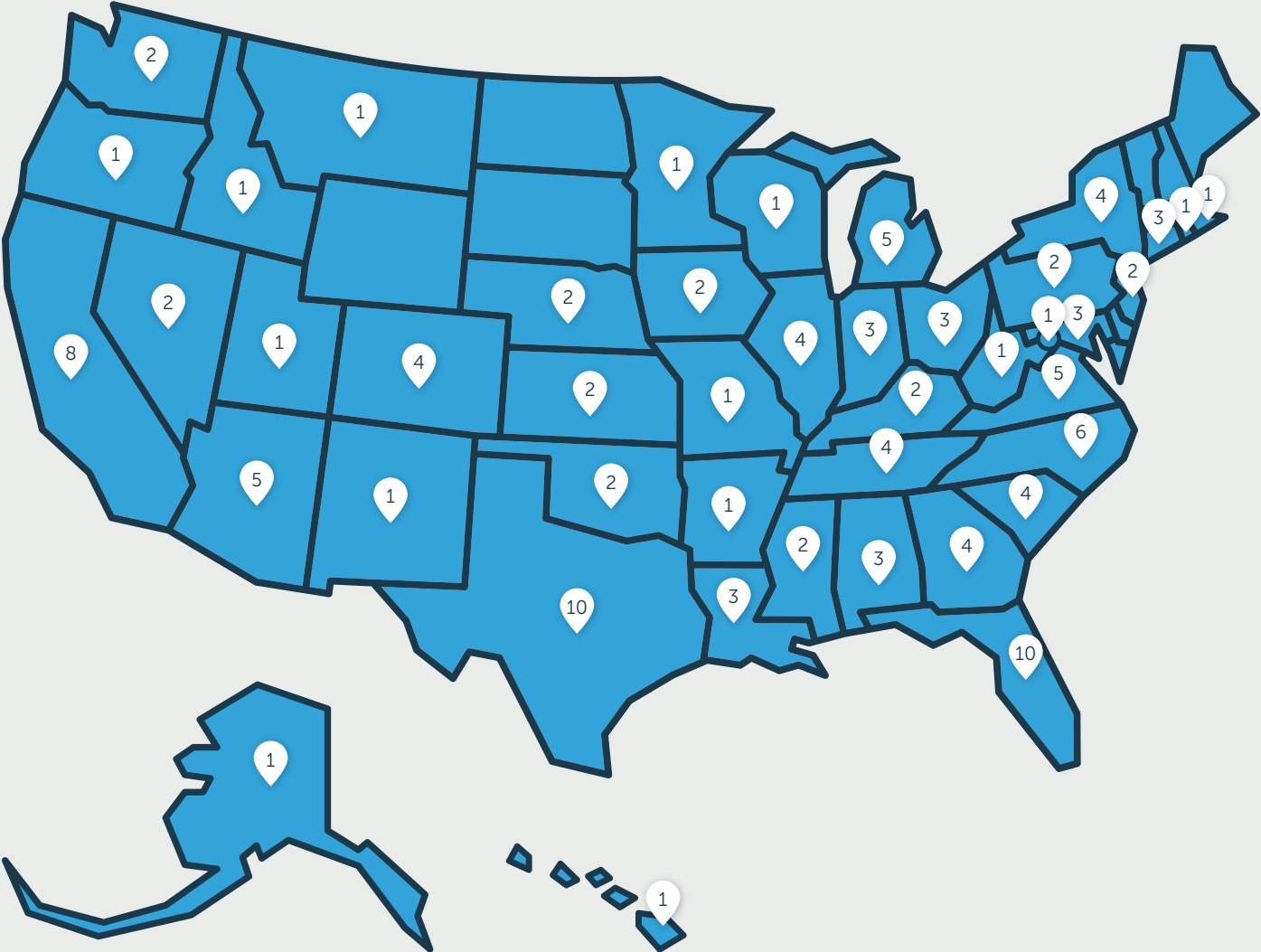
For Jean-Paul, Carova is not just a niche market. It is home. It is the place that started with Lori’s dream, a sandy lot and a sign that the horses had been there. It is the place where he rebuilt his career, found his specialty and built a life centered around the community he knows best.

In many ways, his story is exactly what he now helps clients pursue: the chance to find a place that feels different, personal and worth the journey. 🌿



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BRAD INSPECTS

WRITTEN BY LAUREN SCHUSTER • PHOTOGRAPHY BY JOSH FREEMAN

The Inspectors Realtors Trust



Left to Right: Kevin Klein, Dave Neumann, Luke Barrett, James Simpson, Aaron Neumann, Audrey Neumann, Brad Neumann, Dare Donohue, Emma Redfearn, Cody Goff, Steven Jones, Jesse Griffin, Kaleb Huff

When Brad Neumann talks about Brad Inspects, he does not start with numbers, territories, or growth plans. He starts with people.

That is fitting, because long before he became a home inspector, Brad was learning how to serve people in a completely different setting. From 2004 to 2016, Brad and his family owned and operated a pizza restaurant on New River Air Station in Jacksonville. It was a family

business in every sense, with his parents, brother, sister and Brad all involved at different points.

He loved the restaurant, but by 2016, he knew it was time for a change. The franchise model no longer gave him the freedom he wanted, and

he began thinking seriously about what would come next.

“I knew I was done with pizza, even though I loved it,” Brad said. “I was trying to figure out what I wanted to do next with my life.”

The answer came through a customer who had become a friend. He was preparing to leave the Marine Corps and become a home inspector. One day, Brad asked if there might be room for one more.

“I took a chance on it, hoping it would be something I could be good at and enjoy,” Brad said. “Thankfully, I absolutely love it.”

