Owning the coast.



THE INVESTMENT & OWNERSHIP GUIDE

A local perspective on what to buy, what to verify and what it means to own.

Quiet Waters™ Realty Group

TOPSAIL & SURROUNDING COMMUNITIES

Invest in the coast. Know what you're buying.

You may be looking for summers with your family, rental income, or the next addition to your portfolio. Whatever brings you to the coast, the property needs to work for the life you want to build here.

Owning rentals ourselves has shaped how we approach these decisions. Across our team, that experience includes vacation rentals, long-term rentals, property management and renovations. We understand why the details matter long after the excitement of finding the home.

We want to understand what matters to you, then look closely at the property: the income behind the projection, the work it may need, the weeks you want for yourself and the people you will rely on when you are away.

You can start with a listing, or simply an idea of what you want. Tell us what draws you here, how you hope to use the property and what you are unsure of. We would enjoy helping you work out the next step.

Sean & Andrew



Sean McDonnell

Meet Sean



Andrew Davis

Meet Andrew

REALTRENDS VERIFIED

#9 in North Carolina

Medium teams by sales volume

2026 / based on 2025 sales data

Client reviews

Read a client's experience



608 S Topsail Dr, Surf City / Quiet Waters listing photography

Local experience. Independent recognition.

REALTRENDS VERIFIED

#9

IN NORTH CAROLINA

Medium teams by sales volume

$86.03M

2025 SALES VOLUME

165

TRANSACTION SIDES

2026 RealTrends Verified / based on 2025 sales data. Quiet Waters Realty Group / The Real Brokerage Inc. Recognition measures brokerage sales activity, rather than rental performance.

View the independent RealTrends profile



Portfolio photograph: 608 S Topsail Dr / editorial context for the review below

GOOGLE REVIEWS / SECOND HOME + RENTAL

A local connection. Before you arrive.

“responsive, communicative, extremely knowledgeable”

Kristen Gabriel / worked with Andrew

★★★★★

Kristen describes purchasing a second home with rental use from another state, without an in-person visit before buying. Her review credits Andrew with clear communication, prompt responses and introductions to local professional services.

Google review excerpt published on Quiet Waters' website via Trustindex. Photograph is separate from the client's property.

Read the complete reviews

Open the Google listing

Work with people who own rentals, too.

Our team brings experience owning, managing and renovating property. Ask what those experiences have taught us, and how they relate to the home you are considering.



Sean McDonnell

Investing since 2016; owner of short- and long-term rentals and founder of Quiet Waters.

Discuss: how a property fits your ownership goals.



Andrew Davis

17 years of real estate and related property experience, focused on Topsail vacation rentals and coastal homes.

Discuss: the location, property and remote-buying process.



Sadie Logozio

Owns rentals with her husband locally and in Costa Rica, across short- and long-term use.

Discuss: balancing personal goals and rental ownership.



Jonathan Mogollon

Experience with fix-and-flips, long-term rentals and short-term rentals.

Discuss: alternative ownership plans and renovation tradeoffs.

From your first idea to a plan for ownership.

Bring us in wherever you are in the process. These are the conversations to have with your agent as your plans take shape.

01 Tell us what you want from the property.

Family time, rental income, another investment or a future move: discuss your priorities, budget, timing and how involved you want to be. You do not need a listing to begin.

02 Build a focused search.

Compare locations and property types against those priorities. Discuss the tradeoffs that matter to you, then decide which homes deserve a closer look.

03 Work through the property-specific questions.

Review the rental evidence and ownership assumptions with your agent. Identify specialist input, outstanding questions and the deadlines that govern your decision.

04 Plan the handoff before closing.

Discuss introductions for financing, insurance, legal review and rental operations. Confirm responsibilities, scope and fees directly with each provider.

Explore locations / 07 Experienced investors / 18 Contact the team / 27

Find your fit on Topsail Island.

How you plan to use the home helps determine where to look.



Surf City / 608 S Topsail Dr listing photography

Surf City

VACATION RENTAL / PERSONAL USE

Separate island and mainland comparables. Walk the beach route; check parking, parcel jurisdiction, taxes and rental rules.

Will the location work for guests and your family?

