

ARTFULLY UNITING EXTRAORDINARY HOMES WITH  
*extraordinary lives*  
Deb Tebbs Group



Cascade

**Sotheby's**  
INTERNATIONAL REALTY

# DEB TEBBS GROUP

## *the team*



*Deb Tebbs, Broker/President*

An Oregon resident for over 30 years & a fulltime Realtor for nearly 25 years, Deb currently represents dozens of the area's most incredible real estate offerings – regardless of the price range, she recognizes that every home is remarkable.



*Debra Simonson, Transaction Coordinator & Broker*

After spending the past 5 years in Hawaii, Debra is back in Bend as a licensed Broker. She is the transaction coordinator for Deb Tebbs Group and brings with her many years of real estate experience in Central Oregon.



*Betsey Little, Buyer's Broker*

Beginning her real estate career in Texas, where she specialized in high-end, boutique homes, Betsey learned the importance of relationships built on unwavering customer service and attention to detail.



*Jessica Venable, Marketing Manager & Listing Coordinator*

With a Bachelor of Fine Arts degree in Graphic Design, Jessica supports Deb Tebbs Group with various aspects of marketing to ensure stellar client communication & the maximum exposure of all listings.

DEB TEBBS GROUP

*to contact us*

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c: 541.301.8140

Debra Simonson, Transaction Coordinator & Broker  
debra.simonson@bendluxuryhomes.com  
d: 541.323.4823

Jessica Venable, Marketing Manager & Listing Coordinator  
marketing@bendluxuryhomes.com  
d: 541.598.3770

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Main Office Fax: 541.383.3940  
www.debtebbsgroup.com

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INTERNATIONAL REALTY

# DEB TEBBS GROUP

## why choose us?

- *Trust* – Represents some of the area's most exquisite real estate offerings
- *Respected* – Represents the resort community of Pronghorn
- *Experience* – 25 years of real estate, marketing and business management
- *Business Owner* – President of Cascade Sotheby's International Realty, the #1 office in Central Oregon
- *Connected* – Regular communication with extensive database of former clients, community representatives & buyer prospects (82% of real estate sales are the result of broker contacts through previous client's referrals & personal contacts)
- *Advocacy* – Prominent voice for Central Oregon real estate
- *Teamwork* – Assistants coordinate marketing including consistent web presence/social media & collateral, property inquiries, listing paperwork and the transaction process
- *Presentation* – Professional photography for listings
- *Knowledge* – Targeted marketing to the specific demographic of buyers and visitors to Central Oregon
- *Network* – Member of Vistage, a networking group consisting of top local business leaders in Central Oregon
- *Partnerships* – Collaborates with other Sotheby's International Realty brokers for special or unique properties requiring specific expertise
- *Local* – Has lived & worked in Central Oregon for over 20 years
- *Dedicated* – Deb or a member of Deb Tebbs Group is always available to assist with any buying or selling needs
- *Professional* – From listing paperwork to the close of escrow, Deb Tebbs Group maintains the highest level of quality
- *Success* – In monitoring, negotiating & closing your sale, Deb & her team are the best at resolving any issues that may arise, in order to move your transaction to completion

DEB TEBBS GROUP

# Buyer services

Choosing the right person to represent you in your home purchase is an important decision. A professional, experienced Buyer's Broker will:

- *Discuss* property needs and assist with refining your search
- *Register* you in our Property Search Notification System
- *Provide* education on location, schools, recreational facilities, retail establishments, etc.
- *Network* with other brokers regarding properties that may be "pocket" listings (properties that are not listed in the MLS)
- *Counsel* you on the comparable market price for the subject property
- *Prepare* offer and related documents with expertise and effective communication
- *Negotiate* offers on your behalf, setting appropriate time limits for contingencies and other contract requirements
- *Examine* Seller's Property Disclosure Statement for inaccuracies and/or potential "red flags"
- *Communicate* effectively with you, your lender, listing broker, inspectors, title/escrow officers, attorneys and other parties involved in the buying process
- *Review* inspection reports and advise buyer on negotiation of repairs
- *Monitor* contract deadlines throughout the closing process
- *Review* all closing documents carefully and ensure accuracy
- *Arrange* closing appointments with title/escrow company
- *Follow-up* after the sale to ensure your satisfaction and answer any questions

# DEB TEBBS GROUP

## *our commitment*

- ▶ Place sign and lockbox
- ▶ Enter in Central Oregon Multiple Listing Service
- ▶ Input listing and photos in Sotheby's Realty & Deb Tebbs Group websites
- ▶ Upload property to List Hub to distribute to Sotheby's Realty partner sites
- ▶ Mail "Just Listed" postcards to a target audience
- ▶ Create visual tour
- ▶ Design and distribute flyers/brochure
- ▶ Introduce your home to our Sotheby's Realty brokers in sales meeting
- ▶ Host a tour for Sotheby's Realty brokers to preview your home
- ▶ MLS broker tour
- ▶ Regular emails regarding showings & market updates
- ▶ Inform you of inquiries relating to your home including showing feedback
- ▶ Create ads for local publications & advertise your home in media (online and/or print)
- ▶ Generate eMarketing campaigns featuring current listings & send to extensive group of contacts
- ▶ Continually update various social media sites with new listings, price reductions, etc.

