



### **Bob Bennion and Bob Deville Welcome Deborah Harper**

SAN DIEGO, CA – AUGUST 16, 2015 – Bob Bennion and Bob Deville, Owners of Windermere Real Estate SoCal, are proud to welcome Realtor® Deborah Harper to the Carlsbad office, located at 300 Carlsbad Village Drive, Suite 217. Deborah earned her real estate license in 2004 and works with home buyers and sellers throughout San Diego County. She has completed extended education and specializations from the National Association of Realtors® (NAR), including designations as an Accredited Buyer’s Representative® (ABR), Certified Residential Specialist® (CRS), and Graduate, Realtor Institute® (GRI).

Prior to embarking upon a successful and highly decorated real estate career, Deborah honed her client service and sales skills in retail management for a major apparel retailer and business development for a staffing company. Her 35 years of combined professional experience equip Deborah with critical skills she applies to create an exceptional transaction process for her clients. “Whether you are providing staffing solutions to a company or finding the right real estate fit for a family, you have to be able to listen to a client’s needs and effectively match them,” says Deborah. “I love the thrill of connecting A to B and am passionate about helping others achieve their goals.”



Clients appreciate Deborah’s direct, honest manner of communication and respect her expert opinion and passion for real estate. Whether it’s a pricing tip to list a home or ways to navigate through the purchasing process, her knowledge of both sides of a real estate transaction is a boon for her clients. When mixed with her zeal for homes and helping others, she delivers a sturdy, dependable brand of service that leads to positive outcomes for her clients. As a result, she has built a solid referral base of business throughout San Diego. “Referrals are the best compliment because it means that my client was so happy with my process that they told their friends, family, and anyone else they know, about me.”

Deborah loves working as an advisor for sellers because of the marketing techniques required to attract the right buyer and the challenge of creating a win-win situation for all parties involved. As a part of the marketing process, she coaches her clients on ways to maximize the list price. “I will give tips on good investments that deliver a strong return on investment prior to selling, and how to de-clutter and stage to make the home appealing to buyers,” Deborah continues. She also enjoys working with buyers because of the “thrill of the hunt” for the perfect home based on her client’s needs, which she determines based on a custom checklist she fills out with each client. No stranger to moving, Deborah helps with relocation, offering her services to those who need to move to or from the San Diego market. “You need to be well-rounded in this business and



combine an eye for analytics with creativity. I like being an agent because I get to exercise both sides of my brain,” adds Deborah.

As a compassionate member of the community, Deborah gives a portion of every transaction she completes to charitable organizations and non-profits, including the American Cancer Society, Wounded Warriors, The American Society for the Prevention of Cruelty to Animals (ASPCA), and National Multiple Sclerosis Society. “It feels good to give back to these organizations and help them carry on the charge for their respective causes and issues.”

Bennion and Deville’s Windermere SoCal was appealing to Deborah because of the brokerage’s boutique feel, marketing programs, and because it came highly recommended by a former colleague. “Windermere has the feeling of a specialty brokerage and carries an excellent reputation. After I did my due diligence, I was impressed with their standing in the industry and higher presence with marketing,” Deborah concludes.

Says Managing Broker Joe Wogoman, “We are excited to welcome Deborah to our Carlsbad office. She has built an impressive career in the industry already, earning major accolades with her previous brokerage, and it’s easy to see why. Clients love her integrity and enthusiastic approach to the business, and I know her style will fit perfectly with our Carlsbad office family culture.”



### **About Windermere Real Estate SoCal**

Bob Bennion and Bob Deville brought their highly acclaimed and successful Windermere SoCal blueprint to the coastal Southern California communities of San Diego and Orange counties in 2010. Windermere SoCal offices proudly serving Orange County include Laguna Beach and Laguna Niguel. San Diego County offices are located in Alpine, Carlsbad, Carmel Valley, Encinitas, Hillcrest/Mission Hills, La Mesa Village, and Little Italy. The Premier Properties program lists and showcases some of the finest properties available on the market, maximizing exposure of high-end luxury homes to qualified buyers across a variety of mediums and channels.

For the location of the office nearest you, please visit [WindermereSoCal.com](http://WindermereSoCal.com). For the latest trends in Southern California real estate and community news, follow us on Facebook and Twitter @WindermereSoCal.