North Topsail Beach

HOUSE / CONDOMINIUM

Compare access, layout and amenities. Investigate shoreline exposure and coverage; examine the association for a condo.

Are you comfortable with the upkeep and shared costs?

Topsail Beach

PERSONAL USE / VACATION RENTAL

Start with your owner calendar. Test guest layout, access, upkeep, services and documented rental history.

Does the plan work with your preferred weeks?

A different kind of coastal investment.

For a year-round rental, consider everyday convenience, recently leased homes and the cost of preparing for each new tenant.



Sneads Ferry

LONG-TERM RENTAL / RELOCATION OWNERSHIP

Request recently leased homes with matching space, condition and features. Test the real route to work and services.

Do comparable leases support the expected rent?



Holly Ridge

LONG-TERM RENTAL / HOUSE OR TOWNHOME

Compare existing rentals with competing new homes. Check HOA rules, parking, yard care and the cost of making the home rent-ready.

What will a tenant compare this home with when choosing?



Hampstead

LONG-TERM RENTAL / FUTURE PERSONAL USE

Match the address, layout and condition. Investigate commuting routes, utilities and septic, then price the carrying costs.

Does the rental plan work until you are ready to move in?

Location photographs: Quiet Waters. Strategies are starting points for a property-specific discussion.

Understand the market. Evaluate the property.

Tourism spending provides regional context. Use the home's rental records and comparable properties to assess its income potential.

PENDER COUNTY

$203.08M

2025 TOTAL VISITOR SPENDING

+0.4% change from 2024

ONSLOW COUNTY

$414.74M

2025 TOTAL VISITOR SPENDING

-0.1% change from 2024

Visit North Carolina / Tourism Economics, 2026. Countywide spending across tourism categories, including more than vacation rentals. Values convert the official report's millions to $M.

Read the official 2025 county report

NATIONAL ATTENTION / HISTORICAL CONTEXT

#8 North Topsail Beach

#19 Surf City

Vacasa's 2025 list of 25 vacation-home markets. Rankings reflect that publisher's methodology and reporting period.

View the 2025 report

See the home through a guest's eyes.



608 S Topsail Dr / listing photography / illustrative property evaluation

The route

Walk from the door to the beach. Confirm rights, crossings and parking. A proximity claim needs a usable route.

The stay

Compare bathrooms, gathering space, stairs and permitted sleeping capacity with the homes behind the rent estimate.

The upkeep

Price exposed decking, exterior finishes and equipment. Add immediate work and planned replacements to the cash commitment.

WHAT WOULD MAKE US PAUSE?

The revenue depends on access, guest capacity or an amenity that has not been verified.

You are buying into a building.

The finishes get your attention. The documents reveal the shared obligation.



Review the association's finances.

Budget, reserves, recent minutes, assessments and planned major work. Ask how upcoming projects will be funded.

THE DOCUMENT REQUEST

Money	Budget, reserve information, minutes and assessment notices.
Use	Rental duration, guest access, parking, pets and owner-use rules.
Coverage	Master policy, unit coverage and lender requirements, reviewed together.

Allow for shared costs beyond the purchase price.

Pause when the association limits your rental plan or major work has an unresolved cost.

Interior detail from 608 S Topsail Dr / editorial illustration for condominium diligence



A home that works for everyday life.

Work routes. Parking. Storage. Yard care. The home has to function well through an ordinary week.

Check achieved rents.

Request recently leased comparables and concessions. Match condition and features; asking rent alone leaves the outcome unresolved.

Budget between tenants.

Budget vacancy, paint, cleaning, repairs and leasing. Agree who coordinates the work, the cost and the time before the next move-in.

BEFORE YOU BUY

Ask Clint to review the lease assumptions and rent-ready work. Pause if the plan needs top asking rent, immediate occupancy and almost no repairs.

Quiet Waters / Holly Ridge area photography / illustrative evaluation

What did the property actually earn?

Separate paid bookings from owner stays, and compare occupancy with the rent actually collected.

ILLUSTRATIVE OCCUPANCY EXAMPLE

60% x 180

available booking nights

108

BOOKED NIGHTS

AirDNA uses active available booking nights and excludes blocked nights. Check the denominator before turning occupancy into annual income.

