

TOP AGENT MAGAZINE

DEBRA DOBBS



After selling her gelateria in 1984, Debra Dobbs needed a new project and career. A customer encouraged her to get her real estate license and offered her a job. Since then, Debra explains, “I was just hooked. It was amazing and I had so much fun. And I never

looked back.” Today, real estate is a family affair for Debra and The Dobbs Group. With her daughter and a family friend as assistants, as well as her brother and sister-in-law working on marketing and search optimization, Debra has created a successful business of buying and selling homes in the Chicago area. Debra explains that “it’s all happened very organically” and “we’re a very collaborative group.”

Roughly 75 percent of Debra’s business comes from repeats and referrals, so there is no question that her clients are more than pleased by her services. With amazing customer service and attention to detail, Debra has been able to reach great heights. She is extremely dedicated, and is always willing to answer the phone no matter the time of day. This keeps the client’s best interest at the center of every transaction. The Dobbs Group uses its own CRM software in order to create a customized experience for every client, including close to 120 touch-points during each transaction, and Debra has stressed the importance of this behind-the-scenes organization. Additionally, she shares, “I’m also very positive and fun to work with,” which makes clients feel more at home and relaxed throughout what could otherwise be a very stressful process.

Debra’s clients can tell that she is incredibly dedicated to her job, and this pays off throughout their experiences with her. One former client shared in a review of Debra’s services, “Debra is absolutely amazing! My husband and I are definitely picky so looked at a

ton of places. Debra was patient and kind and not to mention super fun to see places with throughout the process. I would recommend her to anyone/everyone. My highest praise!”

Working in real estate is undoubtedly a busy career, especially when you share Debra’s view that it is “a 24/7 customer service business.” However, Debra still makes time to be a part of the Chicago community. She is a member of a political action committee and is also involved with local social justice programs, particularly those related to women and children. She is currently taking a motorboat handling class for fun, and one of Debra’s favorite activities is cooking Sunday night suppers with her daughter.

While Debra loves everything about her job, she says that her favorite part is that “every day is completely different.” She thrives in busy situations that require flexibility and problem solving, and meeting so many new people makes her work even more enjoyable. In the future, Debra wants to continue organically growing her business and increasing communication with her clients. She says, “I wake up every morning thankful, grateful, and happy that I can do something that is just still, after all this time, my passion.”



For more about Debra Dobbs,
please call 312-307-4909
or email debra@debradobbs.com