

PENSACOLA

MARCH 2026

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Top Agent

Stephanie Boll



Partner Spotlight  
**POINTE SOUTH RENTALS  
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Agent on the Rise  
**LAURA PITTMAN**

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If you are interested in nominating people for certain stories, please email us at: Liz.Biswurm@n2co.com

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# The Market and the Weather is WARMING UP!

Pensacola Real Producers | March 2026

BY LIZ BISWURM

Dear Pensacola Real Producers Community,

It was such a pleasure to meet so many of you for the first time at **Toast to the Top 300**. Being able to gather in the same room—connecting face-to-face, celebrating success, and strengthening relationships—was a powerful reminder of what makes the Pensacola real estate community so special. Thank you to everyone who attended and helped make the evening such a memorable start to the year.



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Helping Our Community Win- One Home at a Time

March marks the true turning point of the year in Pensacola real estate.

While the calendar may say spring is just beginning, the market tells a different story. March is when momentum becomes visible—when listings go live with confidence, buyer activity rises, and conversations shift from planning to action. The selling season along the Gulf Coast doesn't quietly arrive; it builds, and March is where that build truly begins.

For sellers, this month represents opportunity. Homes show at their best, relocation timelines tighten, and buyers are motivated by both lifestyle and timing. For agents, March is the reward for preparation—the moment when the strategies, systems, and relationships built earlier in the year begin producing results.

What continues to set Pensacola apart is the professionalism of its real estate community. This is a market led by agents who understand more than numbers—they understand timing, trust, and the responsibility that comes with guiding clients through major life decisions. As activity increases, so does the importance of leadership, clear communication, and local expertise.

At *Pensacola Real Producers*, our mission is to spotlight the agents who exemplify those qualities. This magazine exists to celebrate the top producers who are shaping our market through consistency, integrity, and influence. March is an especially fitting time to do that, as the pace quickens and expectations rise across the industry.

This month's issue highlights agents who are entering the season prepared and focused, along with the trusted partners who support their success behind the scenes. These relationships—agent to agent, agent to vendor, and agent to community—are what strengthen our market as it moves into its busiest months.

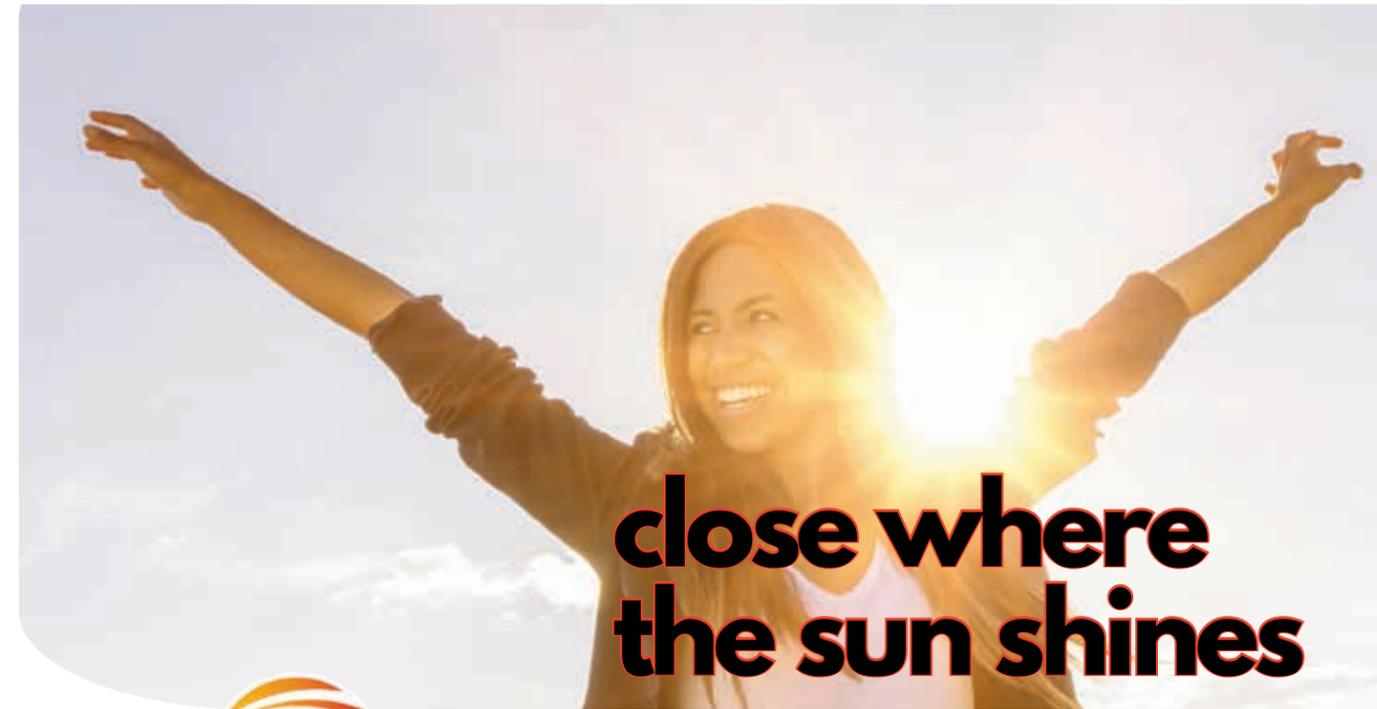
As we step fully into the spring selling season, my encouragement is simple: stay proactive, stay disciplined, and stay connected. The opportunities ahead are real, and Pensacola continues to prove itself as a market built on momentum and people who care deeply about the work they do.

