

VOLUSIA COUNTY

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**RISING STAR:**

**Kirsten Saffron**  
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**Judy Reiker**  
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***Making Waves Awards***

Pictures Included in  
this issue!

TRISTINA  
**HILL** of

SOUTHERN EXCLUSIVE REALTY

FEBRUARY 2020



# TRISTINA HILL

OF SOUTHERN EXCLUSIVE REALTY



## “THERE’S ALWAYS ROOM FOR MORE”

Tristina Hill is always pushing herself—pushing herself to learn, to grow, and to be more successful than she was before. Owning her own brokerage (Southern Exclusive Realty Co.), buying the building, consistently being one of the youngest agents in the Top 20 on the board of WVAR, and earning the Tom Draganza Award

in 2012, are just a few of the accomplishments that Tristina has achieved in her almost nine years in the real estate industry. In an effort to better herself and her business, Tristina has also received her Certified Real Estate Brokerage (CRB), Seller Representative Specialist (SRS), and Real Estate Negotiation Expert (RENE).

Tristina always believes that she can do better and is pushing herself to the next step. “There’s always more to achieve.”

Even at a young age, Tristina was interested in real estate, asking her mom to drive her around town to view houses for sale, looking through the Pennysaver classifieds. Tristina knew that she was not made for working under someone, that she preferred to work at her own pace and for herself, and aptitude tests in college showed her that her best options were to either be a chef or a broker. She had worked at Luigi’s Italian restaurant for nine years, was a Bank Teller and Teller Supervisor at Riverside National Bank for five years, and even helped run a construction business while going to school full-time for a medical degree. When Tristina had to decide whether to continue college or to start a career, she reflected back on what she had truly always known about herself and enrolled in real estate school, and she has never looked back.

Tristina was born and raised in DeLand and prides herself on having the local intel to assist her customers in finding the best location based on their wants and needs. “I’m planting my feet; I’m not going anywhere. If anyone is ever interested in specific ideas or locations, or need someone with local knowledge, I have that.” Having purchased a building in downtown, Tristina is also learning about the local business dynamics and is thrilled to be in the heart of it all. “Everyone works well together for the most part, as long as you keep the communication open and honest.” Tristina prides herself on caring for all of West Volusia and is excited about working with many new builders in the Daytona Park Estates area. “I have one builder currently who is going to be selling over thirty homes in the next year; we’ve already put four under contract. I’m going to help builders that have higher production and more of a process going forward.”

Being in West Volusia not only helps her in business but also allows Tristina to do the things she loves with the people she loves. Tristina has lots of family in the area, and she and her two boys (ages 12 and 7) love to be on the water. In scheduling as much time with her family as she can and with two very energetic boys, they enjoy doing things like exploring the natural springs and Intraoastal waterways, going to the boys’ baseball games, and doing as much out-