*Online*

MARKETING COMMITMENT

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TEAM WEBSITE

*debtebbsgroup.com*

TARGETED LOCAL WEBSITE

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INTERNATIONAL REALTY

THE DEB TEBBS GROUP

Offering Luxury Real Estate throughout Bend and Central Oregon

HOME PAGE

FEATURED PROPERTIES

DEVELOPMENTS

PROPERTY SEARCH

AREA INFO

MY TEAM

BLOG

CONTACT




Highlands Estate : \$3,799,000

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INTERNATIONAL REALTY



# COMPANY WEBSITE

# *cascadesothebysrealty.com*

 **Debra Tebbs** Log in - Sign Up | English

HOME MY LISTINGS FIND A PROPERTY MY PROFILE CONTACT ME

Cascade | **Sotheby's**  
INTERNATIONAL REALTY

Location Search

Search Results: 1,401 Real Estate Listings in Bend « Previous | Showing 1-10 of 1,401 | Next »

 \$9,950,000 USD Bend, OR	 \$6,700,000 USD Bend, OR	 \$5,500,000 USD Bend, OR	 \$3,895,000 USD Bend, OR	 \$3,799,000 USD Bend, OR	 \$2,750,000 USD Bend, OR	 \$2,599,000 USD Bend, OR	 \$2,599,000 USD Bend, OR	 \$2,489,500 USD Bend, OR	 \$2,399,000 USD Bend, OR
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## 1746 NW Wild Rye Circle

Bend, Oregon 97701 United States



- LISTING DETAIL
- PHOTO GALLERY
- SCHOOLS
- COMMUNITY INFO

Photos Video Map



1 of 25

### Details for 1746 NW Wild Rye Circle

**Price:** **\$5,500,000** USD   
Price / Sq. Ft.: \$547

Bedrooms: 5  
Full Baths: 6  
Partial Baths: 1  
Interior: 10,061 Sq Ft.  
Exterior: 1.07 Acres

Property Type: Single Family Home  
Year Built: 2007  
MLS ID: 201304283  
Subdivision: North Rim on Awbrey Butte

Elementary: High Lakes  
Middle: Cascade  
High: Summit



Cascade  
Sotheby's International Realty

**Debra Tebbs**  
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+1 800.382.7690  
650 SW Bond Street Suite 100  
Bend, Oregon 97702  
United States

Request More Information

\*Your Name

\*Your Email

Phone Number

message

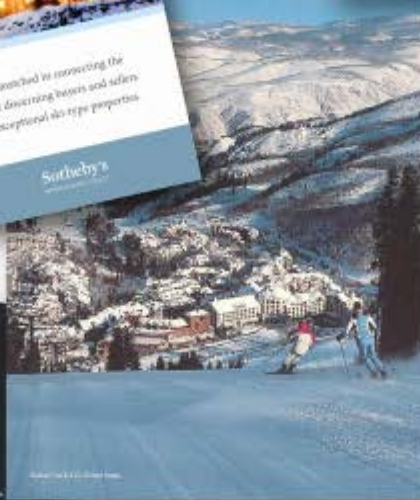
\* Required



# NICHE MARKETS

# *ski properties*

CONNECTING SNOW ENTHUSIASTS TO THE WORLD'S MOST UNIQUE SKI PROPERTIES



## Snowy Adventures

If a mix of ever-changing woodland beauty or serene adventures through lakes, powdery trails or your cabin, allow us to help you find the refuge that appeals to the skier in you.

Our diverse portfolio of properties in the most sought-after ski destinations in the world will give you the ultimate ski property. We are committed to helping you find the perfect ski property for your needs. Contact us today to learn more about our services.

skipropertiesIR.com  
 Your ski life starts here.

Sotheby's  
 INTERNATIONAL REALTY

NICHE MARKETS

# historic properties

CONNECTING DISCERNING BUYERS AND SELLERS OF  
HISTORIC PROPERTIES AROUND THE GLOBE



## Vintage Charm

Unmatched in connecting buyers of vintage charm with those who will cherish them.

historicpropertySIR.com



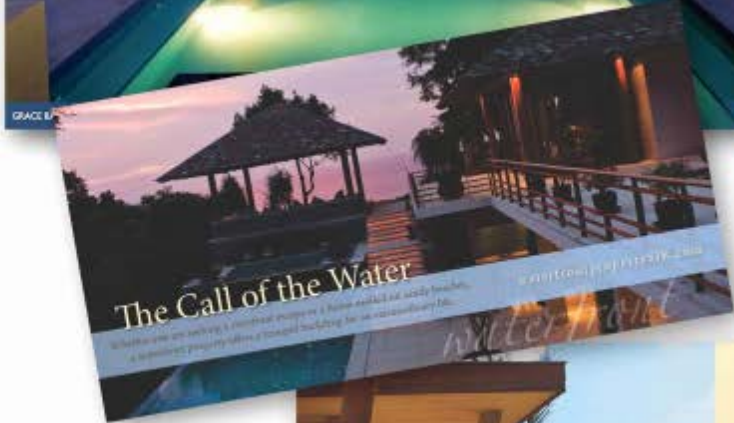
Cascade

**Sotheby's**  
INTERNATIONAL REALTY

NICHE MARKETS

# waterfront homes

CONNECTING DISCERNING BUYERS AND SELLERS OF  
TRANQUIL WATERFRONT RETREATS GLOBALLY



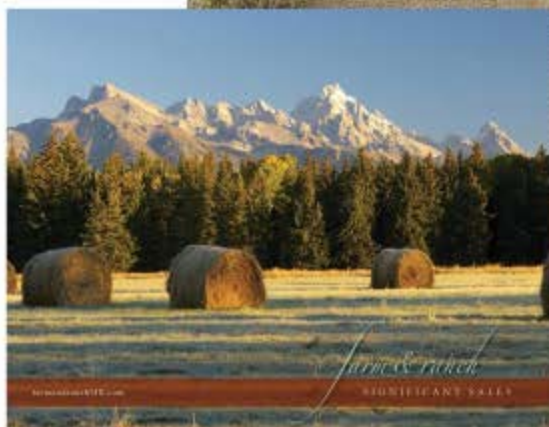
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**Sotheby's**  
INTERNATIONAL REALTY

NICHE MARKETS

# *farm & ranch*

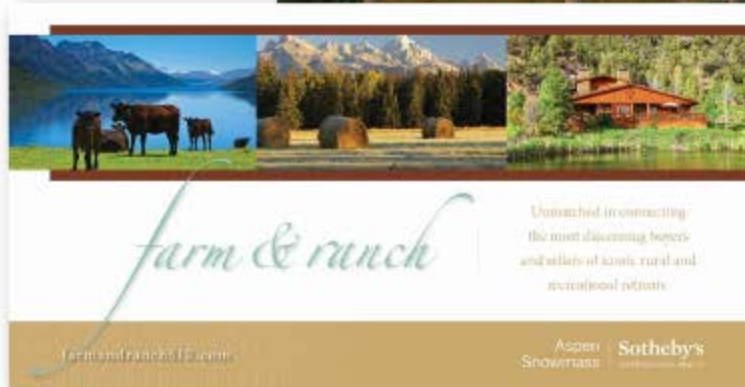
CONNECTING DISCERNING BUYERS AND SELLERS OF ICONIC RURAL & RECREATIONAL RETREATS AROUND THE GLOBE



## Specifically Niche

When a well recognized, highly recognized—extraordinary brand specifically zeros in on a niche market, aspirations are met.

