DEB McLEAN

After fourteen years in the industry, Top Agent Deb McLean of RE/MAX Alliance Group in Gilbert, Arizona can boast a return/referral rate of business of close to 100%. Integrity, a solid work ethic and a commitment to providing top-notch client service are among the many reasons her loyal clientele keep returning and referring other customers.

A long, windingly diverse path led Deb to the real estate world. A 1978 graduate of Luther College in Decorah, Iowa, Deb possesses Bachelor degrees in Psychology, Biology, and Physiological Psychology with an emphasis in Sports Management. She has previously worked for the US Olympic Training Center in Colorado Springs and the Wrestling Department of the University of Minnesota, among numerous other high-profile athletic administrative positions. Eventually, a gig doing award-winning real estate marketing turned into her current career of selling homes. “I realized one day that it was smarter to sell real estate than just do marketing for it,” says Deb. “It’s funny when I look back at my life and see all the different things I’ve done, and how each job has pushed me towards being a real estate agent. Everything I see as a plus in what I do comes from the diverse background I have. Real estate ended up being the thing I have never gotten bored of.”

Among Deb’s trademarks in the industry is an accessibility that defines every single one of her client relationships and transactions. “One thing people comment on about me,” she says, “is that I’m very down to earth, very casual. That’s because I want my clients to feel comfortable with me. I don’t dress up to sell a house, because I don’t want my clients to feel like they have to dress up to look at a house.”

Honesty is of paramount importance to Deb, and to that end she is not hesitant to offer an opinion, even at the risk of losing a sale. “If you don’t want my opinion,” she says, “please tell me. But I feel it’s important to point things out to people who may be too distracted by the interesting things inside a home to notice things like road noise, or wires going through a yard.”

For Deb, it’s less about the deal that it is about the important relationships she forms. “I love seeing the look on people’s faces when they walk into their new home, or when a seller gets their check at closing and they’re getting ready to move on to something new. I always make a point to go to closings, because it’s important for me to see the entire process through and to be there for my clients the entire way.”

When she is not working, Deb is equally dynamic, and among her passions is fostering deaf and/or blind Australian Shepherds for the Amazing Aussies Adoption group. She is also an avid gardener and sports fan. Among her charitable endeavors is the work she does with a Ugandan non-profit, Peace for Paul, sponsoring a child’s education and care since 2010. She is also on the Board of Directors for Playworks Arizona, which leverages the power of play before, during and after school to transform children’s physical and emotional health. Deb also does a yearly backpack drive for Phoenix Sun’s Charities; contributing in excess of 450 fully equipped backpacks this year alone. She was also interviewed and selected to participate in the year-long City of Mesa Leadership Training.

As for the future, Deb’s plan is to carry on doing what she has been doing all along, providing the utmost in customer care and service, while never ceasing to find the joy in what she does for a living.

“Just continuing to have good clients, working with them over and over again, and being a part of their lives. That’s what success means to me.”

For more information about DEB MCLEAN, call 480-205-5979 or email DKayMcLean@aol.com