DOCUMENTED	Owner statements and booking records; retain period, fees and owner blocks.
QUOTED	Current property-specific insurance, financing, management or repair scope.
ESTIMATED	Comparable-based projection; retain filters, adjustments and available nights.
UNKNOWN	A material assumption with an answer still to come.

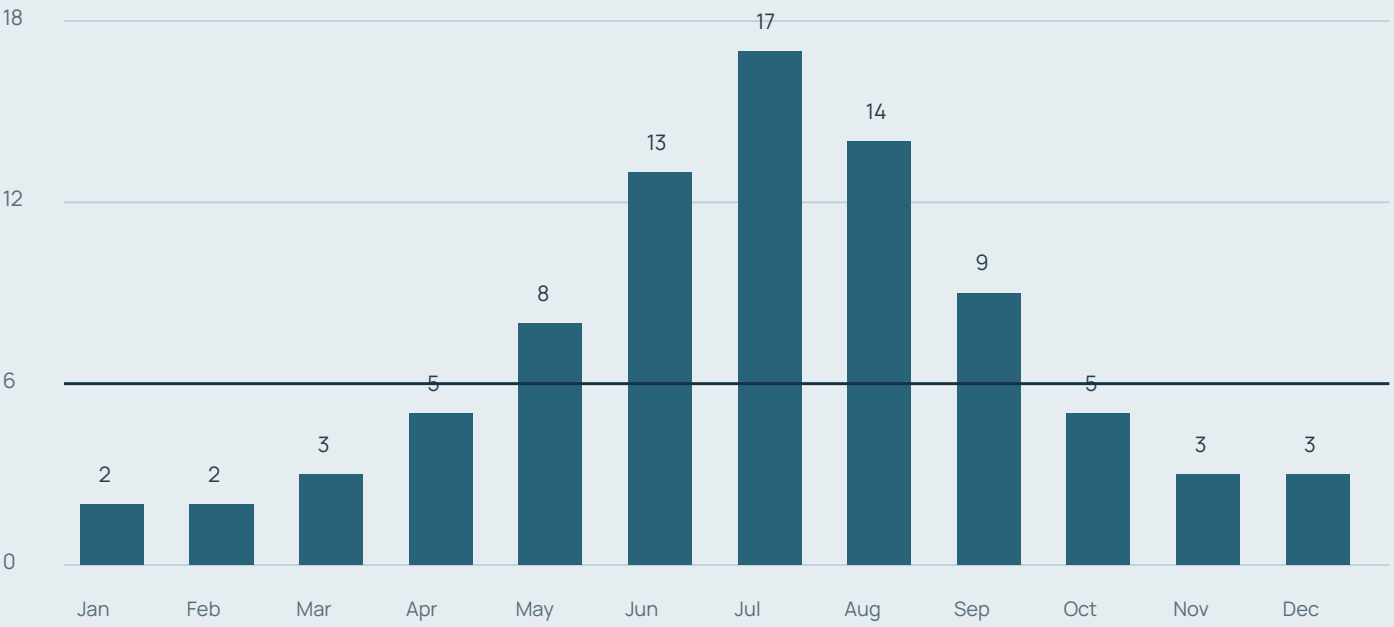
AirDNA occupancy methodology

A useful first request: monthly owner statements and booking records for the last 24 months available, through the latest month, with owner-use dates and recurring fees.

A profitable year can need cash in April.

Illustrative vacation rental: $84,000 collected over the year; $72,000 of operating costs, debt service and reserve contributions, spread at $6,000 a month.