Thank you for the role you play in shaping our industry.

With appreciation,



**Liz Biswurm**  
Publisher  
*Pensacola Real Producers*



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# pointe south

## RENTALS & REAL ESTATE

— Your Trusted Gulf Coast Partner —

Along the Alabama and Northwest Florida Gulf Coast, real estate is more than transactions — it's stewardship. Properties are influenced by seasonality, weather, community growth, and long-term investment cycles. In a market that demands both precision and perspective, longevity matters. For more than 30 years, **Pointe South Rentals &**

**Real Estate** has remained a consistent, trusted presence, guiding buyers, sellers, investors, and Realtors through every phase of coastal property ownership.

Serving communities from Daphne, Alabama, to Destin, Florida, Pointe South is a full-service real estate, vacation rental, and long-term property management company. Their services

span residential and luxury real estate sales, investment property transactions, vacation rental management, long-term rental oversight, and comprehensive property management solutions. Rather than operating in silos, Pointe South integrates these divisions to provide a cohesive, informed approach that supports clients long after the closing table.

### Built on Local Knowledge and Long-Term Vision

Founded more than three decades ago, Pointe South began with a clear understanding of the Gulf Coast's unique real estate landscape. Coastal ownership comes with distinct considerations — from environmental factors and zoning regulations to rental seasonality and evolving buyer expectations. Pointe South built its foundation by addressing these complexities head-on, pairing local expertise with hands-on service and long-term client relationships. That approach fueled steady, intentional growth. From a single local office, Pointe South expanded into a multi-location company with offices spanning from Daphne to Destin. Recent milestones include celebrating 30 years in business, opening new offices on Ono Island and in Gulf Shores, and continuing to scale both real estate sales and rental management divisions. In 2025 alone, Pointe South completed 268 real estate transactions totaling more than \$161 million in sales volume — while simultaneously growing its vacation and long-term rental portfolios.

### The Pointe South Difference

At the heart of Pointe South's success is what the team refers to as the *Pointe South Difference*. This guiding philosophy centers on integrity, transparency, and a commitment to doing what is right for the client — even when it requires additional effort or a longer-term outlook. While the company has embraced modern systems, data-driven insights, and advanced marketing tools, its core values remain unchanged. Many members of the Pointe South team live, work, and invest in the same coastal communities they serve. That firsthand experience allows them to offer perspective that goes beyond market data, grounded in daily life along the Gulf Coast. Whether advising on a primary residence, second home, or income-producing asset, Pointe South brings clarity shaped by lived experience.

### A Strategic Partner for Top-Producing Realtors

For top-producing Realtors, Pointe South offers more than a referral relationship — they provide strategic collaboration.



With in-house vacation rental and long-term rental management teams, Pointe South delivers insight into rental performance, income potential, owner expectations, and long-term investment strategy. This cross-divisional knowledge empowers Realtors to serve clients more holistically, particularly in coastal and investment-driven transactions.

