



FOR IMMEDIATE RELEASE

Bob Bennion and Bob Deville Welcome Steven Sopha

SAN DIEGO, CA – JUNE 28, 2015 – Bob Bennion and Bob Deville, Owners of Windermere Real Estate SoCal, are proud to welcome Broker Associate Steven Sopha to the Hillcrest/Mission Hills office, located at 265 West Washington Street in San Diego. Steven earned his real estate license in 2000 and his broker’s license earlier in 2015. He brings his years of experience as well as a sincere interest in each client to help buyers and sellers achieve their real estate dreams throughout San Diego, including the communities of Hillcrest, North Park, Escondido, and Paradise Hills.

Using his natural talent for sales and ability to connect with people, Steven creates a brand of service that focuses on the core of real estate – the people. “I can walk up to someone I have never met and have a 30-minute conversation – I know no stranger,” jokes Steven. “The most gratifying aspect of real estate is handing over keys to a new home, especially for new home buyers because in that moment they are realizing that their dreams came true.” His success with clients and his strong client service record helped Steven earn numerous accolades with his previous brokerages.

Over the years, Steven has sharpened his client service skills and finds there is one underlying trait that leads to success in the real estate industry. “It all comes down to communication. From the beginning, you and your



client need to know, like, and trust each other. All of those key components rely on your ability to communicate clearly and effectively, and to be truly honest with each other. We are all human and we do make mistakes from time-to-time. The best thing you can do as an agent is own a problem, fix it, and move on with the process,” Steven adds.

Adding on to the importance of communication, Steven emphasizes his ability to follow through for clients, take a sincere interest in them, and maintain contact as factors that have led to his success. “This business is all about relationships and how you build and maintain them,” continues Steven. “I make sure to do everything I say I am going to do for my clients. That all comes back to trust and communication.”

Earning his broker’s license was a “huge hurdle to jump” for Steven. “I keep meticulous care of my files and make sure everything is organized. The fundamentals of staying organized and working hard have allowed me to keep a clean record and put me in a position to take that next step in this profession by obtaining a broker’s license.”

Steven joined Bennion and Deville’s Windermere Real Estate SoCal because “their support of their agents was appealing. Being able to work so closely with the Managing Broker [Kirk Gregor] is huge, and the leadership qualities he brings are a big draw.” Steven was also impressed by the outreach of his fellow agents upon joining the brokerage. “I received so



many warm, welcoming emails. There is a true team spirit and camaraderie here, and I really appreciate that.” In addition, two of Steven’s former colleagues, Keith Nelson and Bob Tepedino, had joined previously and spoke highly of the office and company.

Says Managing Broker Kirk Gregor, “Steven’s history of success, penchant for client service, and compassionate attitude make him an excellent addition to our Hillcrest/Mission Hills office family. On behalf of everyone here, I would like to welcome him to the team and look forward to working with him.”

About Windermere Real Estate SoCal

Bob Bennion and Bob Deville brought their highly acclaimed and successful Windermere SoCal blueprint to the coastal Southern California communities of San Diego and Orange counties in 2010. Windermere SoCal offices proudly serving Orange County include Laguna Beach and Laguna Niguel. San Diego County offices are located in Alpine, Carlsbad, Carmel Valley, Encinitas, Hillcrest/Mission Hills, La Mesa Village, and Little Italy. The Premier Properties program lists and showcases some of the finest properties available on the market, maximizing exposure of high-end luxury homes to qualified buyers across a variety of mediums and channels.

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