Photography by Jamie Lee Creativity

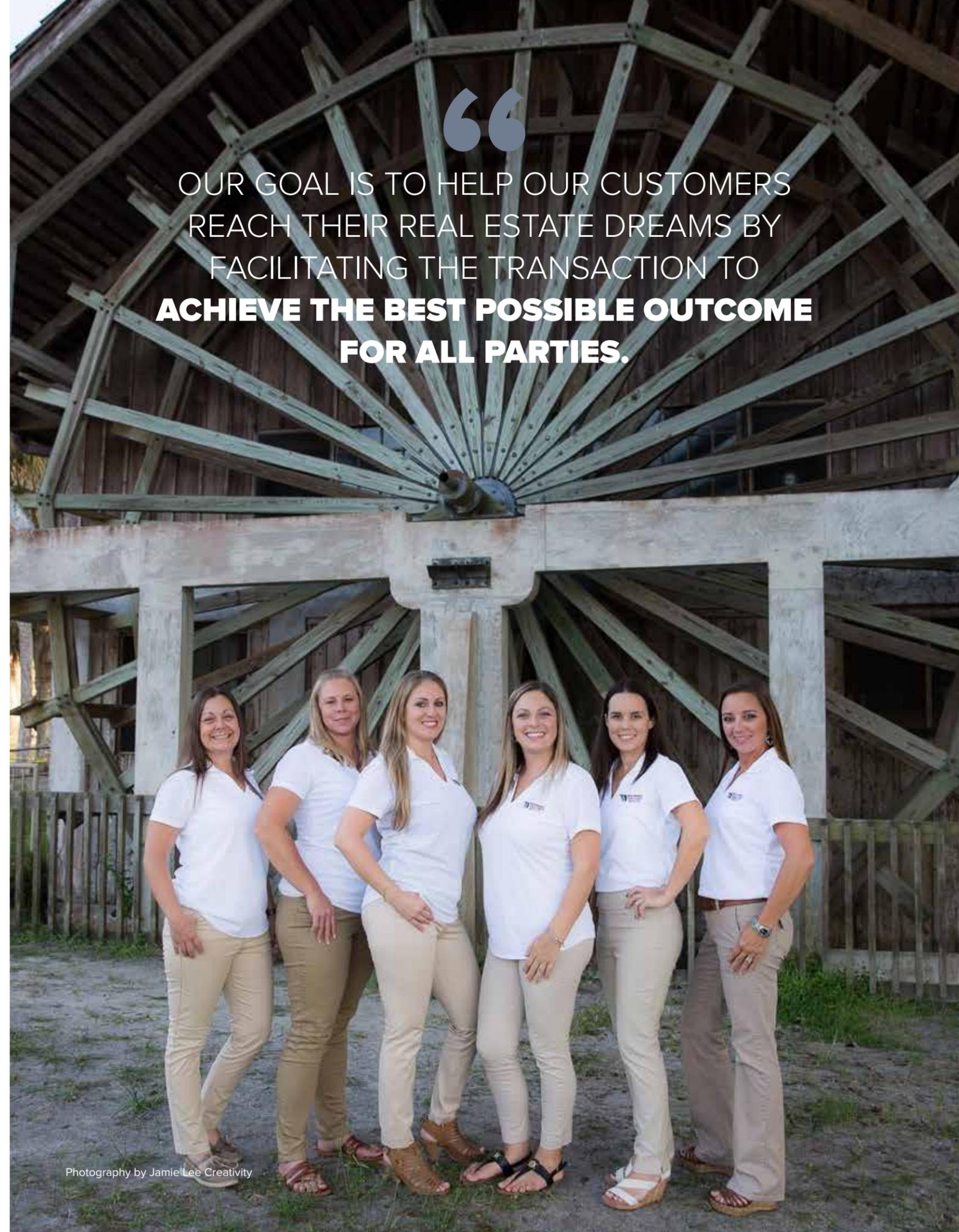
doors as they can. Everything Tristina does, she does for her family: "I want to provide for my children so that they have more opportunities than I did growing up." She hopes that she can

support her children the way that her mother has supported her, believing that, without her mother, she and her business would not be where she is today. "I'd like to be able to help my kids with college if that's the route they go, or at least give them a

good business background, giving them exposure to business to be able to build on their own." Tristina's love for her children extends to all children, having a great hunger for helping children through the United Methodist Children's Home. Her team provided school supplies in August, Christmas gifts, and also donate regularly.

In a continuous effort to look ahead and be better than she was yesterday, Tristina is working to build up her team to provide even better customer service. Tristina already has a phenomenal team behind her: Tina Sande, Jessie McCormick, Linzee Heil, Shannon Minchew, and Mandy Evans. But in true Tristina Hill fashion, she is striving for more. "I plan on recruiting. We're going to reach out to some of the real estate school and classes and be very selective about who we bring on. I'm looking for drive, motivation, people skills, communication skills, efficiency, and people who are detail-oriented." Tristina knows that sharing her knowledge and know-how with others is the greatest way for her team to find the most success and for their customers to accomplish their dreams. "Our goal is to help our customers reach their Real Estate dreams by facilitating the transaction to achieve the best possible outcome for all parties."

When Tristina Hill wants to accomplish something she will, and she will do it with the most perseverance and to the greatest degree that she is able. It is not hard work when she loves what she does and anything less than her best is inconceivable. Her best is easily attainable because of her will—her will to continuously learn, to perpetually build on her successes, and to keep her eyes looking forward.



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