Pointe South understands the full lifecycle of a property, from acquisition and marketing to ongoing management and asset protection. By sharing data, trends, and hands-on expertise, they help Realtors add measurable value to client conversations while maintaining clear respect for agent relationships. Clients referred to Pointe South are always referred back to the originating agent, reinforcing trust and supporting long-term growth for all parties involved.

### People, Growth, and Professional Pride.

Equally important is the company's commitment to internal growth. Pointe South takes pride in developing agents, property managers, and staff who build lasting, meaningful careers within the organization.

Over the past three decades, the real estate and property management industries have undergone significant change. Technology, digital marketing, and increased transparency have reshaped how consumers engage with the market. Pointe South has adapted by investing in modern platforms, refining internal processes, and expanding digital capabilities — all while preserving the personal service and local insight that have always defined the brand. Rooted in the Gulf Coast Lifestyle

What the Pointe South team finds most fulfilling is helping people achieve their goals — whether that means securing the right coastal home, building a diversified investment portfolio, or trusting a professional team to manage a valuable asset with care and accountability.



Beyond business, Pointe South embodies the lifestyle it represents. Team members enjoy time on the water, beach days, boating, local festivals, dining, and active participation in community events throughout the year. Coastal living isn't simply a market focus — it's a shared way of life that shapes the company's culture and connection to the communities it serves.

To Pointe South, success is defined by long-term relationships, earned trust, and consistent results. It's measured not only in sales volume or portfolio growth, but in reputation, integrity, and positive impact. Ultimately, Pointe South seeks to be remembered as a company that set the standard for professionalism and service along the

Gulf Coast — one that evolved with the industry while staying true to its roots and always putting people first.

#### VENDOR HIGHLIGHT | POINTE SOUTH RENTALS & REAL ESTATE

##### By the Numbers

- **30+ Years** serving the Alabama & Northwest Florida Gulf Coast
- **268 Transactions | \$161M+ Sales Volume (2025)**
- Offices in **Daphne, Gulf Shores, Ono Island, Perdido Key, Downtown Pensacola, & Destin**
- Expanding **vacation & long-term rental portfolios**

##### Services Offered

- Residential & Luxury Real Estate Sales

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- Vacation Rental Management
- Long-Term Rental Management
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##### Why Realtors Partner with Pointe South

- In-house **rental expertise** providing insight beyond the sale
- Data-driven guidance on **investment performance & owner strategy**
- Deep **local market knowledge** across coastal communities
- Collaborative mindset with a commitment to **referring clients back to the originating agent**
- Trusted partner throughout the **entire property lifecycle**

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# BUILDING WEALTH BEYOND THE TRANSACTION:

## WHY TOP PRODUCERS INVEST IN REAL ESTATE



BY CHUCK BONFIGLIO JR., 2026 PRESIDENT FLORIDA REALTORS®



Top producing Realtors® understand something fundamental about our industry: Commissions build income, but ownership builds wealth. While helping buyers and sellers navigate transactions is our profession, investing in real estate is often the strategy that transforms a successful career into long-term financial independence.

As Florida Realtors Chief Economist Dr. Brad O'Connor explains: "While Florida real estate may sometimes encounter short-term turbulence like we've seen in recent years, the reality is that the Sunshine State will remain a high-growth state in the long run. And as Florida's population grows, so too will its property and land values, as more and more people and businesses compete for a finite amount of space. That alone is a really good reason to be bullish with regard to Florida real estate."

As Realtors, we operate from a level of market insight that few others possess. We understand neighborhoods before they trend, recognize value others overlook, and know how financing, zoning, and development cycles truly work. That knowledge creates a unique opportunity, not just to sell real estate, but to own it.

For many high performing agents, real estate investment becomes the natural next step. Whether through single-family rentals, multifamily properties, commercial assets, or development partnerships, investing allows Realtors to diversify income streams, hedge against market fluctuations, and create predictable cash flow that extends well beyond active production years.

Importantly, wealth building through real estate is not a one-size-fits-all approach. Some agents begin by purchasing rental property each year. Others participate in syndications or joint ventures, leveraging capital and expertise to scale more quickly. Still others invest in land, redevelopment, or mixed-use projects that align with their local market knowledge. What these strategies share is intentionality – viewing real estate not only as inventory, but as an asset class.

