

BRUNSWICK

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REAL PRODUCERS[®]

DEBI
GALLO



LEADER IN THE OFFICE

DEBI GALLO

MAKING THE MOST OF EACH MOMENT

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Those who have the chance to get to know Debi knows that she makes the most of each moment for others.

Debi has built a career defined by leadership, perseverance, and a deep passion for real estate. As the Broker in Charge at the Marina Location of St James Properties, Debi brings decades of experience, a tireless work ethic, and an unwavering commitment to her clients and colleagues. Her journey from Connecticut to the Carolinas is one of ambition, adaptability, and a love for matching people with the perfect property.

From Connecticut to the Carolinas

Debi Gallo grew up in Connecticut, where she studied Marketing. However, in 1995, she and her family made a life-changing decision. “We decided to leave CT for obvious reasons—taxes, weather, and opportunity,” she recalls. Charlotte, North Carolina, stood out as the perfect destination. “The area had opportunities, great weather, low taxes, and low crime. It already had entertainment such as the NFL, NBA, NASCAR, golf, art, and museums. Plus, plenty of jobs and firms were relocating to the area.”

A Career Rooted in Real Estate

Debi’s journey in real estate began in 1986, right out of college, when she joined Coldwell Banker in Glastonbury, Connecticut. “It was a great experience,” she says. “I began by prospecting FSBOs and expired listings. My college car didn’t have air conditioning, so buyers were not an option!”

Her inspiration to pursue a career in real estate came from her Uncle Tommy. “He always had a smile on his face, everyone wanted to talk to him, and I admired him. He was always

dressed professionally and had a nice vehicle. He was a Commercial Broker. I became the owner of a successful real estate firm, just like him!”

An Accidental Push into Real Estate

Sometimes, fate steps in to shape a career. “My favorite college professor was Attorney Shapiro,” Debi recalls. “I needed to take a business elective in my last semester. The big question was, what is Attorney Shapiro teaching? It was real estate!”

A Natural Leader in the Industry

Debi’s leadership skills emerged during her tenure with Allen Tate REALTORS® in Charlotte in 2002. “Teams had become vogue, so I started one, and it was successful. The natural progression is to then start your own firm, which I did in 2006.”

But then came the Great Recession in 2008—a challenging time for many in real estate. Debi pivoted, affiliating with Southern Homes of the Carolinas in Metro Charlotte, where she operated successfully until 2022. “Then, it became time to start looking for a Coastal Lifestyle, and we chose Southport, NC.”

Transitioning to the Coast

As Debi and her husband, Barry Fulton, planned their move to the coast, she aligned with Investor/Christie’s International. “Lori and Reed were just launching the office in Wrightsville Beach, and it seemed like a perfect fit. They provided me with some of the best training of my entire career.”

After purchasing a home in St James Plantation, Debi’s career took another exciting turn. “I was offered a REALTOR®/Broker position. Then, I was promoted to representing Riverbrook Builders in The St James Builders Guild, a position I still hold



today. Then, Jay Atkinson offered me the position as Broker in Charge for the St James Properties Marina office. It is an honor to represent Riverbrook Builders and St James Properties in this community.”

The Joys of Real Estate and Mentorship

Debi finds great fulfillment in several aspects of the real estate business. “My favorite parts of the business are matching people with property, mentoring agents, and marketing.”

As a Broker in Charge, her primary role is ensuring that agents have the tools they need to succeed. “I also sell, so I am prospecting, marketing, and nurturing client relationships every day.”

Mentors Who Shaped Her Journey

Debi attributes much of her success to key mentors throughout her career. “Cindy Chandler in Charlotte, NC—a

Commercial Broker and Educator for the Charlotte Board of REALTORS® and North Carolina Real Estate Commission. Creigh Hill, Owner of Southern Homes of the Carolinas, had the vision in 2008 to establish the most successful transaction-based firm for REALTORS® in Charlotte. Jay Atkinson, President of St James Properties in Southport, NC—his vision and management style are unprecedented, in my eyes.”

A Lesson in Leadership

One of the biggest leadership lessons Debi has learned is simple but powerful: “Learn to listen. The same applies to sales. As A-type personalities, we always want to talk. Take time to listen.”

Balancing Work and Life at St James

Debi has found a perfect fit at St James Properties. “While I am not at retirement age, it is time to partake in other activities besides selling real estate. I have taken up golf, yoga, exercise walking on the beach, and have learned to slow down. It is a wonderful balance.”

Living and working in St James and Southport brings a unique advantage. “Our clients become our friends, and our friends become our clients! I am drinking the Kool-Aid living and working in St James and Southport.”

Staying Inspired and Informed

To stay at the top of her game, Debi enjoys listening to podcasts from Leading Edge Luxury Portfolio and The Institute for Luxury Home Marketing. “For years, I would not watch reality TV shows related to real estate. I am trying to embrace some of the shows.”

A Life Rooted in Community

Debi’s husband, Barry Fulton, was her former real estate partner and now serves as Chairman of Brunswick Partnership for Housing and on the Planning Board for the Town of St James. The couple enjoys shag dancing lessons with friends and making the most of everything St James has to offer. “Dan Kingsbury trained us to understand the St James client. He strongly suggested we do something every month that we have not yet experienced in St James. We make a game out of it and joke that Dan would be proud of us.”

Giving Back

Community involvement is a core part of Debi’s life. “Of course, I support Brunswick Partnership for Housing here in Southport and Brunswick County. The St James Service Club has provided opportunities, as well as the Lions Club and the American Cancer Society. Next month, we will participate in the Stop Soldier Suicide Fundraiser. This is such a great community with volunteers that work to assist folks right here in our community.”

Through leadership, passion, and a dedication to both real estate and community, Debi Gallo makes the most of each moment ... in service to others.



“

LEARN TO LISTEN. THE SAME APPLIES TO SALES. AS A-TYPE PERSONALITIES, WE ALWAYS WANT TO TALK. TAKE TIME TO LISTEN.”



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