

# TOP AGENT

MAGAZINE



DEB  
ESPINOZA





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Like all good entrepreneurs, San Diego Top Agent Deb Espinoza knows flexibility is one of the keys to success. “I’ve always been an entrepreneur,” she says. “I had a travel agency for many years and a plant nursery before becoming a REALTOR®.” In fact, it took some convincing for Deb to consider real estate as a career. “We were working with an agent to sell our house, and she kept saying ‘You’d be great at real estate,’” Deb says. “But I thought it would take up too much of my time.” Finally, when her kids were grown and she







had a little more freedom, Deb decided to give real estate a try and became licensed in January of 2003. “I did a few transactions and I’ve been in love with the business ever since.”

Deb loved real estate so much, in fact, that in just four short years she upgraded to a broker’s license and opened her own boutique real estate firm, Stage Presence Homes, in 2008. She lives and works in Ramona, California, and serves all of Northern and Eastern San Diego County with a full range of residential real estate services.

Deb and her team of licensed agents and customer care coordinators provide the highest quality service, professional real estate photography, staging consultations, and a vast network of quality referral partners to help sellers and buyers both before and after the sale. Additionally, Deb and her marketing director stay current on social media and online marketing trends to provide their sellers with the greatest quality exposure for their homes.

No matter the type of client she’s working with, Deb believes in education above all else. “I consider myself a pretty laid-back agent – never pushy,” she begins. “I want to empower my clients to make their own decisions.” So when Deb takes a buyer to look at home, she lets them walk through on her own while she follows quietly. “If they say they’ve fallen in love with it, we’ll walk back through together







so I can point out any potential issues they may have missed.” Eventually clients learn what to look for on their own and feel empowered to take control of the process and ask questions. “It’s important they know what they’re getting, because I want my buyers to absolutely love the house they choose.”

Something else Deb loves is when clients say tell her they feel as though they were the only ones she was working with. “I believe in service above all else,” she says. “I treat my clients like family and most of them become that way,” she continues. “I always stay in touch after the transaction – whether through one of





the several client get-togethers I have each year or just calling someone to go for a glass of wine and catch up.” Deb also enjoys hearing from buyers about what they’ve done to make a home their own. “It’s so much fun to get a text from a buyer with photos of what they did to the backyard, or how they painted their kids’ rooms.”







For someone with Deb's entrepreneurial spirit, practicing real estate is the chance to always be learning. "I am always trying something new, thinking of ideas and doing what I can to take things up a notch for my clients," she says. "It's fun to be presented with a challenge and figure out how to make it work – I love making the deal happen!" And these deals obviously make clients happy; Deb is a multi-year winner of San Diego's 5 Star Agent Award, and she received the 2014 Best of Trulia Top Agent Award.

With an office and a home in Ramona, Deb is happy to support the

community with her involvement in FORUS – Friends of Ramona Unified Schools. "I do fundraising and community outreach to raise money for school improvement projects. It's important to our families to have safe, good-looking schools to attend." She also enjoys singing on the worship team at her church.

Looking to the future, Deb would like to steadily grow a team to allow Stage Presence Homes to help more clients. And Deb's ultimate dream? "I would love to have a top notch team servicing our clients so I can travel more and not have to be 100% involved in the day to day operations."

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To learn more about Deb Espinoza and Stage Presence Homes, visit [www.stagepresencehomes.com](http://www.stagepresencehomes.com), email [Deb@stagepresencehomes.com](mailto:Deb@stagepresencehomes.com) or call 619-247-2756.