[farmandranchSIR.com](http://farmandranchSIR.com)



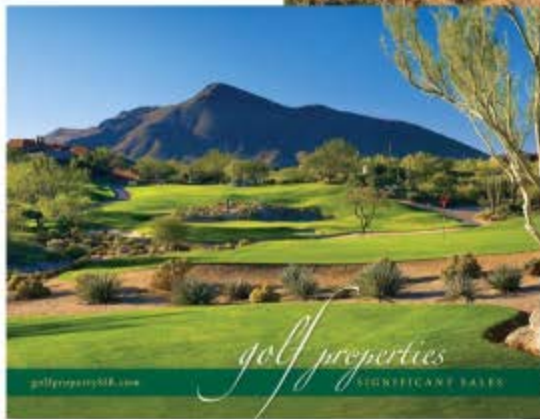
Cascade

**Sotheby's**  
INTERNATIONAL REALTY

NICHE MARKETS

# *golf properties*

THE SINGLE SOURCE OF EXTRAORDINARY  
GOLF STYLE PROPERTIES IN THE WORLD



### The Call of The Green

Allow us to help you find the perfect home that answers the call of the green and appeals to the golfer in you.

[golfpropertySIR.com](http://golfpropertySIR.com)



*golf properties*

Sotheby's International Realty®... unmatched in connecting the most discerning buyers and sellers of exceptional golf properties.

[golfpropertySIR.com](http://golfpropertySIR.com)

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**Sotheby's**  
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TARGETED ONLINE

# marketing strategy

INCLUDES THE MOST SIGNIFICANT MEDIA COMPANIES AND REAL ESTATE FOCUSED WEBSITES IN THE WORLD



\* Powered by PropGoLuxury:  
Hong Kong Tatler, lp-luxuryproperties.com, lpdibiao.com

- KTVZ.com
- Homes.com
- Realtor.com
- LuxuryHomes.com
- BendHomes.com
- TheRealEstateBook.com
- EdgeListingPro.com
- FarmandRanch.com
- OpenFences.com
- Landwatch.com
- Loopnet.com



# local exclusivity

OVER 3 MILLION USERS PER MONTH ONLY CASCADESOTHEBY'S INTERNATIONAL REALTY PROPERTIES ARE FEATURED

Cascade Sotheby's INTERNATIONAL REALTY

Learn more >>

KTVZ.COM  
CENTRAL OREGON'S NEWS LEADER  
32° Bend, OR Clear

HOME NEWS WEATHER SPORTS PUMP PATROL LIFESTYLE WHAT'S ON COMMUNITY HEALTH FOR CENTRAL OREGON CONTENTS DEALS

Extraordinary Living Education Home and Home Entertainment Travel Inside/Outside Pets Food Green Life

Home / Lifestyle / Extraordinary Living Tuesday, January 14, 2014 10:40 pm

**EXTRAORDINARY LIVING**  
EXPLORE, EXPERIENCE, ENJOY LIFE IN CENTRAL OREGON

Extraordinary Living

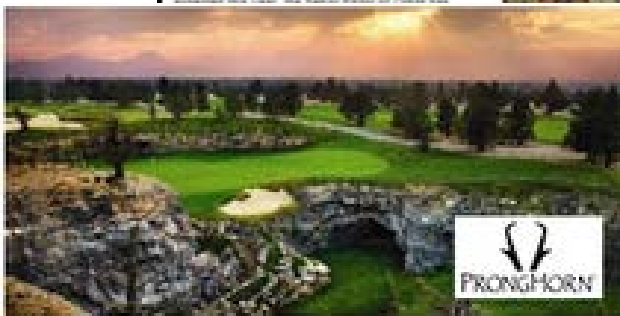
**East Gourmet-Warm Rum Cider**

- Wall Street Journal names Bend one of the top 5 winter destinations
- Holiday Dining-Help is needed
- Easy Gourmet-White Peppermint Bark
- First Friday Art Walk
- Interior Design- Welcoming Vanessa De Vargas to Bend
- Why Bend CEOs Do Business in Bend
- Winter Cycling
- Layering for 3 Seasons

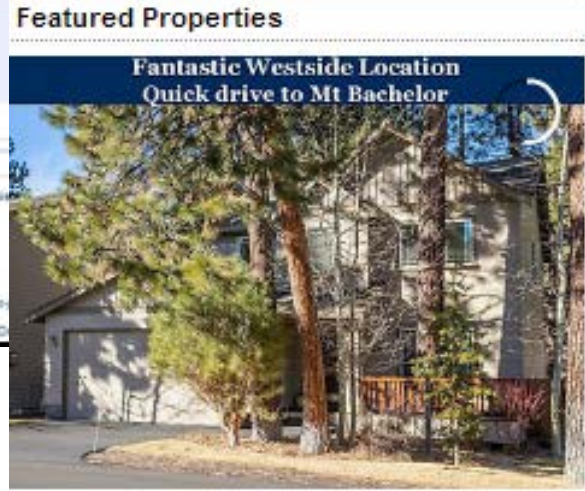
**Ingredients:**  
2 teaspoons whole cloves  
Zest of one orange  
2 cups apple cider  
1 teaspoon allspice  
1 teaspoon grated nutmeg  
2 cups dark rum  
3 cinnamon sticks