MONTHLY RENT RECEIPTS / $ THOUSANDS



Line = $6,000 combined monthly outflow

+$12,000

FULL-YEAR RESULT

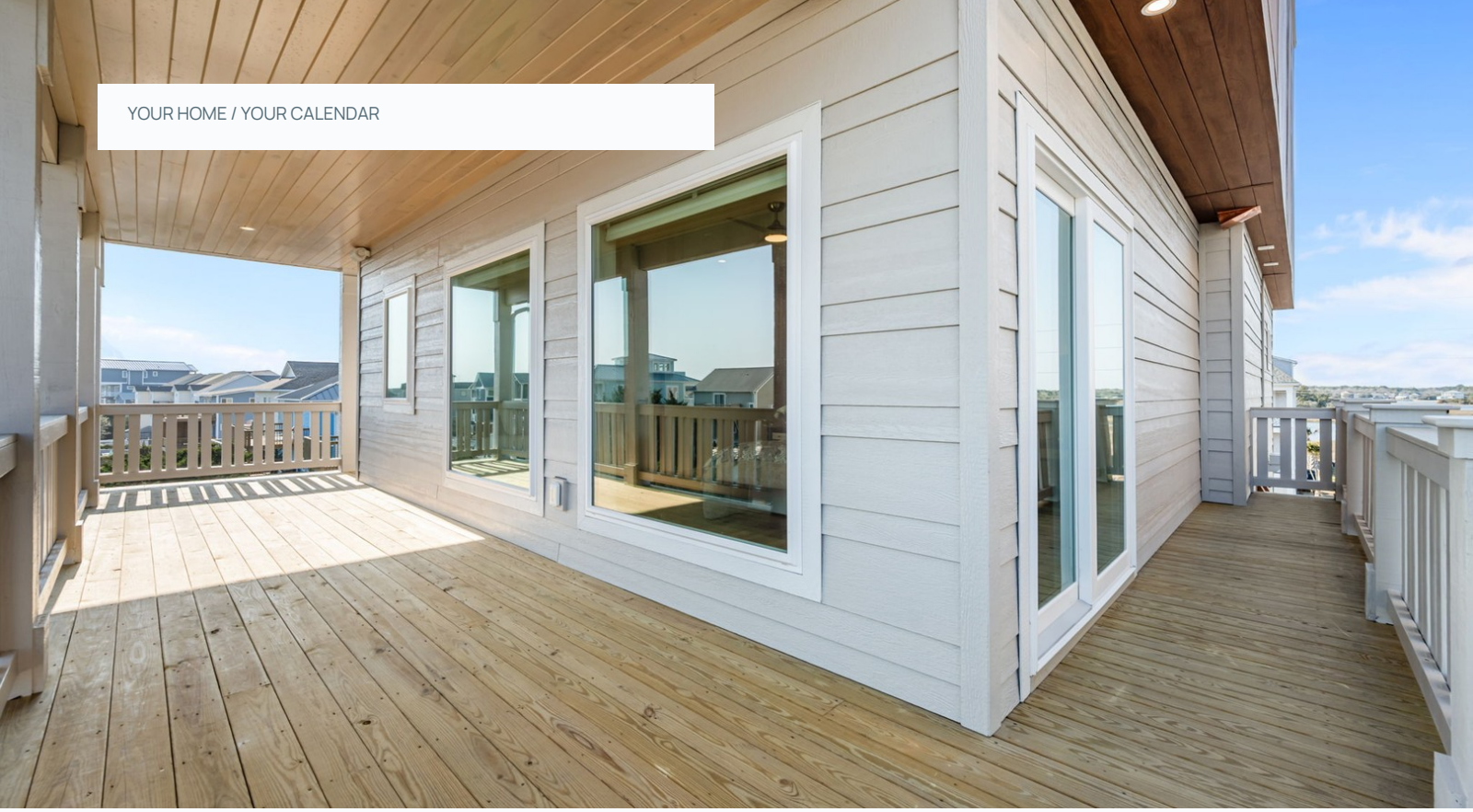
Income exceeds stated annual outflows.

-$12,000

CUMULATIVE LOW / APRIL

Starting at zero, cash falls before receipts catch up.

Illustrative timing, with receipts in the month collected. Advance deposits, income taxes and unexpected capital work are excluded. Use your property's actual timing and separate emergency liquidity.



Those two weeks belong in the numbers.

Your own stays may be the reason to buy. Put the dates into the plan before judging the rental income.

ILLUSTRATIVE OWNER-USE TRADEOFF

$7,000	$1,400	$5,600
RENT FOREGONE	VARIABLE COSTS AVOIDED	CASH DIFFERENCE

Assume 14 nights would otherwise all book at $500 each. Avoided variable costs are 20% of that rent; fixed bills remain. The cash difference is $5,600.

Rerun the plan with your weeks, likely bookings and the manager's owner-use terms.

Deck photograph: 608 S Topsail Dr. Rate, booked nights and avoided costs above are illustrative assumptions.

