

FLORIDA EDITION

TOP AGENT

MAGAZINE

*1 Billion-Plus
Reasons Why You
Should be Active
on Facebook*

CONCIERGE CARE:
Services that Lure
Clients and Transform
Your Reputation

**INCORPORATING
CHARITABLE GIVING**
IN YOUR REAL
ESTATE PRACTICE

**3 EASY AT-HOME
DIY PROJECTS**
TO INCREASE
PROPERTY VALUE

COVER STORY

Area Specialist

KRISTINE CONNELL
CRS, MRP, BROKER/PRESIDENT



Top Agent Kristine Connell and her husband John of Connell & Company Realty is one of the oldest independently-owned brokerages in Pensacola boasting a team of 55 agents, 25 of whom are brokers.

After living in New Orleans for eight years and working in the vacation ownership business, Kristine Connell got her start in real estate after moving to Pensacola and meeting her husband. Kristine's husband John has worked in real estate for more than 50 years and was a founding partner in Connell & Manziek Realty

in 1982. The couple has since rebranded the business as Connell & Company Realty which is now one of the oldest independently-owned brokerages in Pensacola boasting a team of 55 agents, 25 of whom are brokers. Kristine serves as Broker and President of this family-owned business.



The team at Connell & Company covers the Panhandle area of Florida including Pensacola, Gulf Breeze, Perdido Key, Milton and Navarre and occasionally stretching to Destin and Fort Walton Beach. The area is known for its beautiful sugar white sand beaches and turquoise waters. Pensacola is also home to the U.S. Navy Blue Angels out of NAS Pensacola as well as

Navy Federal Credit Union's 242-acre campus with over 8,000 employees. The company also has agents licensed in Alabama who serve the Orange Beach area on the Alabama Gulf Coast.

Connell & Company Realty has deep roots in the Pensacola community. Proudly celebrating our 40th year, the company's agents



Connell & Company Realty is celebrating their 40th year—the company's agents have a combined 2,000+ years of experience!

Zillow Review:

Highly likely to recommend|5.0

01/14/2021 - Monica McGee

Bought and sold a Single Family home in 2015 in Gulf Breeze, FL.

Local knowledge Process expertise Responsiveness Negotiation skills

Working with Kristine from out of state many years ago was nothing short of amazing!!! She found us our first home here in FL that literally had a waiting list to buy when we decided to move a couple of blocks away 2 years later to a larger home. That 2nd purchase required extreme finesse for property boundaries had be ignored for years through multiple previous brokers and mortgage companies in a very sought after, water landlocked area. What can I say? She worked some major magic to secure that purchase for us! She is privy to all the local insight, is incredibly brilliant with networking, phenomenally professional on all accounts, has a sixth sense to client's personal current needs and what will function as a future investment as well and is mind-blowingly humble. She considered more of our future than we could! I know many fantastic realtors ... some family and close friends... but Kristine will always be my real estate go to!!! Her skills in the market cannot be matched!

Zillow Review:

Highly likely to recommend 5.0


01/11/2021 - Angela Stacey

Bought and sold a Single Family home in 2020 in Pensacola, FL.

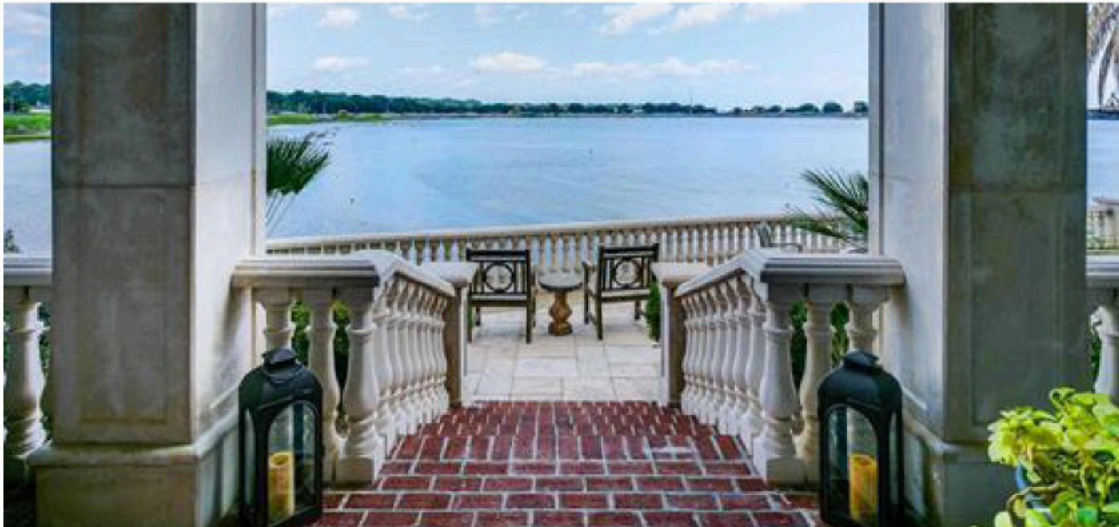
Local knowledge Process expertise Responsiveness Negotiation skills

I've bought and sold homes in various states. Kristine is by far the best realtor who is always available and looking out for her clients. There isn't a better realtor out there in my eyes

Facebook review:

Richard Stallworth  recommends Connell & Company Realty, Inc.

I have worked with Kristine and Connell & Company Realty Inc. since 2015 when I bought my first home in Pensacola, fl. They've treated me like I was family . when I wanted to sell one of my homes a year and a half ago they were the first company that I thought of because I knew that they would go all out to help me. I like the way they do business! Talk to them if you're interested in buying or selling your home.



have a combined 2,000+ years of experience! Combinations of repeat and referral business, as well as military relocation, make up the vast majority of the company's business. Kristine explains that their agents have served generations of local families over the company's 40 years in business.

Kristine doesn't focus too much on her sales statistics. She's too busy loving the work she does. Her leadership role at Connell &

Company Realty keeps her busy running the company. She has taken on more management responsibility in recent years, so her husband John promoted her to Broker/President. In addition to working with clients, Kristine plans to work toward recruiting and mentoring new agents. It is an exciting time to be a Realtor, especially in Pensacola! So many Realtors here work WITH each other, instead of against each other and that is the spirit Kristine plans to spread among her company.



Connell & Company Realty is actively involved in the local community. The company has provided gifts for children and senior citizens at Christmas, supports Manna Food Bank, the USO, the Gulf Breeze High School lacrosse team and sponsors fundraising efforts such as a recent birdhouse auction which raised over \$7K

for the Global Learning Academy. Kristine is also President Elect of the Women's Council of REALTORS, an affiliate of the National Association of REALTORS that provides professional networking and leadership development. The Pensacola Chapter is the largest in Florida and second-largest in the nation.



To learn more about Kristine, call (850) 572-2203, email Kristinegconnell@gmail.com, or visit the website connellsellsthecoast.com