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NANCY
STEBBINS

COLDWELL BANKER

JULY 2024

▶ one to watch

By Photos by Wayne Capili, Interface Visual
By Elizabeth McCabe



NANCY Stebbins

TAKES REAL ESTATE BY STORM

“LIFE IS SHORT,” SAYS NANCY STEBBINS. “LIVE LIFE TO THE FULLEST AND ABOVE ALL, LIVE IN INTEGRITY.” NANCY HAS TAKEN HER OWN ADVICE AS A TOP PRODUCER WITH COLDWELL BANKER REALTY. SHE HAS TAKEN THE REAL ESTATE COMMUNITY BY STORM WITH HER EXCELLENT WORK ETHIC AND DEDICATION.

Growing up in Cupertino, Nancy always considered the Monterey Peninsula her home away from home. “As a kid, I spent summer vacations at beach houses in Rio Del Mar, La Selva and Pajaro Dunes. As I got older, I was drawn to the magical Monterey Peninsula, spending leisurely vacation times in Carmel-by-the-Sea to renew and relax. There is no other place in the world that feels like this,” Nancy reminisces. She knew that one day, this enchanting place would become her permanent home.

Nancy credits her father for instilling a strong work ethic and a sense of integrity in her. “He really instilled those values in all of us, and I have to thank him for that,” she says.

FROM ADVERTISING TO REAL ESTATE

When she was younger, Nancy envisioned a career far from real estate. “As a teenager, I took a summer job at First American Title Company in San Jose. I also worked at Alain Pinel Realtors in Saratoga, where I found real estate exciting and felt a calling to it,” she recalls.

Despite this early interest, Nancy pursued a degree in advertising, dreaming of becoming an advertising executive in New York City. After graduation, she took a job at an ABC affiliate TV station in San Jose, then moved on to an advertising agency in Silicon Valley, working with

clients such as Apple. Her career veered towards high tech, and she became a successful marketing executive at Hewlett-Packard and Cisco.

Despite her achievements in marketing, the early call of real estate never left Nancy.

In 2014, she began investing in real estate in Monterey County, eventually transitioning into property management. In 2022, she got her real estate license and joined Coldwell Banker Realty in Carmel-by-the-Sea. “I truly respect the leadership at Coldwell Banker and the ongoing opportunities they offer. I’m really proud to call them my broker. It’s a good fit for me,” she says.



Nancy loves that real estate is full of variety, eager to tackle any challenges that are in her path. “No two days are alike,” she candidly comments. “Every transaction and every client are different.” When she encounters obstacles, she maintains a positive mindset. “I see obstacles as opportunities to grow and flourish,” she explains. Her positive outlook has helped her navigate the complexities of the industry, especially in recent years.

DEFINING SUCCESS

For Nancy, success in her career is defined by client satisfaction and referrals. “When the client is happy and the referrals start to come in, I feel successful. I love helping

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clients reach their goals, whether it's finding a new forever home, an investment property, or selling their property to get to the next destination in life," she shares. On a personal level, success means feeling fulfilled, sharing her gifts, and leading a purpose-driven life.

Looking ahead, Nancy aims to maintain her status in the top 4 percent in the Coldwell Banker International President's Circle, a level she achieved in 2023. "I want to maintain consistency, focus, and dedication. I'll do whatever it takes for the client," she asserts.

PERSONAL PASSIONS

Outside of work, Nancy loves international travel, having visited 28 countries so far. "My 29th country will be The Land Down Under this fall. Traveling makes me feel alive in unfamiliar territory," she shares. Other passions include yoga, volunteerism, daily beach walks with her dog, and entertaining at home with her husband, Daniel, who is retired from Intel.

ONE TO WATCH

Nancy Stebbins is passionate about serving others. She pursues real estate with passion, helps her clients, and is living with impact. We can't wait to see what she accomplishes next!



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