

TOP AGENT

MAGAZINE

Debra
Marshall





Top Agent Debra Marshall of Keller Williams Elite Realty, is a proud recipient of the New Jersey Realtors® Circle of Excellence Award® (2017-2020).

“I give one hundred percent all the time,” says Debra Marshall, a top agent with Keller Williams Elite Realty. “I connect well with people, and I’m always the biggest advocate for my clients. Prior to getting involved with real estate, I trained social workers throughout the state of New Jersey. I have a master’s degree in social work, so I always tell people that I’m a real estate agent with a social worker’s heart.”

That heart and drive has taken Debra far. She’s been in the business for the past 4.5 years. She was inspired to



make the jump into real estate after she bought her own house. “I had a really bad experience with an agent,” she says. “As a result, I looked into the field, and I thought that I could do this and might even like it! I ended up loving it!” Though she started out part-time, for the past three years Debra has worked in real estate as her full-time career. Debra is a proud recipient of the New Jersey Realtors® Circle of Excellence Award® (2017-2020).

Her business is built almost entirely on referral and repeat customers. Debra understands that knowing the real estate market helps her to provide the best service to her clients. “I care, and that comes across,” says Debra, explaining what brings clients back. “I work extremely hard and I get great results for my clients. I personally return every phone call and not delegate

the responsibility to somebody else. I make sure that I am attentive to all of my clients.”

Debra’s true passion is working with people. “I like to encourage my sellers and buyers,” she says. “I work with a lot of people; however, the most fulfilling part is when someone is purchasing a home for the very first time. They come to me with little to no information, and I make a point to educate all my clients. When they purchase their home, they have a full understanding of the buying process. The same philosophy and practice goes for my sellers; I walk them through the selling process, step by step.”

During the COVID19 stay at home order; Debra witnessed first-hand families that unexpectedly lost their loved ones. Having little



Debra started her own realty group.—Cosmopolitan Realty Group, LLC™—consisting of a team of experienced, energetic and innovative Real Estate Professionals within Keller Williams Elite Realtors.

to no estate administration planning or knowledge of estate administration, the grief of these families was even more burdensome. Therefore, Debra successfully completed a Certified Probate Real Estate course and became a Certified Probate Real Estate Specialist (CPRES) in order to better service grieving families. Debra is also a preferred agent that is trained to assist homebuyers that are Veterans.

When she isn't working hard going the extra mile for her clients, Debra is deeply involved in her community. After losing her mom to breast cancer, Debra founded the Yvonne McCalla Foundation Inc., (YMF Inc.) a non-profit breast cancer awareness organization that seeks to provide education and resources for women concerning breast cancer awareness. Additionally, she is a Commissioner on the Union County Improvement Authority, as well as the Fair



Rental Housing Board of Elizabeth, NJ. She is a member of Alpha Kappa Alpha Sorority, Inc. (AKA); the first historically African American Greek-lettered sorority founded January 15, 1908. “Alpha Kappa Alpha has built a strong cohesive organization that positively impacts the lives of families and communities by providing “Service to All Mankind.”

Outside of work and giving back to her community, Debra loves to travel. “Prior to the

pandemic, my husband and I would visit several countries per year,” says Debra. “That’s when I receive my down time because if I’m home, I’m working!” She also loves to entertain and spend quality time with her husband, nephews, friends and extended family.

Debra has begun to expand her real estate business. She wants to be able to support the increasing volume of clients coming her way; therefore, she started her own realty group.



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Cosmopolitan Realty Group LLC™ embodies the slogan “Local Relationships World Class

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Cosmopolitan Realty Group LLC™ is also a Lifestyle brand that shares everything real estate infused with lifestyle activities, venues/hotels, beaches and cuisines in various countries.



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