**Featured Properties**

**Fantastic Westside Location**  
Quick drive to Mt Bachelor



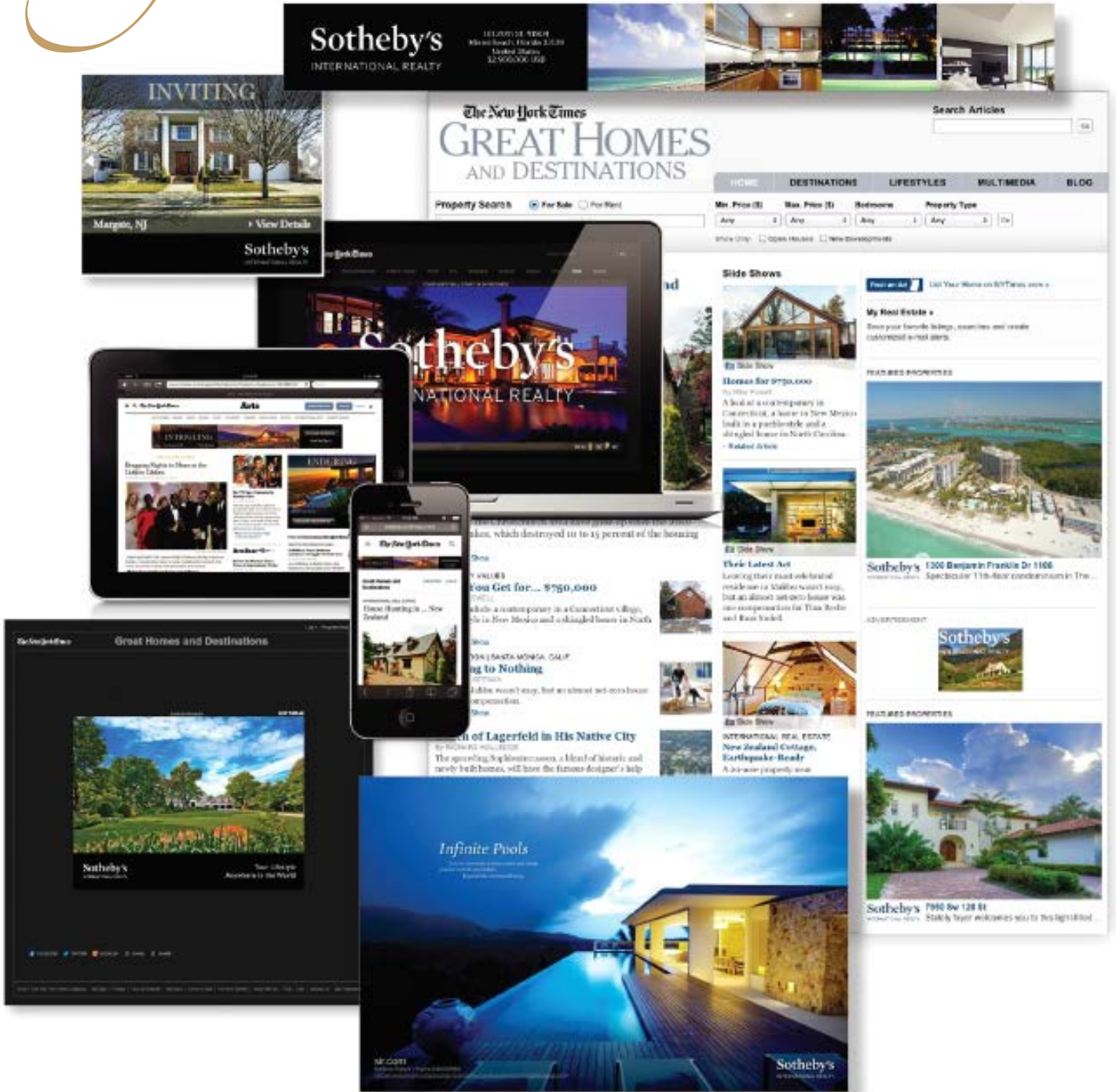
Pronghorn



# MEDIA PARTNERSHIPS

# *targeted access*

THE NEW YORK TIMES ONLINE EXCLUSIVE



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INTERNATIONAL REALTY

# MEDIA PARTNERSHIPS

# exclusive partnerships

## THE WALL STREET JOURNAL



### Sotheby's International Realty Video Listings



**Featured Property** An Advertising Feature



**Dry Creek Rd  
Napa, CA 94558**  
5,750,000  
3 Bedrooms, 4 Baths  
By renowned SF designer John Wheatman, the single story 3 bed/3.5 bath contemporary home celebrates indoor...  
[More Details >](#)

[See More Properties >](#)

Sponsored by **Sotheby's**  
INTERNATIONAL REALTY

**Whom Bear East Meets Far East**  
It's the outdoor life that makes the difference at the Sotheby's International Realty...  
[More Details >](#)

**Pat Conroy's Lowcountry Lair**  
The "Price of the" was set by the author of the South Carolina...  
[More Details >](#)

**The Growing Popularity of the Prenup**  
It's a growing trend as couples...  
[More Details >](#)

**Developments**  
[Report Housing](#)

**Coastal New York**  
[Greenwich Village](#)

**MANSION**

**VIDEO**  
Selling Hills, California, United States  
[NEW PROPERTY >](#)

**SEARCH PROPERTIES BY**

LOCATION:

LIFESTYLE:

MIN. PRICE:

