

# BASIL WILLIAMS



▶▶ rising star

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## From Struggle to Success: An Inspiring Journey in Real Estate

### Introduction

In the vibrant city of Wilmington, North Carolina, there is a remarkable individual who has made a name for himself in the real estate industry. His name is Basil Williams, and he is the driving force behind River 2 Ocean Realty. With a career spanning over six years, Basil has emerged as a top producer, garnering recognition and accolades along the way. But his success is not just about numbers and transactions; it's a testament to his indomitable spirit and his unwavering commitment to his clients, family, and community.

### Childhood Dreams and the Road to Real Estate

Basil Williams was born and raised in Wilmington, NC, proudly hailing from the vibrant Creekwood South Community on the east side of the city. As a young boy, Basil had a vision of using homeownership as a means to elevate himself from his challenging circumstances. He always desired to control his own destiny and make a difference in the lives of others. Reflecting on his childhood, Basil shares, "Since my youth days at E A Laney, I've always envisioned home ownership as a way to help get me out of the projects. Plus, I wanted to control my own destiny."

### A Passion for Real Estate

After graduating from Shaw University with a degree in Business Administration in 1997, Basil embarked on a career in sales and contracting for Time Warner Cable. However, his passion for real estate continued to burn within him. In 2017, Basil made the pivotal decision to pursue his dream and obtained his real estate license. Since then, he has been affiliated with Keller Williams, where he has excelled as an independent agent.

### A Journey of Success

With over 6 ½ years of experience in the real estate industry and over 10 million sold in the last 12 months, Basil Williams has achieved remarkable milestones and garnered recognition for his outstanding work. His dedication to





his clients and unmatched work ethic have propelled him to great heights. He has had nearly 200 closings so far. Basil's commitment to excellence has not gone unnoticed, as he has been honored with numerous awards, including Rate My Agent of the Year 2023 for Wilmington and New Hanover County, Keller Williams September 2022 Agent of the Month, and was recognized as the 2017 Listing Agent of the Year. Notably, he was also the #1 agent in the 2021 Carolinas Region for KW Innovate.

#### **Overcoming Obstacles**

Basil's path to success has not been without its fair share of challenges. Through trial and error, he has learned valuable lessons and developed a simple yet effective approach to life and business. He emphasizes the importance of living within one's needs and ignoring wants, as well as embracing individuality rather than conforming to societal norms. Basil shares his wisdom, saying, "I've learned that if you do what everyone else does, you'll be like everyone else. I chose the narrow roads in life because the broad roads lead to troubles."

#### **Passions and Rewards**

Beyond his professional endeavors, Basil is deeply passionate about two things: supporting and encouraging his family daily and educating his community about the value of homeownership and financial literacy. His dedication to his loved ones and his desire to uplift his community are the driving forces behind his success. Basil's proudest moments come from the impact he has on his family and the reflection of his achievements on the community he holds dear.

#### **Family and Hobbies**

Basil's family is the bedrock of his life. He is a proud father of two sons, Basil Jr. and Tameil Williams. Alongside his mother Maryann, his brother Pete, and





three sisters, Shirelle, Evangela, and Licia, they enjoy cherished moments together. Fishing, crabbing, grilling, and spending time on the Intracoastal waterways are some of the activities they relish as a family. Outside of his professional pursuits, Basil indulges in his hobbies, which include being an avid trading card and art collector. With an impressive collection of

nearly 700 Michael Jordan cards, 2 Minnie Evans paintings, and a David Drake pottery, he has cultivated a passion for art and antiques. Additionally, Basil finds joy in traveling and immersing himself in the world of sports.

#### **Defining Success**

For Basil, success is not measured solely by monetary achievements but

by the pride he brings to his family, community, and heavenly father. Being able to work on his own terms is another aspect of success that he values greatly. Many factors contribute to Basil's success including his unwavering resilience. Despite facing setbacks, Basil always bounces back and remains determined. Furthermore, he is known for his straightforward and honest nature, never hesitating to speak his mind.

#### **Words of Wisdom and the Essence of Basil's Business**

As a top producer with a wealth of experience and expertise, Basil offers valuable advice to up-and-coming real estate professionals. He emphasizes the importance of focusing on fulfilling clients' needs rather than fixating on monetary gains. Building relationships within communities, networking diligently, and promptly responding to calls and inquiries are key practices that have contributed to his success. Basil suggests, "Do everything possible to get your name out there even when pumping gas give your card out. Form relationships in every community, and most importantly, ANSWER YOUR PHONE and return missed calls."

#### **In Conclusion**

Basil Williams, a true embodiment of passion, dedication, and community engagement, has carved a remarkable path in the real estate industry. From his childhood dreams of home ownership to his current status as a top producer, Basil's journey is a testament to the power of perseverance and the pursuit of one's dreams. As he continues to make an impact, Basil's unwavering commitment to his clients, family, and community shines brightly. To learn more about Basil Williams and his real estate endeavors, visit his website at [www.river2oceanrealty.com](http://www.river2oceanrealty.com).