More revenue. Less cash left.

Two hypothetical properties have the same purchase price and annual debt service. The larger revenue figure leaves less cash after the stated costs.

ILLUSTRATIVE COMPARISON / ANNUAL FIGURES

ANNUAL ASSUMPTION	HOME A	HOME B
Collected rent after vacancy	$120,000	$105,000
Operating expenses	$60,000	$42,000
Net operating income	$60,000	$63,000
Debt service	$48,000	$48,000
Capital reserve contribution	$8,000	$8,000
Cash after debt and reserves	$4,000	$7,000

$15,000 less rent. $3,000 more cash.

Investigate what causes the expense difference and whether it is sustainable.

Operating expenses include management and routine operations. Reserves are separate. Income taxes, appreciation and sale costs are excluded. Figures are teaching assumptions.

Will the numbers hold in a slower year?

Reduce collected rent by 10% in the preceding example. Hold operating expenses, debt and reserves fixed to isolate the revenue change.

SAME ILLUSTRATIVE COMPARISON

HOME A

$48,000

NET OPERATING INCOME

-$8,000

after debt and reserves

HOME B

$52,500

NET OPERATING INCOME

-$3,500

after debt and reserves

Know the cash gap.

The original case leaves $4,000 for A and $7,000 for B. Keep that annual result separate from the cash you hold for emergencies.

Check the starting assumptions.

Reconcile statements and bookings. Separate owner stays, normalize one-time repairs and price recurring costs before comparing.

Original debt-service coverage: A = 1.25x; B = 1.31x (NOI / debt service, before reserves). Actual variable costs may change with revenue. No lending threshold is implied.

What does this add to what you already own?

For your next acquisition, look at portfolio fit as closely as property performance: the cash required, the risks you already carry and the work another home will bring.

Compare like with like.

Bring your existing cost structure and target return. Compare management scope, repairs, capital needs and owner time on the same basis; a stronger gross-rent figure may hide a weaker margin.

Consider portfolio concentration.

Would another coastal rental concentrate your income in the same season or your repair demands in the same storm? Discuss cash reserves across the portfolio, not only at this address.

Verify the improvement plan.

A new manager, new rental model or renovation can change the result. Ask for property-specific terms and priced work before relying on improvements that have not happened.

Consider your eventual sale.

Who might buy this property after you? Discuss use restrictions, condition and likely buyer fit with the team; model selling costs, debt payoff and a less favorable sale.

INVESTOR EXPERIENCE / ZILLOW

“Andrew Davis is an exceptional realtor who has truly made a positive impact on my investment portfolio.”

mchurch83 / February 22, 2024

Read the published review

Bring one listing and your investment criteria. Start with the assumptions you want challenged.

Know the cost of coastal ownership.

Tell the insurer how you will occupy and rent the home. A seller's bill may reflect different use, coverage or policy terms.

Get coverage for your intended use.

Ask about wind, flood, liability, rental-income interruption and exclusions. Have coverage and lender requirements reviewed together.

PUT THE DEDUCTIBLE IN DOLLARS

$12,000

Illustrative: 2% x $600,000 insured dwelling amount. Confirm the policy basis and event.



7710 8th Avenue / North Topsail Beach

Plan for coastal wear.

Roof, HVAC, decking, corrosion, drainage and service history. Get a priced scope for immediate work and planned replacements.

Check what you can change.

Check permits, flood information, septic capacity and coastal restrictions before relying on extra guests, an addition or a rebuild.

NC insurance context

NC flood information



A NORTH CAROLINA OWNERSHIP DETAIL

608 S Topsail Dr / Quiet Waters listing photography

Check the bookings before you buy.

Your first summer stay can conflict with an existing vacation booking. Have the calendar and agreements reviewed before you commit.

180

DAYS AFTER RECORDING

Under G.S. 42A-19, buyers take title subject to qualifying existing vacation-rental agreements ending within this window.

The calendar.

Get booked dates and agreements. Resolve owner-use conflicts and which future bookings must be honored.

Read G.S. 42A-19

The money.

Have the manager and closing attorney reconcile advance rent, deposits, earned fees, notices and transfers or refunds.

NCREC purchase guidance

What makes a property worth a closer look?

