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Michelle Walker Powell

PRIOR EXPERIENCES CULMINATE INTO A REWARDING CAREER



Wilmington native Michelle Walker Powell launched her real estate career in 2008 after many successful years in banking. Her experience as a mortgage lender and personal trust administrator helped her business flourish, and she now has a career volume of nearly \$50 million. In addition, Michelle has earned a reputation for caring deeply about her clients.

“Every client and transaction is important to me,” Michelle says. “My job is to be my clients’ voice and achieve their goals, and my commitment to the first-time home-buyer equals that of a luxury client. I handle every aspect of each transaction personally, from our initial conversation to closing. I am honored to serve my clients and be a part of an industry with so many other dedicated professionals.”





A North Carolina State University graduate, Michelle started in the banking industry at NCNB, first in the trust department and ultimately as a mortgage lender for NationsBank/Bank of America. In 1993, Michelle married her husband, David, an engineer, and the two quit their jobs to sail the Caribbean together for a one-year honeymoon. Upon her return to Wilmington, Michelle continued her career as a mortgage lender until she decided to pursue real estate.

“Our two children were growing and entering the years where I wanted to continue working and be present at their after-school activities as well as be available to them,” she explains. “Real estate is a career at which you can excel while on the go. It was the perfect opportunity to blend my work and personal life.”

Michelle started her career at Seaside Realty and credits her former BIC and his wife, John and Beth Lennon, for mentoring, modeling professionalism, and contributing to her success. In 2016, Michelle joined Coldwell Banker Sea Coast Advantage, where she was recognized as a Mega Producer in 2020 and 2021. Among several designations she has earned are the Coldwell Banker Global Luxury Property Specialist Designation and the Coldwell Banker Certified Luxury Home Marketing Specialist Designation.

“Success to me is a personal calmness and feeling of satisfaction, knowing I have positively affected the lives of those around me,” Michelle says. “My best advice for new agents is to embrace the reality you will never have all the answers and be comfortable admitting you do not know everything. Focus on learning where your clients can get the information they need. One thing that keeps me engaged as an agent is I learn something new in every transaction!”

With \$11.5 million in sales last year, Michelle admits it can be a struggle to find work/life balance even though she believes all agents need downtime to be their best for clients. Now that 2022 is more manageable than the previous two years, Michelle is taking the opportunity to reconnect with previous clients and enjoy their relationships instead of stressing about the ups and downs of a slower market. She’s also investing more than ever in her business.

“Even after 14 years as a REALTOR®, sometimes I feel like I’m just getting started,” Michelle smiles. “Today, I am focused on new branding efforts and developing a website, www.MichelleWalkerPowell.com. I also enjoy giving back to the community and supporting the YMCA, New Hanover County Special Olympics, and Wilmington Abilities Tennis.”



As someone who always likes to be on the go, Michelle finds it hard to sit still unless it’s on Masonboro Island, where she loves to relax with her family. She’s an avid swimmer, likes to play pickleball, and enjoys entertaining at home and caring for her family. She and David have been married for 30 years. Their daughter, Maggie, lives in Raleigh and works as a mental health counselor for Easter Seals. Their son, Walker, is an Eagle Scout who graduated from New Hanover High School. He works at Thermal Fisher Scientific and Bitty & Beau’s.

“As a Wilmington native, it is rewarding to couple my professional banking skills with my years of real estate transaction experience and area knowledge to help families buy and sell homes,” Michelle says. “I can’t think of a better career to serve as a culmination of all my experiences!”

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