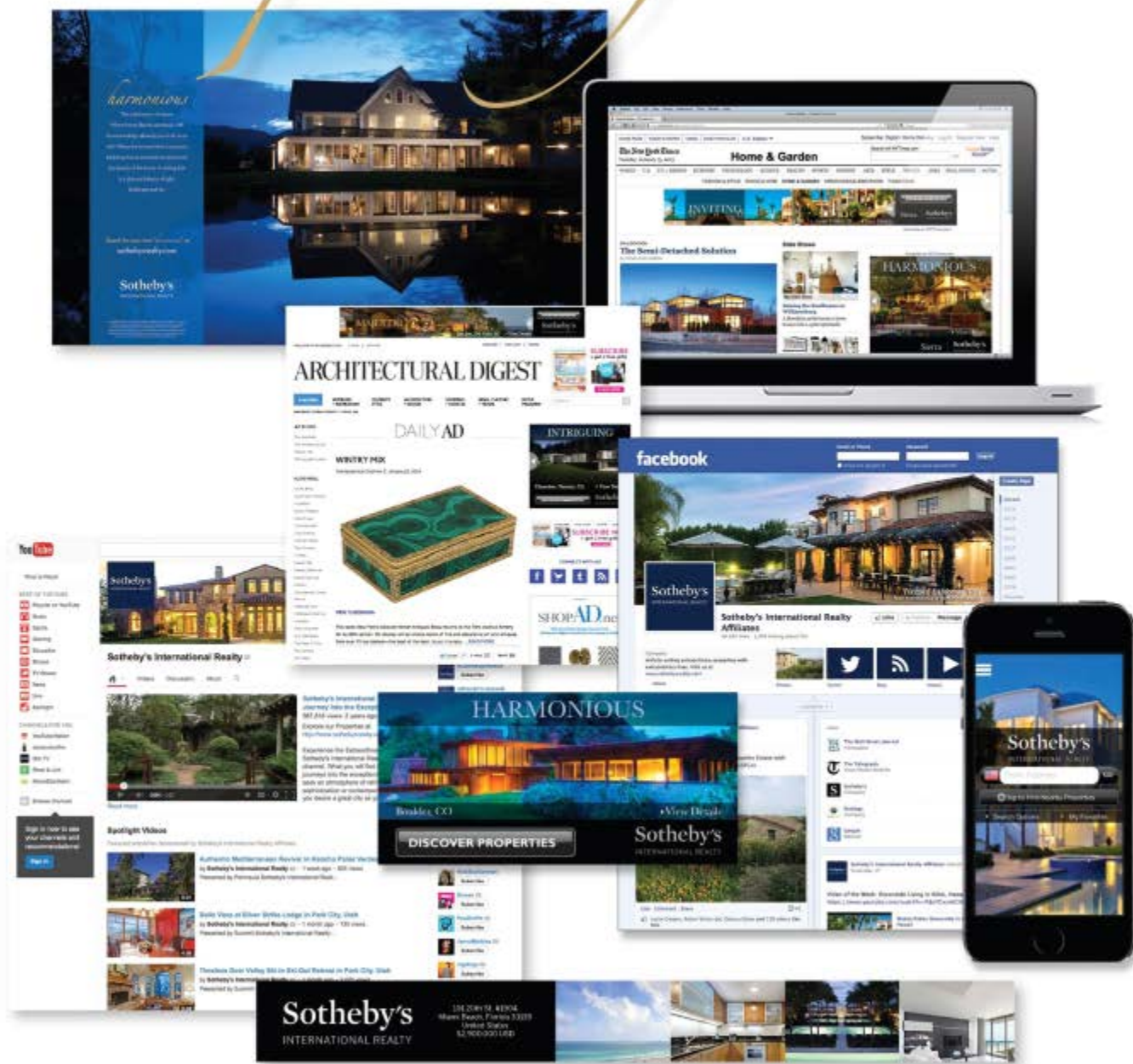
MAX. PRICE:

[GO](#)

CONNOISSEURS OF LIFE

# MEDIA PARTNERSHIPS

*powerful*



*800 million impressions*

# SOCIAL *media*

CONNECTING A GLOBAL REAL ESTATE COMMUNITY THROUGH  
THE STRENGTH OF SOCIAL MEDIA

The collage features several social media elements:

- Website Screenshot:** Shows the Sotheby's International Realty website with a featured article titled "Luxury Real Estate Headlines: Last Week in January 2014".
- YouTube Video:** A video titled "Sotheby's International Realty - A Journey into the Exceptional" with 257,518 views.
- Pinterest Pin:** A pin titled "Extraordinary Properties" with the subtitle "A new extraordinary property listed daily from sothebysrealty.com".
- Twitter Profile:** The profile for @sothebysrealty, showing 3,563 tweets, 616 followers, and 6,134 following.
- Facebook Post:** A post from Sotheby's International Realty LLC, dated October 15, 2013, featuring a photo of a large estate and the text "Extraordinary Property of the Day: Storybook English Estate in Los Angeles, California".

Large circular icons for each platform (RSS, YouTube, Pinterest, Twitter, Facebook) are overlaid on the collage.

*Print*

MEDIA PARTNERS

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EXCEPTIONAL LOCAL EXPOSURE

extraordinary

LIVING MAGAZINE

VOLUME 1 • ISSUE 4

Extraordinary LIVING

EXPLORE, EXPERIENCE, ENJOY

CASCADE SOTHEBY'S INTERNATIONAL REALTY



**8 QUAIL**  
3 Bed 3.5 Bath • 2104 SF • \$524,000  
Great proximity to SHARC and Village Mall. Completely remodeled, open floor plan, oak and light wood cabinetry, slate surround wood burning fireplace, separate sunroom/dining area, hardwood floors. MLS#201303000  
Ken Reever 541.280.3762



**26 POPLAR**  
3 Bed 4 Bath • 2212 SF • \$550,000  
Expansive great room, wood burning fireplace, knot cedar ceiling, SS appliances, outdoor cabinets, large island, deck with hot tub. Call Ken Reever 541.280.3762



**1 KLAMATH LANE**  
2 Bedrooms, 2 Baths • 1280 SF • \$249,000  
Single level home located on a large lot, with room for an addition. In the heart of Seaside. Close to Ft. Rock Park and no where near the railroad tracks. Mature landscaping with a large south facing deck. Spacious family room and kitchen with large windows. MLS#201303440  
Kelly Winch 541.350.0798



