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**Bob Bennion and Bob Deville Proud To Welcome Debra Fares**

SAN DIEGO, CA – APRIL 26, 2015 – Bob Bennion and Bob Deville, Owners of Windermere Real Estate SoCal, are proud to welcome Realtor® Debra Fares to the La Mesa Village office, located at 8277 La Mesa Boulevard. Debra, a native San Diegan who has had her license since 2004, shares her passion for real estate, the negotiation process, interior design and staging, and client service with buyers and sellers throughout San Diego County.

After a highly successful career in pharmaceutical sales, Debra, who holds a B.A. in Psychology, Liberal Arts, and Sciences, decided to follow a lifelong dream and get into real estate. “I love helping people and negotiating on their behalf,” she says. “My clients put their trust in me to oversee the deal on their behalf from start to finish.” Debra strives to be an elite negotiator and has taken courses on the art of negotiating and deal making in order to best serve her clients.

In addition to her ability to negotiate excellent deals, she is also able to communicate openly and effectively with her clients, a skill she sharpened in her previous sales career. “Service is critical, and the biggest key to success and building an excellent reputation is maintaining an honest line of communication, with a prompt response,” she continues. Debra also taps into her creative marketing prowess to help sellers list their home, stressing the importance of designing a strategic marketing plan, which typically includes staging. “I love working with my clients on exciting ideas to help promote their home and find the right buyer. Staging a home for market is a huge aspect of that planning because it gives homebuyers an emotional connection with the space and an idea of how living there could feel.” For homebuyers, Debra employs her interior design experience to help visualize the potential in a property.



As a young woman, Debra was actively involved in giving back to her community, especially the elderly. She volunteered as a Candy Striper and has been involved with charitable causes such as the American Cancer Society, Cystic Fibrosis, and others. “I have always been passionate about giving back to senior citizens, even from an early age, including my time in pharmaceutical sales.” Debra adds. As a result of her experience interacting with and caring for the elderly, she can work with all generations of clients, and is adept at helping older clients with real estate, catering her services to fit their needs.

Debra was drawn to Bennion & Deville’s Windermere SoCal brokerage because of “the marketing programs and the upscale brand. They provide extensive marketing tools that attract buyers as well as exposing sellers’ homes on the top syndication real estate sites, maximizing exposure for sellers.”

Adds Carey Guthrie, Branch Manager, “Debra’s unique background in sales, experience in the industry, and passion for helping her clients get the best deal possible gives her all of the assets she needs to rise to the top. We look forward to working with Debra and welcome her to our La Mesa Village office family.”

#### **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 in San Diego and Orange counties in 2010. Windermere SoCal office serving San Diego County are located in Alpine, Carlsbad, Carmel Valley, Encinitas, Hillcrest/Mission Hills, La Mesa Village, and Little Italy. Orange County offices include Laguna Beach and Laguna Niguel. 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 our website at [WindermereSoCal.com](http://WindermereSoCal.com). Stay up-to-date on the latest trends in Southern California real estate by following us on Facebook and Twitter @WindermereSoCal.