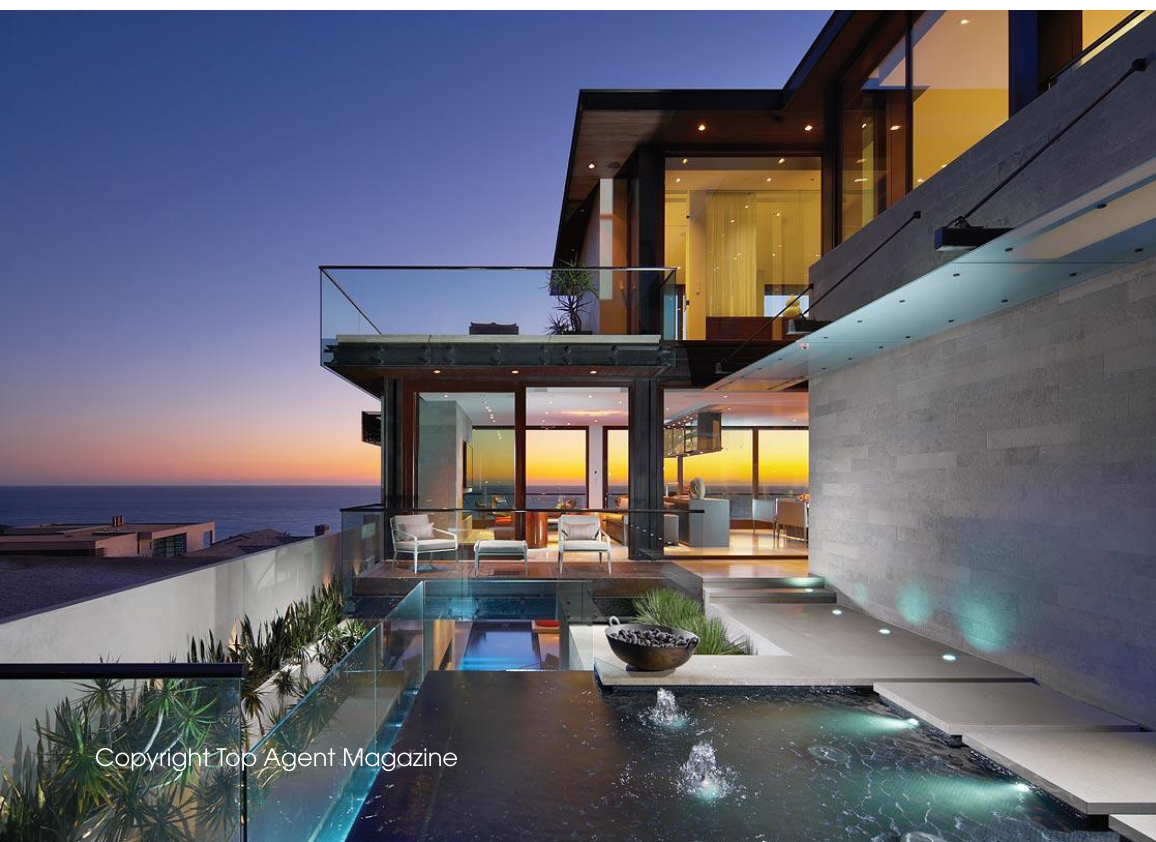


TOP AGENT

MAGAZINE

DEBRA
O'NEILL

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Professional. Dedicated. Exceptional. Committed. Helpful. That's how clients describe REALTOR® Debra O'Neill, whose collaborative approach to real estate is the cornerstone of her successful practice as Director of Residential and Luxury Properties at RE/MAX Signature Services in California, where she services the San Fernando Valley and Westside. Born and raised in Los Angeles, Debra relies on her geographical expertise and fierce negotiating skills when finding the perfect home for clients, including many international buyers. She loves to hand-hold new homebuyers throughout the process, treating every transaction



as if it were her own – whether it’s a multi-million-dollar luxury property in Beverly Hills or a cozy starter home in Woodland Hills. “I believe in consultative sales and listen to my client’s every need to find them exactly what they’re looking for,” Debra says. “I’m not one of those agents who sells you a property and disappears. If I’m going to sell you something, it’s going to be as a client for life.”



Debra got into real estate somewhat accidentally when she briefly found herself the owner of two properties after the sale of her condo in San Fernando Valley fell through. She decided to put her new one-bedroom home on the Westside back on the market and sell it herself, but not before putting her own finishing touches on the property – including adding a den to maximize space. The place sold in two days (at a healthy profit!) and her new career was born. “I found that I really liked going into spaces that were rundown and making them beautiful,” Debra says. In fact, one of Debra’s completed remodels – and the high value it fetched post-renovation – eventually landed her on HGTV’s “My House is Worth What?”

Debra’s experience flipping houses also led her to attend appraisal school, where she sought to better understand how to value homes. Years of putting a price tag on properties and pinpointing which renovations will result in the biggest bang for the buck are skills her sellers have come to value highly, especially when their homes sell in under a week – and usually above asking. “After buying our new home with Debra, we listed our former home with her as well,” reads one of several five-star reviews on Zillow. “She gave us excellent advice as to what we should do to prepare it for sale. She immediately got multiple offers for us and sold it for the highest



my move to Calabasas simple and seamless. I will recommend her to everyone I know.”

Whether she’s working with a first-time homebuyer or seasoned investor, Debra brings the same tenacity to every deal with the same goal in mind: to help clients get exactly what they want, at a great price and with tremendous resale potential. Her tendency to go above and beyond results in a strong referral business that, like many agents of Debra’s caliber, keeps her busy seven days a week – along with a successful vacation-rental company that includes more than 20 luxury condos on the golf course in Palm Desert.

amount for a townhouse in Dove Creek. Also, at above listing and in less than seven days! In addition to her absolute professionalism and dedication to making us happy, she was always a phone call or text away for any questions we had.” Another testimonial begins: “If I could give 10 stars, I would. Debra is committed, pleasant and professional and she pays attention to the smallest detail. She made

When she’s not burning the midnight oil, Debra and her astrophysicist husband enjoy hosting dinner parties, going to wine tastings and taking mini-vacations to Las Vegas and other locales. But wherever she is, chances are her business is top of mind. “I love the satisfaction of helping families find their perfect dream house,” Debra says. “It’s my passion and I can’t imagine doing anything else.”

For more information about Debra O’Neill of RE/MAX Signature Services in California, please call 310-804-2838 or email debraoneill@remax.net