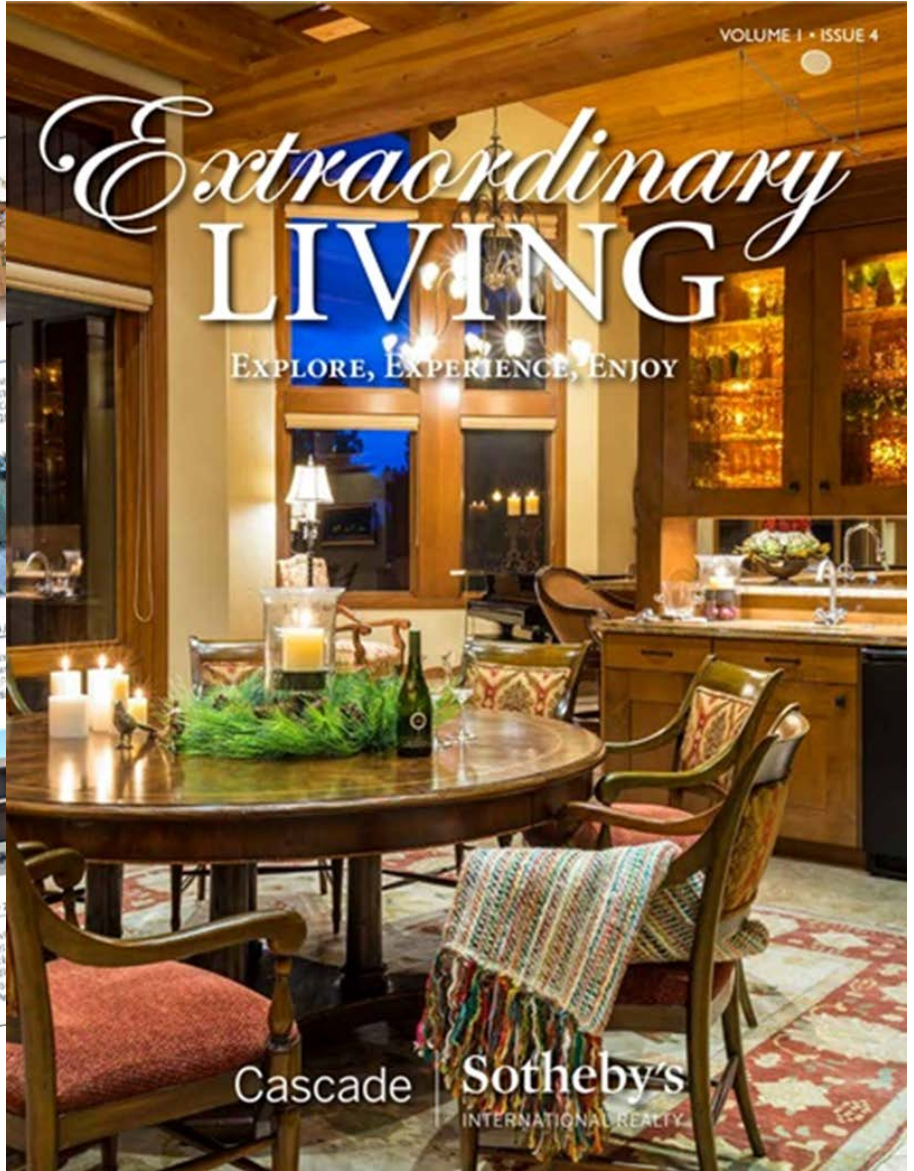
**3 HOODOO**  
3 Bed 2 Bath • 1806 SF • \$339,000  
Near Fort Rock Park and the historic landmark on Grand Upstate with its own court. Deck over the hot tub. MLS#201306910  
Channah Christensen



**9 PUEBLO LANE**  
5 Bedrooms, 4 Baths • 2843 SF • \$529,000  
Most of the home is on a single level. Recently remodeled kitchen with stainless appliances (2012). Corner lot location with walking distance to SHARC and Seaside Village. Private deck with hot tub. Established rental with over \$40k gross per year. So conveniently ready with updated furnishings, tv's, tables, hot tub, washer, etc. MLS#201302056  
Kelly Winch 541.350.0798



**3 BUNKER LANE**  
3 Bedroom 2.5 Bath • 2100 SF • \$399,000  
Large open living area w/ floor to ceiling stone on fireplace area. 2 large deck patios. 1st floor, hardwood floors, large windows, view of 120+ trees on this property. Call Ken Reever 541.280.3762



Cascade Sotheby's INTERNATIONAL REALTY

PRINT

13,000

142 DISTRIBUTION POINTS

ONLINE

15,642

KTVZ.COM  
ISSUU.COM

CASCADESOTHEBYSREALTY.COM

DIRECT EMAIL

24,657

EMAIL MARKETING  
CAMPAIGNS

PROPERTY

# advertising

PARTNERING WITH GLOBAL MEDIA ICONS THAT PROVIDE TARGETED REACH AND VAST EXPOSURE



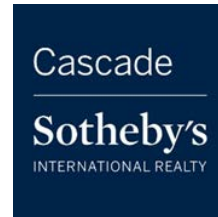
Cascade

**Sotheby's**  
INTERNATIONAL REALTY



# 2013 VALUABLE POINTS OF LOCAL EXPOSURE

- Cascade Sotheby's International Realty continues to promote our brand
- Extraordinary Living Magazine was launched in print and online
- Extraordinary Living KTVZ.com was launched
- CSIR Sponsors Summerfest 2013 in July where the number of visitors exceeded 75,000
- CSIR Sponsors Peak Summer Nights where we enjoyed 8 great nights with each other and a number of clients
- CSIR Sponsors Kitchen Kaleidoscope
- CSIR Sponsored Sunriver Movie Nights
- CSIR Sponsored the Sisters Rodeo
- 13 of us attended GNE in Los Angeles where we had an opportunity to engage with 1,400 attendees from 30 countries
- Rezora email marketing campaign program was launched
- Broker personal websites were introduced
- Individual property websites launched
- Downtown Bend Business Association newsletter marketing began
- Prime time television ad campaign in conjunction with Downtown Bend Association began
- Pronghorn Monthly Newsletter participation continued
- Cascade Arts and Entertainment partnership begins with contribution to KTVZ.com Extraordinary Living Page
- Increased our Bend Bulletin weekly ad to a two page spread
- Began VisitBend.com advertising and lead generation
- Increased our online property advertising with partners such as BendHomes.com.,Homes.com, TheReal EstateGuideBook.com, FarmandRanch.com, OpenFences.com, LandWatch.com
- First Friday events Downtown brought approximately 2400 visitors
- Sunset Lodging Monthly Newsletter participation grew
- 420,897 page views to CascadeSothebysRealty.com
- Full page in 1859 magazine for 2013
- Cascade Sotheby's International Realty unveils new logo
- CSIR begins to use Basecamp for collaborative projects
- We created a marketing partnership with Compass Commercial



# *Extraordinary*

SUCCESS AND CONSISTENT RESULTS

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DEB TEBBS'