This mindset shift is especially critical in today's environment. Markets change. Transactions slow and surge. But well-structured investments, paired with disciplined planning, can provide stability and long-term growth regardless of short-term cycles. Top producers recognize that building wealth is about playing long games and using the tools already at our fingertips.

That is why I am especially excited about the Wealth Building Summit that will be featured as part of the 2026 Florida Realtors® Convention. This dedicated programming is designed specifically for Realtors who want to move beyond theory and into action. Attendees will hear from industry leaders, experienced investors, and financial experts who understand the Realtor perspective and can speak directly to practical strategies, risk management, and scaling opportunities.

The Florida Realtors® Convention has always been about equipping our members to lead in their businesses and communities. In 2026, we are taking that commitment further by intentionally focusing on how Realtors can build lasting wealth – for themselves, their families, and future generations.

If you are a top producer thinking about how to convert today's success into tomorrow's security, I encourage you to join us. Invest in your education, expand your perspective, and connect with peers who are already taking the next step.

Registration will open soon. Bookmark <https://www.floridarealtors.org/events/annual-convention/about>, then check it often to secure your spot and be part of a conversation that goes beyond transactions and toward true wealth building.



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# Laura PITTMAN

WRITTEN BY REAL PRODUCERS  
EDITORIAL TEAM  
PHOTOGRAPHY BY DEAN FAGOT

## SHOWING UP WITH HEART, SERVICE, & CONSISTENCY

**F**or Laura Pittman, real estate has never been just about houses — it’s about people, relationships, and helping others feel truly at home.

A Realtor® and Military Relocation Professional (MRP) with Keller Williams Realty Gulf Coast, Laura has built an impressive business in just three years, closing nearly \$11.8 million in career volume as of February 2026, including \$6.1 million in 2025 alone. Her growth has earned her Keller Williams’ Bronze Award in 2024 and Silver Award in 2025, placing her among the top 20% of her brokerage — all as a solo agent leading with service at the core of everything she does.

**Roots That Run Deep**  
Though Laura’s adult life has taken her across the country, her connection to the Gulf Coast began long before her real estate career. She grew up in Fairhope, Alabama, just across the bay from Pensacola — a proximity that instilled in her a strong appreciation for community, relationships, and the sense of belonging that comes from truly knowing an area.



As a military spouse, Laura and her husband, Chris, relocated nine times in 13 years, living in places such as California, Rhode Island, Virginia, Texas, and Mississippi. But when they moved back to Pensacola — that summer Laura officially launched her real estate career — it felt different.

*She remembers, “For the first time, I felt like I could truly put down roots and invest in a business focused on relationships and knowing the area.”*

Though she initially thought she might begin real estate part-time, the business quickly became full-time — and she hasn’t looked back since.

**A Life Shaped by Service and Perspective**  
Before entering real estate, Laura’s career path was as varied as the places she lived. She worked in banking, childcare, group fitness, baking and catering, and alongside Realtors® earlier in her career. She is a



“FOR THE FIRST TIME, I FELT LIKE I COULD TRULY PUT DOWN ROOTS AND INVEST IN A BUSINESS FOCUSED ON RELATIONSHIPS AND KNOWING THE AREA.”

Summa Cum laude graduate of The Culinary Institute of Virginia, earning an Associate of Applied Science in Culinary Arts, and also holds a Bachelor of Science in Human Environmental Sciences from The University of Alabama.

One of the most defining influences in Laura's life came during her college years, when she volunteered in a mentorship program at an under-resourced school.

She spent time helping students with homework and, more importantly, being a consistent presence. One conversation in particular stayed with her — a moment that quietly reshaped how she viewed privilege and what truly matters.

*“It taught me how easy it is to measure joy by what we receive,*

*when for some people, simply not being alone is the greatest gift.”*

That lesson continues to guide how Laura shows up — in both business and life.

**Resilience Forged Through Community**

Like many families, Laura faced an especially difficult season during the COVID years. In a short period of time, she navigated personal health concerns, her stepfather's battle with brain cancer, and her husband's deployment — all while raising her daughter, Olivia, far from extended family.

Support from fellow Navy spouses and her local community carried her through that season, reinforcing the values of resilience, connection, and mutual support.

Those experiences now inform how Laura serves her clients through major life transitions — with empathy, steadiness, and care.

