

## REALTOR SHOWCASE

# Debbie Shagnea: No. 1 agent in Jax

Special for Homes

Last year, Debbie Shagnea of Watson Realty Corp. was recognized by The Jacksonville Business Journal as the No. 1 residential



**Debbie Shagnea**  
Watson Realty Corp.

agent/team in Jacksonville, and also the Wall Street Journal as a Residential Real Estate Leader, placing in the top .5 percent of more than

1,100,000 agents nationwide. Shagnea sold 146 homes in 2016, representing more than \$50 million in closed volume for the year, or one home sold every 2.5 days. Ranked among the top 100 real estate professionals in the nation, she continues to be Watson's top lister and top sales associate month after month.

"We are extremely proud of the accomplishments that Debbie achieved this year," said Ed Forman, president of Watson Realty Corp. "We congratulate Debbie on being recognized nationally year after year."

Shagnea is high-energy and loves what she does. Her core beliefs — concierge customer service, Consistent marketing and an ever-adapting business plan — have earned her local and national recognition for extraordinary sales excellence.

Each award is a testament to her hard work and dedication, a result of her loyalty to her customers and



This sign in front of the Watson Realty Corp. office at 12710 San Jose Blvd. shows that agent Debbie Shagnea was once again recognized as the No. 1 Agent/Team in Jacksonville. This is the second year in a row that Shagnea and her team have earned the distinction. (Special for Homes)

ability to put their interests first, while building excellent working relationships with colleagues and other industry professionals. To consistently be a top producer requires a love for what you do, hard work, long hours and a thorough knowledge of market conditions. Shagnea has a "fantastic administrative team" and feels fortunate to be affiliated with Watson Realty, which offers continued training and support for all its associates.

AnneMarie May, marketing associate, manages all advertising media, including postcards, newspapers, magazines, property brochures, flyers, TV ads, email announcements, agent flyers and extensive web-based advertising — all of which give her listings maximum market exposure.

Sharon Reed, transaction associate and office manager, helps ensure all aspects of high quality customer service. These duties include managing pending transactions from contract to closing, coordinating home inspections, home repairs, appraisals and pre-closing inspections. Lori Whitman, showing associate, assists with showing properties, handles deliveries, attends home inspections and monitors vacant listings. These contributions free Shagnea to do what she does best — list and market properties, negotiate offers and help buyers find the perfect home.

"I knew Debbie had the capability to excel in our industry when she started her career with us in 1997," said Dane Leslie, managing broker of Watson's Mandarin South office.

"Debbie has been our No. 1 agent since 2000 and has the uncanny ability to make all of her customers feel like they are the only one."

Shagnea represents buyers and sellers from Jacksonville to St. Augustine. Many of her customers buy and sell homes with her numerous times, often referring their friends, co-workers and family members. Visit [www.DebbieShagnea.com](http://www.DebbieShagnea.com), email [DebbieShagnea@WatsonRealtyCorp.com](mailto:DebbieShagnea@WatsonRealtyCorp.com) or call (904) 288-6236.