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COVER STORY

DAVID
BENFORD

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DAVID BENFORD

Written by **Sherri Robinson**
Photos by **Drone's Eye**

**Political
Pundit,
Realty
Royalty**



David Benford has been a mover and shaker for all of his adult life. He began in politics, running campaigns for folks in the southeast and, now, is virtually synonymous with landmarks of luxury, for just about 30 years he has operated using a results model connecting buyers and sellers of high-end real estate all along our Carolina Coast. He has managed, owned, and been instrumental in real estate throughout our Cape Fear region from his early beginnings selling on Bald Head Island.

David is a consistent multi-million-dollar producer, managing and selling over 1,000 homes, totaling more than \$235,000,000 in combined real estate sales and management. In fact, at the time of this writing, he has well over \$15 million on the books for 2019.

David owned his own real estate company in Wilmington, Harbour Town Associates, and was involved with real estate development representation, sales and marketing. He has been a multi-million-dollar top producer in the Topsail Island market area, served as a Coldwell Banker Sea Coast Advantage Vice President and Director of Operations helping to shape the company's sales, marketing, and budgeting strategies, he was Sea Coast Advantage's sales manager in the early to mid-'90s.

As the broker in charge of the Wilmington office of Landmark Sotheby's International Realty, David represented the buyer and seller in the transaction of a Wilmington property that included a mansion designed by Lincoln Memorial architect Henry Bacon. The property, called Live Oaks, is home to a neoclassical Southern mansion on seven acres along the Intracoastal Waterway on Masonboro Sound Road. It was built in 1913 and was a favored summer playground for the rich and famous of the early 20th century, hosting the likes of the Vanderbilts and Astors as frequent visitors. The property

held the distinction of being the highest-priced residential sale in New Hanover County in more than a decade; it sold for \$4.9 million.

The Sotheby's International Realty brand takes great pride in presenting to the world unique places and their stories, and in using our innovative marketing tools, global network and relationships with discerning buyers to perfectly match time-honored properties with those who will appreciate them and give them new life. Through this extraordinary network, Sotheby's agents have access to some of the most qualified buyers in the world. The Sotheby's International Realty network is now made up of more than 19,000 sales associates in approximately 900 offices in 63 countries and territories worldwide. The Landmark Sotheby's International Realty mirrors those same ideals bringing the "white glove treatment" to local, regional, national, and international clients. Covering from Morehead City to Southport, Landmark Sotheby's boasts 40 agents with about ½ of those professionals serving the greater Wilmington area.

David and his wife, Nancy, have been calling the Cape Fear home for almost three decades. Their sons, Colton and Fuller, grew up here. Colton was the quarterback for New Hanover High who went on to Ole Miss and now resides in Charleston working as a broker for Daniel Ravenel Sotheby's Interna-





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tional Realty and expanding his own business called the Tailgate Group, an event services company that specializes in bringing the pre-game tailgate party to you. College football, NFL, baseball, corporate events, music concerts, NASCAR, you name it and they're celebrating it. Colton offers a selection of tailgate trailers and tailgating packages to enjoy any big event in style. They serve Athens, Georgia; Atlanta, Georgia; Auburn, Alabama; Baton Rouge, Louisiana; Charlotte, North Carolina; Clemson, South Carolina; Columbia, South Carolina; Greenville, North Carolina; New Orleans, Louisiana; Oxford, Mississippi; Raleigh, North Carolina; Tallahassee, Florida; and Tuscaloosa, Alabama. Fuller is in sports marketing and management, he is what you might call the brains behind the business of sports. He serves in management at Huddle, Inc. in Atlanta liaising between brand clients and schools, while also assisting big brother, Colton, in the administration of Tailgate Group. Fuller was also a high school quarterback.

While all the Benfords remain in the southeast, none harbor any opposition to traveling far and wide. David and Nancy recently visited Barcelo-

na and Prague, in both of which David, of course, stopped in to visit with the local Sotheby's offices. Not expecting to be taken so strongly with Prague, the architecture and statuary intrigued the Benfords. They were particularly taken with the Charles Bridge on which there are 30 sculptures with more sculptures on the railing, most of them dating from the early 18th century.

Back at home, David is very involved with the community. He is still active in North Carolina politics, was a founding member of the Wilmington South Rotary and is a former Chairman of the Board of Trustees at New Hanover Regional Medical Center. The Benfords enjoy boating and fishing, but Saturday afternoons in the fall are reserved for David to follow his greatest passion, SEC College Football. After all, one son was an Auburn War Eagle and the other went to the same college as Eli Manning, Ole Miss. David, himself, studied for his degree in political science from the University of Georgia, making him a Bulldog. Once David sinks his teeth into helping you buy or sell, he won't let go until all parties are delighted.



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