**A Relationship-First Business**

Laura operates as a solo agent by design, allowing her to serve each client with intention and consistency. Her business is built primarily on **relationships, referrals, and word-of-mouth**, a direct reflection of the trust she prioritizes in every interaction. *“Clients often feel like they're my only client — and that's exactly how I want it to feel.”*

Whether assisting military families relocating to the area or helping local buyers find the perfect-for-right-now home, Laura is deeply committed to guiding clients from start to finish — and remaining a trusted resource long after closing.

**Family at the Center**

At the heart of everything Laura does is her family. Her husband, Chris, is a Navy pilot with more than two decades of service and will retire next year. Their 9-year-old daughter, Olivia, is an avid ballerina, and the family proudly supports Ballet Pensacola as season ticket holders.

They cherish Friday family movie nights — a tradition Laura started during deployments — along with traveling, visiting Disney and Universal, and enjoying local favorites like Agapi Bistro + Garden.

**Giving Back with Purpose**

Laura actively supports causes close to her heart, including the Alzheimer's Association, in honor of her grandmother and great-grandmother, and Gulf Coast Kids House, which serves vulnerable children in the local community.

**Advice for Rising Agents**

For those new to the industry, Laura offers thoughtful, grounded advice:

*“Pick four things to focus on. Choose what genuinely motivates you — what you're willing to do consistently.”*

She credits her success to staying in her own lane, building authentic relationships, and leading with service rather than comparison.

**A Legacy of Service**

When asked what she hopes to be remembered for, Laura's answer is simple: kindness, consistency, and service.

She shows up — wholeheartedly and reliably — for her family, her friends, and her clients, bringing the same commitment into her business every single day.

**You can find Laura on Facebook and Instagram at @LauraPittmanHomes.**

“IT TAUGHT ME HOW EASY IT IS TO MEASURE JOY BY WHAT WE RECEIVE, WHEN FOR SOME PEOPLE, SIMPLY NOT BEING ALONE IS THE GREATEST GIFT.”



# Stephanie BOLL

**REALTOR | POINTE SOUTH RENTALS & REAL ESTATE**

A RISING TIDE LIFTS ALL SHIPS.

PHOTOGRAPHY BY DEAN FAGOT

There are agents who measure success by the size of a transaction, and then there are agents who measure it by the experience a client has while getting there — how confident they felt, how clearly they understood the process, and whether they believed someone was truly in their corner. **Stephanie Boll** is firmly in the second category.

Licensed in 2012 but rooted in real estate long before then, Stephanie's career is a study in preparation, consistency, and earned momentum. Her path started behind the scenes — inside the engine room of development and community operations — long before she ever stepped into a front-facing sales role. Today, her numbers reflect the result of that foundation: **\$162,353,523 in career volume and 325 units sold, with \$37,925,328 and 73 units sold last year alone.** But if you ask Stephanie what matters most, she won't begin with volume.

She'll begin with people.

"I don't think of myself as a salesperson," she explains. "I see my role as an educator, an advocate, and a trusted resource. When clients understand the process, the market, and their options, they feel empowered rather than pressured — and that leads to better outcomes for everyone."

That philosophy defines how she operates day-to-day: answer the phone, stay accessible, communicate early and often, and approach every detail like it matters — because to the person on the other side of the transaction, it does.

#### From Oregon to Perdido Key — and Home

Originally from Oregon, Stephanie first discovered Perdido Key while vacationing there in 2003 and 2004. The beaches were beautiful, the water was crystal clear, and the community felt welcoming in a way that lingered long after the trip ended. After graduating from the **University of Oregon** with a Bachelor of Science in Business Administration



in 2005, she made the decision to do what many people only daydream about: move to the beach.

"The plan was to stay five years and then go back to the West Coast," she says with a laugh. "That plan didn't last long."

Perdido Key quickly became more than a destination — it became home. Between the weather, the food scene, and the friendships she built, the Gulf Coast had a way of turning a temporary chapter into something permanent. And in the years that followed, Stephanie built not only a life there,

but a career that is deeply tied to the community and the people who call it home.

#### Before Real Estate: Sales on a National Stage

Long before real estate became her full-time world, Stephanie was already sharpening the skills that would later set her apart: communication, adaptability, and the ability to connect quickly with people.