*significant sales*



*\$590,000*



*\$840,000*



*\$1,850,000*

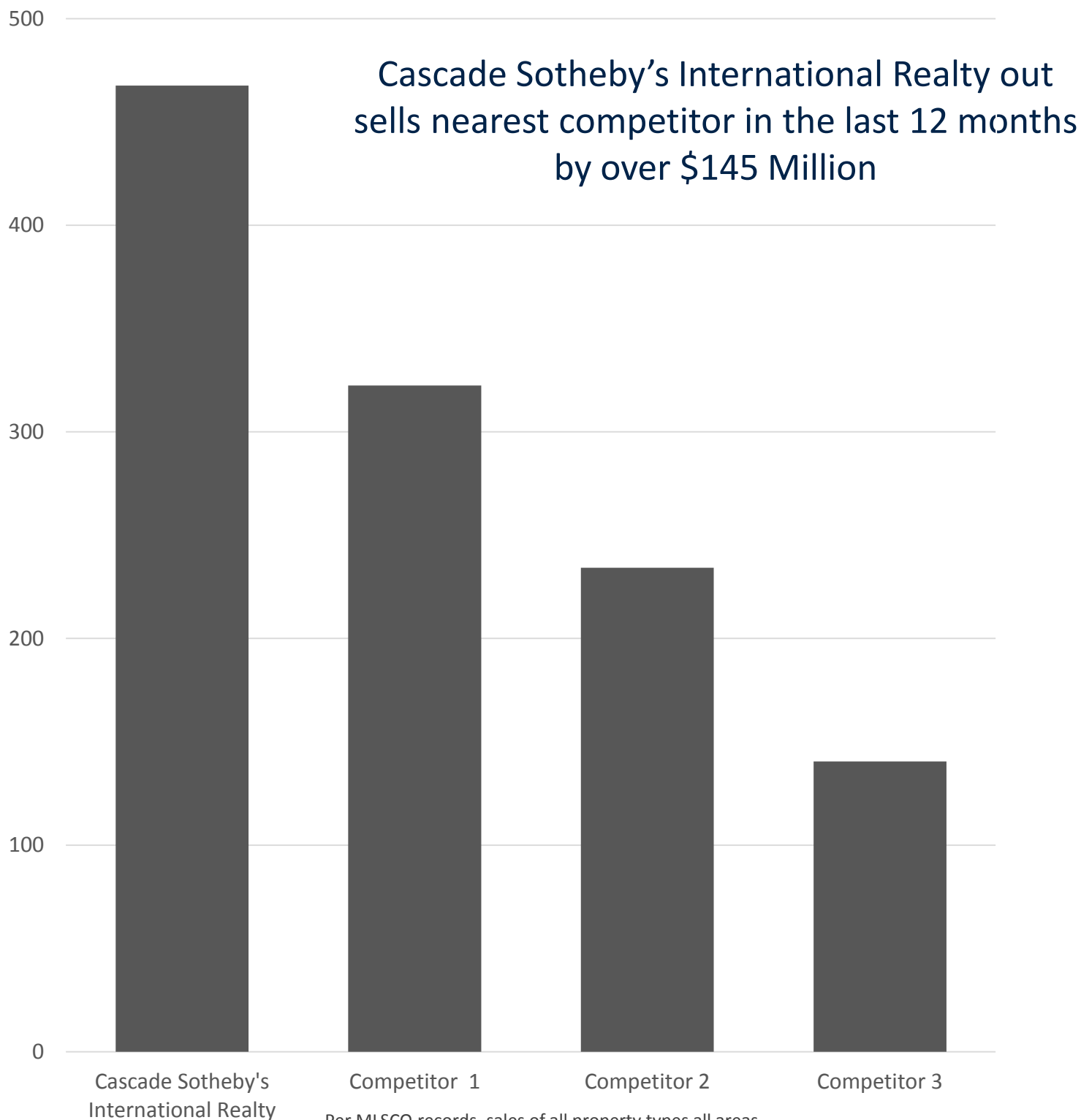


*\$8,700,000*

# CENTRAL OREGON REAL ESTATE COMPANIES

*unrivalled success*

Central Oregon Real Estate Companies  
Closed Volume in Millions  
All Property Types Last 12 Months

