



in a home that she was preparing to flip. She sold it for a nice profit after graduation, and knew she was on to something. Kourtni then moved into the mortgage industry, and followed that by owning a general contracting company. “We did home remodels, roofing & siding and guided clients who were flipping houses,” she recalls. “I seemed to be dancing around real estate in every way.” Then she got an incredible offer to run the real estate division of a property management company in Gulf Shores and as the saying goes, the rest is history.

Now an agent with Relax on the Beach, Kourtni works mainly with investors looking to purchase properties in Gulf Shores, Fort Morgan and Orange Beach. She uses her wide range of previous experience to help give her clients the complete perspective on their transactions. “I know the mortgage process and can help prepare them for everything that’s going to entail. And with my construction background I can help them go through houses extensively and know what possible issues to look for,” Kourtni explains. “That’s especially important in a beach setting, where there are certain things you want to be careful of, such as rust from the salt air.” She also uses her experience flipping houses to inspire clients who are looking to do the same. “I can give them how-to ideas and I know what features are really appealing to homeowners.”

Since a majority of Kourtni’s clients are investors looking for vacation rental properties, her partnership with the property management side of the business is proving incredibly valuable. “Having that partnership allows me to produce rental numbers and get the right ROI, which is very appealing to clients,” she explains. “I also make it my mission to go above and beyond. I don’t just sell a house and walk away, I continue to work with clients if they need my help.”

With many of her clients located out of town — and some who never actually see the properties in person

Imagine having the opportunity to work in your dream career, and doing it in a place others go out of their way to visit as a vacation destination. For Gulf Shores real estate agent Kourtni Cox there’s no need to imagine such a scenario. She gets to live it every day!

Kourtni’s interest in real estate started early. While attending college at Ball State University, she lived



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before purchasing — that additional commitment adds value to those relationships. “For example, if someone bought a lot and is looking to do new construction, I will take them through the permitting process, represent them in meetings, and help them handle their business if they can’t be here.” For that to happen, Kourtni has to establish a high level of trust, and it’s something she never takes for granted. “I truly value the trust and respect my clients give me. I do my best to treat them as if I’m working with my parents or even my grandparents.”

In her first full year as an agent, Kourtni closed a little more than \$3.5 million in transactions and is on track to more than double that this year. She is working with Relax on the Beach to create a team of REALTORS® and they recently launched a new website with an excellent real estate section. All in all, her future in the business is looking bright. “This career is the perfect combination of everything I’ve done,” she says. “I love learning what my clients’ life goals are; helping them become reality is very exciting.”

Kourtni Cox

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