From 1998 to 2005, she worked for a company that sold products on **QVC** and at trade shows across the country. It was fast-paced and high-energy — the kind of environment where confidence isn't optional and objections come quickly.

One of the highlights? A live on-air appearance where she sold a sprinkler to a national audience. "It taught me how to think on my feet, communicate clearly under pressure, and present a product in a way that was informative and engaging — with millions of people watching," she says. "That experience never really leaves you."



Trade shows strengthened those same muscles: reading a room, tailoring messaging in real time, building trust quickly, and staying composed even when things were unpredictable. And because life has a sense of humor, one of her favorite work trips was the **Philadelphia Flower Show** — not only for the beauty and inspiration of the show, but because it was next to **Reading Terminal Market**, which quickly became her personal paradise.

"Anyone who knows me knows I live to eat," she jokes. "That was the perfect balance of work and joy."

Looking back, it's easy to see how that chapter became training ground: the ability to show up prepared, present information clearly, and make people feel comfortable — even in high-stakes moments — would later translate seamlessly into guiding buyers and sellers through major life decisions.

#### A Real Estate Foundation Built Behind the Scenes

Stephanie officially began her real estate career in 2006 when she joined **WCI Communities, Inc.**, a nationally recognized developer known for amenity-rich, master-planned communities. She was hired into marketing, where she learned how to position new construction, understand buyer demographics, and support sales teams

"I don't think of myself as a salesperson. I'm an educator, an advocate, and a trusted resource."

— but her role quickly expanded far beyond that.

Over time, she became deeply involved in warranty support and homeowner care, serving as a liaison between homeowners, builders, and contractors to ensure issues were resolved efficiently and professionally. She worked closely with HOA management, gaining firsthand experience in governance, budgets, rules and regulations, and the long-term operational needs of a community.

This "behind-the-scenes" education gave her something many agents never get: a full understanding of how homes and neighborhoods function after closing. Construction standards, maintenance realities, homeowner expectations — Stephanie learned it from the inside out.

"That foundation still shapes the way I advise my clients today," she says. "It's not just about the transaction. It's about what happens after the transaction — and helping people make decisions with clarity and foresight."

#### The Personal Story That Shaped the Professional One

Stephanie's "why" starts at home. Her mother was a Realtor — a single mom raising three children — and watching her build a successful career left a lasting impression. It wasn't



“It’s not just about the transaction. It’s about what happens after the transaction.”

### Eleven Years of Preparation — Then the Door Opened

Stephanie always knew she wanted to be in sales. But she also believed in being ready when the opportunity came.

She spent **11 years learning every facet of the business** before she was offered the New Home Consultant position in 2016, when WCI began building again. She didn’t ease into it — she hit the ground running, quickly proving herself and earning top sales awards for two consecutive years.

When WCI was later acquired by **Lennar**, Stephanie knew it was time for a new chapter. Transitioning into general real estate was exciting — and intimidating — but her foundation made her confident.

In 2018, her close friend and mentor **Valerie Hawkins**, co-broker and co-owner of Perdido Realty, offered her a position. Stephanie joined, surged quickly, and began outselling other agents in the brokerage. She became one of the top agents on the island and ultimately the top single agent — a position she has continued to hold since.

There’s a quiet confidence that comes from that kind of trajectory. It isn’t fueled by flash. It’s fueled by consistency.

### Winning, Defined as Service

Ask Stephanie what she’s most passionate about right now and her answer is simple: winning. But her definition may surprise you.

“Winning has nothing to do with trophies, titles, or comparisons,” she says. “Winning means listening to my clients, understanding what matters most to them, and doing everything in my power to make those goals a reality.”

In Stephanie’s world, wins look like details handled before they become problems. They look like the right questions asked early. They look like honest answers — even when they aren’t the easy ones. And they look like clients who feel heard, supported, and confident.

“A smooth closing, a strong negotiation, a well-timed strategy — or simply the relief a client feels knowing someone is fully in their corner,” she says. “When my clients win, I win.”

### The Partnership That Elevated the Brand

Recently, Stephanie started working closely with her best friend, **Christy Thorne**, and the partnership has added a powerful dimension to her business. Christy brings a strong background in marketing and a creative eye that has elevated how listings are presented — from photography and staging guidance to social media strategy and open house execution.

