

TOP AGENT

MAGAZINE



Debby Roth

“Making a client for life is all about listening to them, explaining the process and making recommendations,” Debby Roth explains, as she discusses her passion for real estate. Dedicated to providing superior service, she has had a strong impact on the real estate market in Coos County since she started ten years ago.

She finds that real estate comes naturally to her, likely because of her extensive service-oriented and business background. Debby had her own insurance company for years and was also an executive for the Girl Scouts, while her husband worked in real estate and opened his first Century 21 office in 1978. Although he kept asking her to join him in the business, she did not decide to jump into it full-time until a decade ago. Upon entering the industry, she found that the communication, people and service skills she honed through her previous positions set her up for success in real estate.

“Through my past careers, I was able to work with a very diverse group of people. I learned to listen well, to problem-solve and to think on my feet. Today I can implement all of these skills while being able to engage people throughout the whole process,” she explains. She is a Principal Broker at Century 21 Best Realty in Coos Bay, but she and her husband Sam have ownership in a number of offices throughout the state as well. Debby’s main focus is on being a facilitator for her clients, helping them get to where they want to go and guiding them. “It is all about enabling them to reach their next goal, to help them reach their dream and fulfill their needs.”

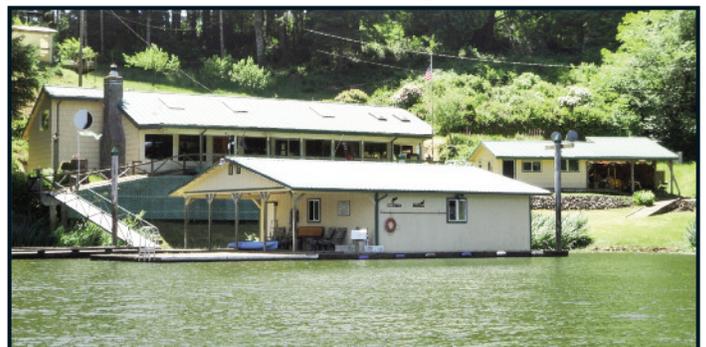
Personable, approachable and charismatic, Debby has a calming effect on her clients, allowing them to truly open up to her. “Having a sense of humor really gets people to feel comfortable,” she says. This comes in handy during her initial interviews with clients, where she educates them about the process and what to expect. Although it may be a stressful time for many, full of new information and changes, Debby makes it enjoyable and akin to chatting with a friend. Always finding a commonality with those she works with, she is able to connect with

them, allowing them to enjoy the transaction as much as she does.

When the process is complete and her buyers or sellers are onto a new phase in life, they look back and remember how easy Debby made things. “My clients appreciate that I prepare them for everything, listen to them and foresee any problems. I am proactive and make it easy for them,” Debby says. “Especially for first-time home buyers, it’s so important to help them understand the paperwork and make it not overwhelming.”

Real estate keeps Debby very busy, and she wouldn’t have it any other way. But she does make time for community involvement and other hobbies. She co-teaches a pre-licensing course at the local community college and helps mentor new agents. She also has been involved in the Chamber of Commerce, the Rotary Club and the Coos Bay Yacht Club. She and her husband sail competitively and frequently go fishing off the coast. They also own a vineyard, and grow pinot noir grapes in the Willamette Valley. When we are there I always say “I want to drive the tractor,” she says, with a laugh.

Passionate about her business and ability to help others, she is eager to continue growing in this industry. What keeps her going is the people and relationships. “It’s all about the people. I love meeting them and hearing their stories. That moment when I can hand the keys over or put the sold sign up and help them move onto the next part of their lives; that’s so exciting.”



For more information about Debby Roth, Principal Broker at Century 21 Best Realty, Inc in Coos Bay, please visit <http://debraroth.c21.com>, call 541-297-1225 or email debra.roth@c21bestrealty.com