



While pursuing a master's degree in accounting and working at a high-profile firm in northern California, Stephanie Fontaine sensed the need for a new path. When she and her boyfriend orchestrated a move to Las Vegas in 2014, she finally felt it was the right time to make a change and earn her license. Three years later, Stephanie has been riding a steady wave of success, guided by an ethos of integrity, professionalism, and investment in her clients' homeownership goals.

This year, she was recognized by the Greater Las Vegas Association of REALTORS® and its Young Professionals Network as being among the Top 40 Under 40, honoring agents who have thus far demonstrated marked excellence in their career.

Under the banner of Urban Nest Realty, Stephanie goes where clients lead, traversing the state in service of others. From Las Vegas to Pahrump and everywhere in between, she spearheads transactions that range from single-family homes and condos, to townhouses and even land listings. While her career in real estate is still blossoming, she has managed to net a robust rate of repeat and referral clientele thus far, and cites her persistence, ethical grounding, and dedication to going above and beyond as the primary drivers of her early success. "My clients are always my first priority," she recounts. "People buy or sell a home for all different reasons and circumstances, and I pride myself on making sure my clients' needs are met, that they're supported, and put at ease. I treat others how I would like to be treated; that's just how I live my life, and people sense that." Likewise, Stephanie takes a personalized, caring approach to her relationships with clients. "Real estate is more than just negotiating prices or getting a client from Point A to Point B in a transaction," she explains. "It's about tailoring my services to what people need, and finding ways to make my clients' lives a little easier by going above and beyond."

To cultivate new clientele and to keep in touch with past clients, Stephanie reinforces her commitment to specialized communication, foregoing a one-size-fits-all

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model in favor of authentic connections. She places a large emphasis on face-to-face interaction, whether she's encountering clientele at the grocery store, open houses, or on door-to-door endeavors. To Stephanie, organically cultivating clients is the surest way to create lasting professional relationships. "I'm a woman of my word," Stephanie says, "and because of that, my relationships with colleagues, clients, and vendors continue to grow."

In addition to her client-centric philosophy, Stephanie highly values ongoing education and empowering clients through industry knowledge. "There's always something new to learn, that's what I love most about real estate," Stephanie says. In that vein, she has earned multiple professional certifications to date, including the National Association of REALTORS® e-PRO designation and the Accredited Buyer's Representative designation.

As her roots dig deeper into her new hometown of Las Vegas, Stephanie makes an effort to stay involved in her local and global communities. She is an avid volunteer with Paws for Love, a charity that rescues cats, and also donates to the Dachshund Rescue of South Florida — as she is a Dachshund owner herself. In her free hours, Stephanie spends as much time outdoors as possible, taking in the rugged Nevada mountains and desert terrain.

With an eye toward the future, Stephanie has plans to continue growing her network and developing her business, eager to add additional knowledge and experience to her arsenal. With three promising years already under her belt — along with an unflagging sense of responsibility to deliver her clients' successes — the years ahead are bound to yield continued promise for Stephanie Fontaine.

Stephanie Fontaine

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