Stephanie brings the market knowledge, negotiation strength, and contract strategy. Christy brings

the creative positioning and visual storytelling.

Together, they create something rare: efficiency and warmth, polish and substance, creativity and execution.

“Nothing falls through the cracks,” Stephanie says. “We’re hands-on, accessible, and personally invested in every client and every listing.”

### The Challenge That Made Her Better

Even with a high-performing business, Stephanie will tell you her biggest challenge hasn’t been market swings or difficult negotiations — it’s been balance.

Before having children, she immersed herself fully in real estate. She jokes (and it’s not really a joke) that when she was in the hospital

delivering her last child, she was still working while connected to IVs. At one point, a nurse told her she had to hang up so they could wheel her into the operating room. She wrote two contracts from the hospital and was showing homes five days after giving birth.

That level of devotion is remarkable — and also unsustainable.

Over time, Stephanie learned that real estate offers a gift if you choose to use it: flexibility. She began refining boundaries, structuring her days more intentionally, and focusing on presence over perfection.

That evolution didn’t make her less committed — it made her more focused, more empathetic, and more effective.

### Family, Faith, and Community

Stephanie and Jeff have three children: twin seven-year-old boys **Tommy** and **Mikey**, and their four-year-old daughter **Lulu**. Their family life is active, energetic, and full. The Gulf Coast lifestyle is the backdrop: beach days, boating, sports, and community events.

Sports are a big part of their world — the boys play baseball, jujitsu, flag football, and soccer. Jeff is an avid golfer. Tennis is Stephanie’s sport, and she plays on several competitive teams. Together, Stephanie and Jeff qualified for nationals in mixed doubles and placed fifth in the country — a personal accomplishment that reflects the discipline and teamwork she brings to everything she does.

Giving back also matters deeply. Stephanie supports St. John’s School and their local Catholic Church, and she’s active in the PTO, has served as a soccer coach for two consecutive years, and has coached flag football — investing time and energy into the community that has given so much to her family.

Success isn’t one big win. It’s showing up every day, doing the right thing, every time.”

### Advice for the Up-and-Coming Agent

Stephanie’s advice for new agents is direct: Stay with the process.

Real estate isn’t a quick win. It requires consistency,

discipline, and self-motivation — showing up even when it’s slow, and treating it like the career it is.

Her second point is simpler — and more powerful than it sounds: **be responsive**. Answer your phone. Communicate. Be dependable.

“It may sound basic,” she says, “but being available and responsive immediately sets you apart. Clients remember how you made them feel.”

### The Legacy She Wants

Stephanie’s favorite quote is: **“A rising tide lifts all ships.”** It reflects her belief in collaboration over competition — and her commitment to loyalty, long-term relationships, and encouragement. She believes success is something to share, not guard.

When asked what she wants to be remembered for, she doesn’t hesitate: Kindness.

“Kindness doesn’t have to be loud,” she says. “Often it’s small moments — patience in a stressful situation, taking the time to listen, making someone feel seen.”

It’s a fitting closing thought for an agent whose business is built on showing up, doing the right thing, and taking care of people with consistency — not just in the big moments, but in the everyday ones.

And for Stephanie Boll, that is the point.

**Facebook:**  
**Stephanie Boll Realtor**  
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simply the business itself that inspired Stephanie; it was what real estate represented: independence, resilience, and the ability to serve people during important life moments.

Those early observations planted seeds long before Stephanie ever pursued the career herself. When she later moved to Florida and began exploring opportunities, a friend encouraged her to apply for an in-house sales role at WCI. She wanted the sales position — but didn’t get it.

“In hindsight, it was the best thing that could have happened,” she says.

Instead, she became the person who supported wherever the builder needed help: working the front desk, serving as administrative support to the Vice President

of Development, leading the warranty department, and even spending one day a week in the pro shop — which came with an unexpected perk: free golf. Her golf game improved. Her professional understanding deepened. And in the middle of all that life was happening, too.

“I spent many hours on the course with my now husband,” she says. “And it was on the 17th hole that he realized he wanted to marry me.”

Today, Stephanie is married to **Jeff**, a real estate attorney and the owner of **Coastal Land Title**. Together they share both life and work, and Stephanie describes collaborating with him as a gift — one that creates a seamless experience for clients from contract to closing.

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