Brad passed his North Carolina home inspection exam in October of 2016. For the next year, he worked under another inspection company, learning the technical side of the business, how to move through a house, what to look for, how to write reports, and how to explain issues clearly.

That training mattered, but Brad quickly realized his biggest advantage came from the years he had spent in customer service.

“A lot of people who get into home inspecting come from the trades,” Brad said. “I came from a restaurant, where customer service was the most important thing.”

That background shaped the way he built Brad Inspects. He understood that a good inspection was not just about finding defects. It was about communication, clarity, and trust. It was knowing how to talk to realtors and clients, how to explain concerns without causing unnecessary

panic, and how to make people feel informed rather than overwhelmed.

“I know how to talk to people,” Brad said. “I understand the importance of communication, and I do not leave people hanging.”

After about a year, Brad decided to go out on his own. In January, 2018, he officially started doing business independently. At first, his goal was simple. He sat down with his mom, who has always been strong with numbers, and figured out how many inspections he needed each week to cover his bills.

“I was not thinking about building a big team at the beginning,” Brad said. “I just wanted to do good work, take care of every client and realtor, and let the business grow from there.”

The work kept coming. Realtors trusted the way he handled the process, referred clients, and stayed with him as he grew. Soon, Brad was doing more inspections than he could reasonably handle alone.

What started as one person grew naturally into a team. Today, Brad Inspects includes nine home inspectors (Brad plus eight others), a two person septic team, and a three person admin team. The growth was never about becoming the biggest company possible, it was about bringing in the right people.

“The quality of the people on our team is what makes us great,” Brad said. “I want people who are good communicators, who know





how to talk to people, and who understand customer service.”

His family has remained part of the story as well. When Brad’s parents moved back to North Carolina in 2018, his dad began helping with septic inspections and later became certified. His mom stepped in on the admin side, bringing both her number skills and real estate office experience.

“It has been amazing having them both around,” Brad said.

Brad Inspects has also grown its services to make the process easier for realtors

and clients. In addition to home inspections, the company offers septic inspections, mold testing, radon testing, and well water analysis for FHA and VA loans. Brad also partners with termite and HVAC companies so realtors can schedule multiple inspections through one point of contact.

“To me, it has always been, how do I make this as easy as possible?” Brad said. “How do I make it so a realtor does not want to call anybody else?”

That one call approach has become a major part of the

Brad Inspects experience. Brad wants realtors to know that when they call his team, the details will be handled, the client will be cared for, and the communication will be clear.

The team’s reach has grown, too. Brad Inspects has worked from the South Carolina border to the Outer Banks, Raleigh, Fayetteville, and even Nashville, North Carolina. Brad’s brother, who is also licensed, covers areas farther west, giving the company an even wider footprint across the state.

Still, for Brad, Eastern North Carolina feels like home.

As the son of a retired Marine, he moved constantly growing up, living in Scotland, Maryland, Texas, Jacksonville, England, Japan and more before returning to North Carolina in 2001. After years of moving every few years, the stability of this area means something.

“I feel like I have been everywhere, so I do not have that urge to move,” Brad said. “Having a base like Eastern North Carolina is perfect.”

Nearly a decade after getting licensed, Brad has built far more than he originally set out to create. He did not start with a dream of leading a

large inspection team. He started with a willingness to work hard, serve people well, and do each inspection to the best of his ability.

“I am not really a goal person,” Brad said. “I just believe whatever you are doing, do it to the best of your ability, and work really hard. The results take care of themselves.”

Brad Inspects is proof of that philosophy. The company continues to grow because Brad and his team make the inspection process easier, clearer, and more personal for realtors and their clients, all while staying rooted in communication, customer service, and genuine care. ▀



“The quality of the
PEOPLE ON OUR TEAM
is what makes us great!”
- Brad Neumann



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COFFEE TALK WITH VATES DOMUS AI

North Carolina Coast Real Producers was excited to host its first-ever Coffee Talk at Reed's Coffee in downtown Morehead City, bringing together local real estate professionals for a morning of networking, coffee, and education.

Our Coffee Talk featured Shep Sheppard, owner of Vates Domus AI, who introduced agents to his AI-powered CMA platform designed specifically for the real estate industry. From AI-generated CMAs and intelligent MLS searches to market insights, attendees learned how AI can help streamline their business while enhancing the client experience.

One of the highlights of the morning was hearing firsthand from realtors already using the platform. Their experiences reinforced how AI is becoming a valuable resource for agents looking to save time, work more efficiently, and better serve their clients.

A heartfelt thank you to everyone who attended and helped make our very first Coffee Talk such a success. Your enthusiasm for learning, collaborating, and embracing new technology made for an engaging and productive event.

We'd also like to extend our appreciation to Shep Sheppard for sharing his knowledge, answering questions, and

demonstrating how Vates Domus AI is helping realtors elevate their businesses. Finally, thank you to Reed's Coffee for providing such a welcoming venue and helping create the perfect atmosphere for meaningful conversations and professional growth.

We're looking forward bringing more opportunities for our real estate community to connect, learn, and grow together.

Lauren Schuster

Publisher & Owner
North Carolina Coast Real Producers
Photography by Justin Whitt





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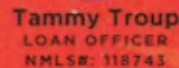
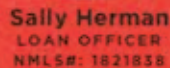
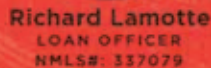
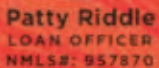
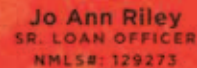
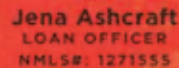
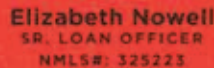
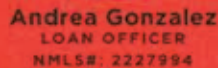
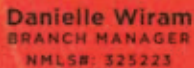
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