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repertoire. Denise adds, "We have enlisted the expertise of a social media specialist, Camille Mott, which has proven to expand our presence on social media platforms, and we are excited to see this aspect of our business grow."

In an industry often characterized by its fast pace and high stakes, Team Rosie and Denise stand out for their compassionate, relationship-driven approach. "It's an honor to be trusted with some of the biggest decisions of people's lives," they reflect, showcasing their understanding of the responsibility they hold as realtors. "We're excited to continue this journey together and make a positive impact in the lives of our clients and friends." Their story is a testament to the power of collaboration, community involvement, and a deep



understanding of their clients' needs. With Team Rosie and Denise at the helm, clients can expect not just a successful real estate transaction, but a supportive, enriching experience.



Team Rosie & Denise



Beyond the Sale: Fostering Friendships in the World of Real Estate

Navigating the vibrant world of real estate with a blend of warmth and expertise, Rose Gibbs and Denise Hayes of Team Rosie and Denise with St James Properties, LLC, have swiftly become a notable presence in the industry. Since their inception in April 2022, this dynamic pair has achieved an impressive volume of over \$30 million. Their journey is not just a tale of numbers and deals; it's a narrative woven with dedication, empathy, and the joy of turning houses into homes.

Rose Gibbs, a vibrant and energetic realtor, brings a rich tapestry of life experiences to the real estate industry. Growing up on a tobacco farm in Southeast North Carolina, Rose ventured to Annapolis, Maryland, where she, alongside her husband Shawn, raised their four boys and nurtured strong ties to the Naval Academy. Her entrepreneurial flair manifested in the creation of “Rose Rejuvenated,” a health and wellness LLC, before returning to North Carolina in 2017. Real estate, deeply ingrained in her family heritage, was a natural path for Rose. She officially became a broker in late 2021 and swiftly made her mark by selling her first listing within a week and adeptly handling both sales and purchases. Known as “Rosie the Realtor,” she’s more than just a realtor; she’s a lifestyle curator who infuses her work with enthusiasm and genuine care, truly embodying the spirit of creating homes and happiness.

Denise Hayes, a seasoned professional with roots in pharmacy, has carved a unique niche in the real estate industry. Hailing from New Jersey, her career began in various pharmacy settings, culminating in the successful ownership of D’s Apothecary for 25 years. Simultaneously, she nurtured a career in real estate, a path she embarked upon with her parents’ firm. She has maintained her real estate license for an impressive 40 years. In 2017, Denise, alongside her

husband Bill, relocated to Southport, North Carolina, where she continued her real estate journey. This move led to the establishment of The Apothecary at St. James, a fusion of a pharmacy and boutique, blending her pharmaceutical prowess with her real estate acumen. Her background in health-care, combined with her real estate expertise, makes her a unique asset to her clients.

Team Rosie and Denise began after Denise suggested Rose come to Coldwell Banker Seacoast Advantage where she was a Broker. Rose recalls, “It didn’t take but a couple of months for us to decide we would make a great team. It’s history from there.” Facing the challenge of transitioning firms shortly after forming their team, they navigated this change with resilience and success, bringing their expertise in general brokerage to St. James Properties, LLC.

As a team, Rose and Denise resonate with a philosophy centered around aiding people in realizing their dreams. Their motto, “Honesty, Knowledge, Availability” is not just a slogan; it’s the guiding principle that has shaped their approach to real estate. This philosophy, coupled with their unwavering commitment to their clients, has propelled them to the forefront as top producers both on the listing and



buyer sides. They advise other realtors, “Be yourself, be genuine and honest, know your market, pay attention to details, and listen. I can’t tell you how many times we have heard that our clients feel we listen to them.”

In an ever-fluctuating real estate market, Team Rosie and Denise stand out for their dedication to not just facilitating transactions but fostering lasting relationships. “We’re passionate about helping our buyers and sellers navigate this ever-changing market,” Rose shares. For them, it’s more than just business; it’s about guiding clients toward their dream homes, aiding sellers in achieving their goals, and building bridges with reliable service providers. Their mission extends far beyond the present moment, focusing on earning the lifelong trust and friendship of their clients, making themselves not just useful for a single transaction but valuable for a lifetime. “The most rewarding part of our business is continued friendships with our clients, having them rave about us, reach out to us, and stop by to say ‘Hi’ long after the sale,” Rose and Denise affirm with heartfelt sincerity.

Outside of their professional lives, Denise and Rose enjoy being neighbors, living just 5 homes apart. They balance their professional life with a deep commitment to community service by supporting

many charities including Folds of Honor and Stop Solider Suicide. Rose is also a Parent Access Ambassador with Oak Island Beach Preservation as well as a volunteer with Brunswick County Board of Elections, while Denise volunteers with NEST and the New Hope Clinic.

Denise enjoys boating, travel, and time with her family, including her pharmacist son Jason, and her three golden retrievers. Rose finds joy and fulfillment in her diverse hobbies, which include cooking, boating, and nurturing her garden. Her attempt to join Master Chef showcases her adventurous spirit, while her deep commitment to family life as a grandmother and mother adds to her multifaceted personality.

As they look to the future, they aim to continue forging lasting relationships and expanding their presence, with Rose becoming a Broker-in-Charge and adding a property management entity to their