A promising purchase connects the home you want with ownership you can support. Use these three tests to focus the conversation with your agent.

It fits the way you will use it.

For a family retreat, that may mean a layout and calendar you will enjoy for years. For a rental, it means features and a location supported by relevant rental evidence.

Ask: what would make this home a better fit than the alternatives?

The plan has room to breathe.

The purchase, immediate work and ongoing costs fit the cash you can commit. The income assumptions have support, and a quieter season does not depend on everything going perfectly.

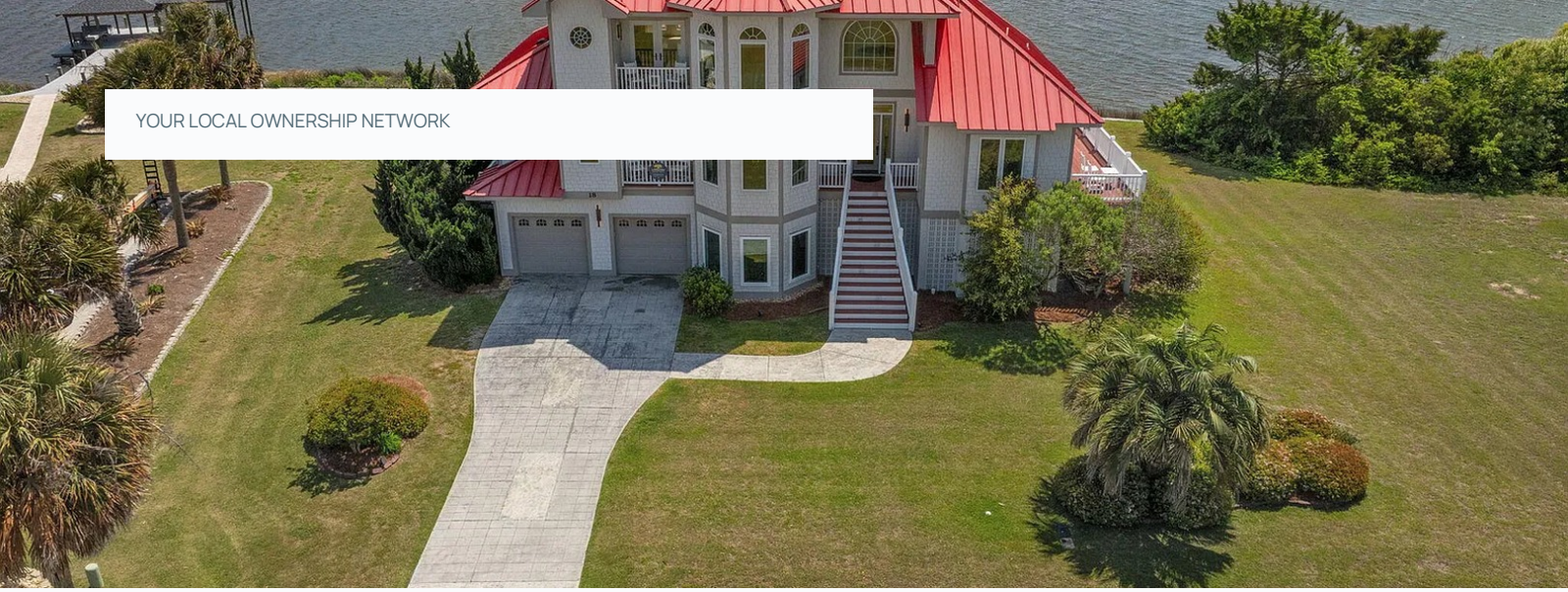
Ask: which assumption has the greatest effect on the outcome?

You can see how ownership will work.

The upkeep is understood. The right providers are available. Responsibilities are clear enough that you can picture the first tenant, your first stay and the months you are away.

Ask: what needs to be in place before we take ownership?

Pause when a material answer is missing. Resolve it within your contract deadlines before deciding to proceed, revisit the terms or keep looking.



YOUR LOCAL OWNERSHIP NETWORK

18 Sailview Drive, North Topsail Beach / Quiet Waters listing portfolio

The people matter as much as the property.

From financing and insurance to rental operations and homewatch, Quiet Waters can connect you with local professionals. Bring them in early enough for their advice to inform the purchase.

Lender + insurance

Align financing with intended use. Obtain property-specific coverage, deductibles and lender requirements.

BEFORE YOU COMMIT

Attorney + rental provider

Review agreements and existing bookings. Clarify advance funds, owner-use dates and management terms.

BEFORE THE HANDOFF

Property management

For long-term rentals, speak with Quiet Waters Property Management about rent, readiness, fees and responsibilities.

BEFORE THE FIRST TENANT

STR provider + homewatch

For vacation rentals and time away, define guest support, checks, repair approvals and storm responsibilities. Confirm who does what.

BEFORE YOU LEAVE TOWN

Quiet Waters
Property Management

Your rental. Locally managed.

Quiet Waters Property Management focuses on long-term residential rentals. Talk with Clint before buying or transferring a rental; discuss vacation-rental partners with the realty team.



Clint Bailey

VETERAN / INVESTOR

Meet Clint

Find and place tenants.

Rental marketing, screening and lease setup.

Follow your rental's performance.

Rent collection, an owner portal and monthly reporting.

Coordinate the upkeep.

Maintenance and inspections. Agree repair approvals and reserves.

Stay in touch.

Owner communication, tenant coordination and lease enforcement.

BEFORE YOU BUY OR TRANSFER A RENTAL

Start with a rental analysis.

Ask Clint about likely rent, rent-ready work, management scope and the owner reporting you will receive.

PUBLISHED MANAGEMENT PRICING

$500 One-time start-up

10% Of collected rent

Placement included. No cancellation penalties. Confirm current pricing, agreement terms and property fit with Clint.

Request a free rental analysis

910-218-8386

What must this property do for you?

Choose a primary use: personal use, long-term rental, vacation rental or a blend. Then write down the limits that will guide your search.

Primary use

The main reason I want to own it

Annual cash commitment I can support

Time I can give to managing it

The income assumption I still need to verify

The condition that would make me walk away

Bring these answers to a property conversation.

KEEP THIS WORKSHEET

Put the full year on one page.

Use property-specific evidence. Record the source and date of each assumption. Complete a conservative case as well as your expected case.

		ANNUAL FIGURE	SOURCE / DATE
Collected rent after vacancy*	+		
Property taxes and insurance	−		
HOA, utilities and recurring services	−		
Management, marketing and turnover costs	−		
Routine repairs and maintenance	−		
Operating result before financing	=		
Annual debt service	−		
Capital reserve contribution	−		
Cash surplus / shortfall after reserves	=		

*Exclude taxes held for remittance. Include reimbursed operating charges only when matching expenses are included. Keep purchase cash separate: down payment, closing costs, furnishings, initial repairs and reserves. Excludes income taxes and appreciation.

Personal-use nights / weeks

Cash to close

The sources behind your next decision.

Use these references to explore the details. Check dates and obtain current information for the property you are considering.

01 2025 county visitor spending

Visit NC / Tourism Economics. Countywide demand context.

02 2025 vacation-home market report

Vacasa. Historical rankings and publisher methodology.

03 Occupancy definitions

AirDNA. Available, booked and blocked nights.

04 Vacation-rental transfer statute

NC G.S. 42A-19. Existing agreements, notices and advance funds.

05 Purchase and booking handoff

NCREC. Vacation-rental purchase transaction guidance.

06 Rental insurance context

NC DOI. Use a current property-specific insurance quote.

07 Parcel and coastal questions

Surf City GIS links to both counties. Verify the parcel.

08 608 S Topsail Dr photography

Quiet Waters featured listing / Lighthouse Visuals gallery.

09 Additional beach-home photography

Andrew's published listing portfolio / Surf City and North Topsail.



515 N Topsail Drive, Surf City / Quiet Waters listing portfolio

Your next property starts with a conversation.

Whether you have a favorite listing or are still deciding where to begin, we would like to hear what you have in mind.

Have a listing?

Send the link and tell us what you like about it. Bring the rental projection, if you have one, and the questions you want to work through.

Still exploring?

Share your approximate budget, timing and intended use. We can begin with locations, property types and the tradeoffs that matter to you.

Quiet Waters℠
Realty Group

TOPSAIL & SURROUNDING COMMUNITIES

Start a conversation

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