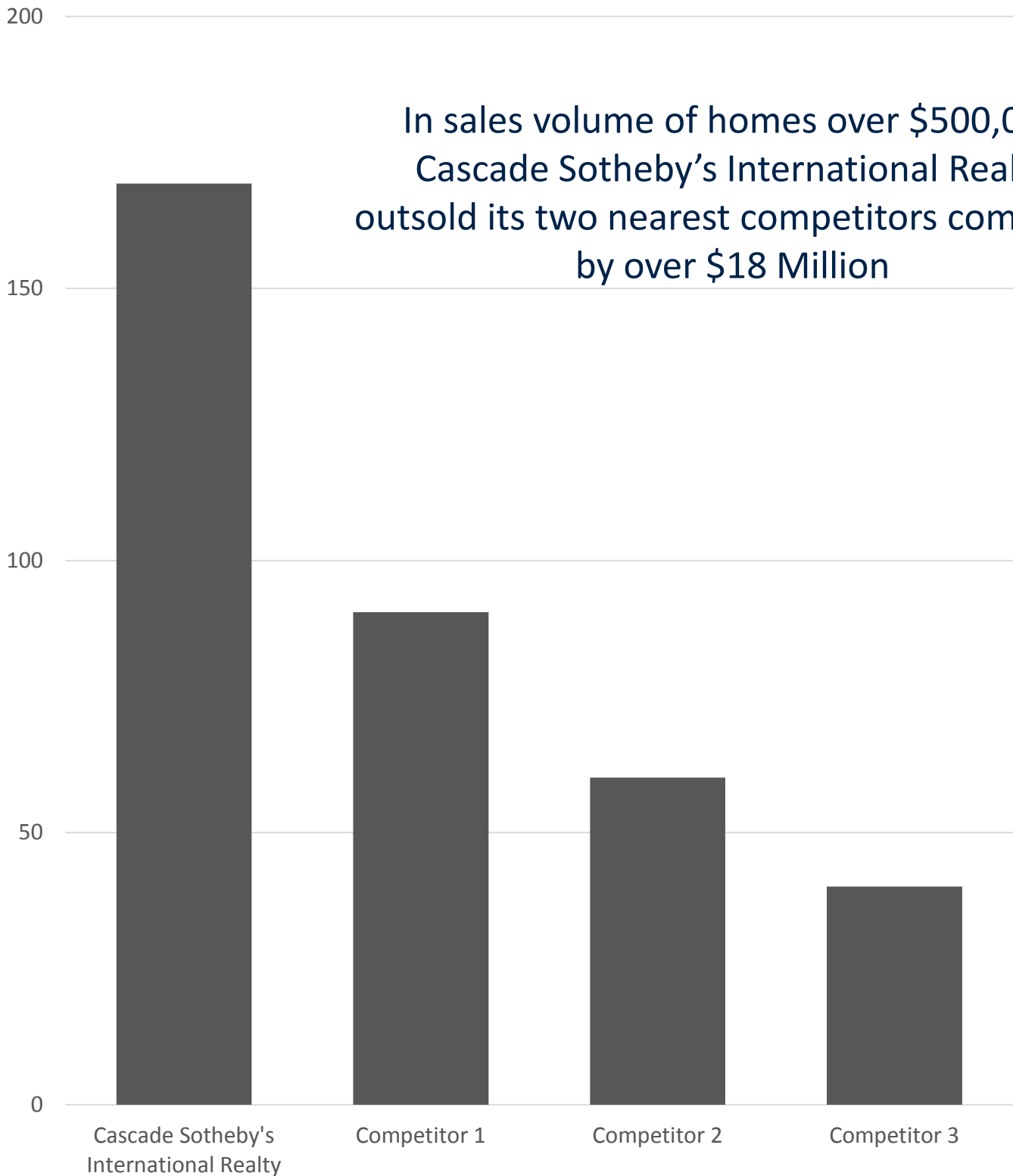


Per MLSCO records, sales of all property types all areas  
06/01/2013 - 05/31/2014

# CENTRAL OREGON REAL ESTATE COMPANIES

*unrivalled success*

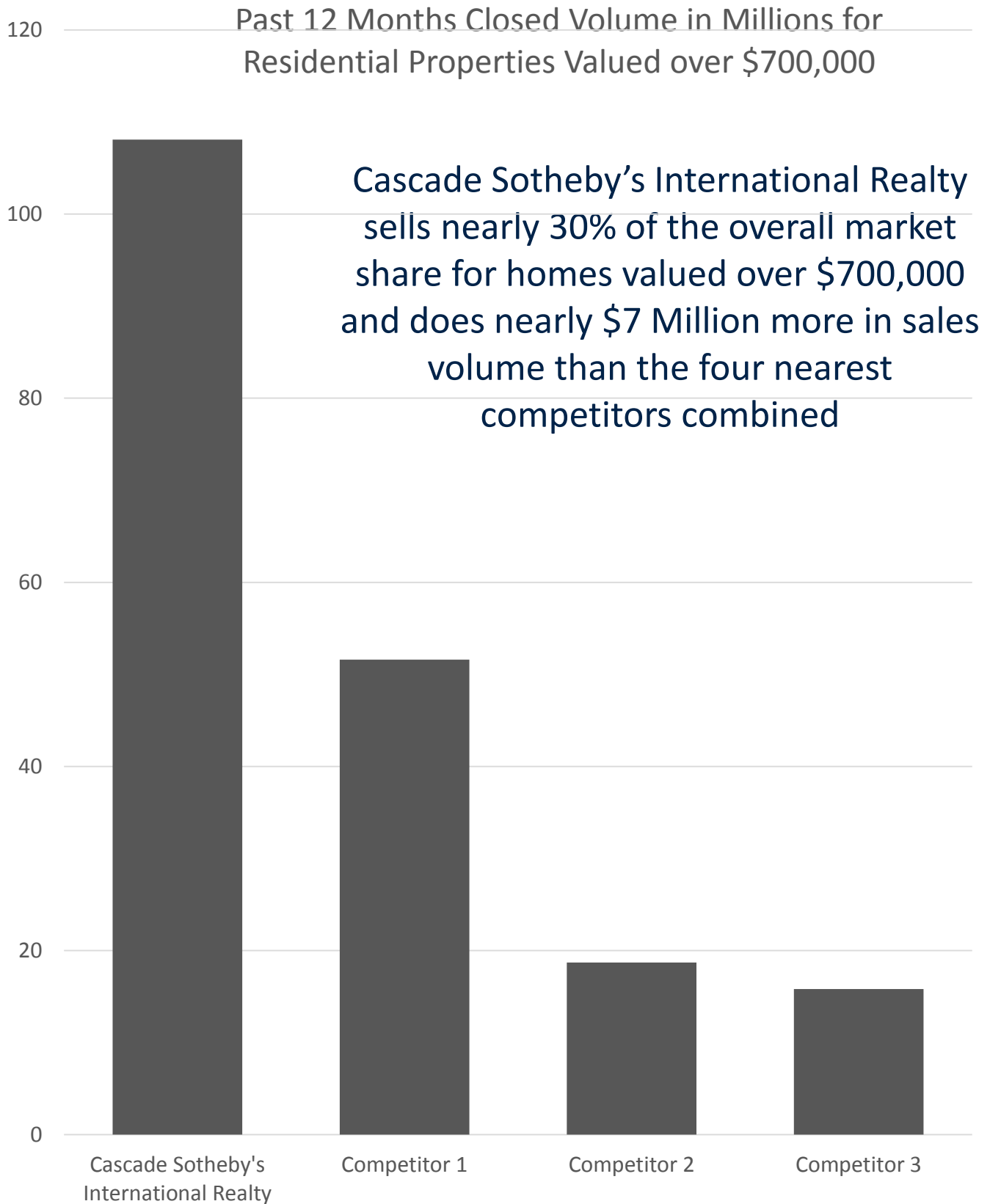
Past 12 Month Closed Volume in Millions for Residential Properties Valued Over \$500,000



Per MLSCO records, sales of all property types all areas  
06/01/2013 – 05/31/2014

# CENTRAL OREGON REAL ESTATE COMPANIES

*unrivalled success*

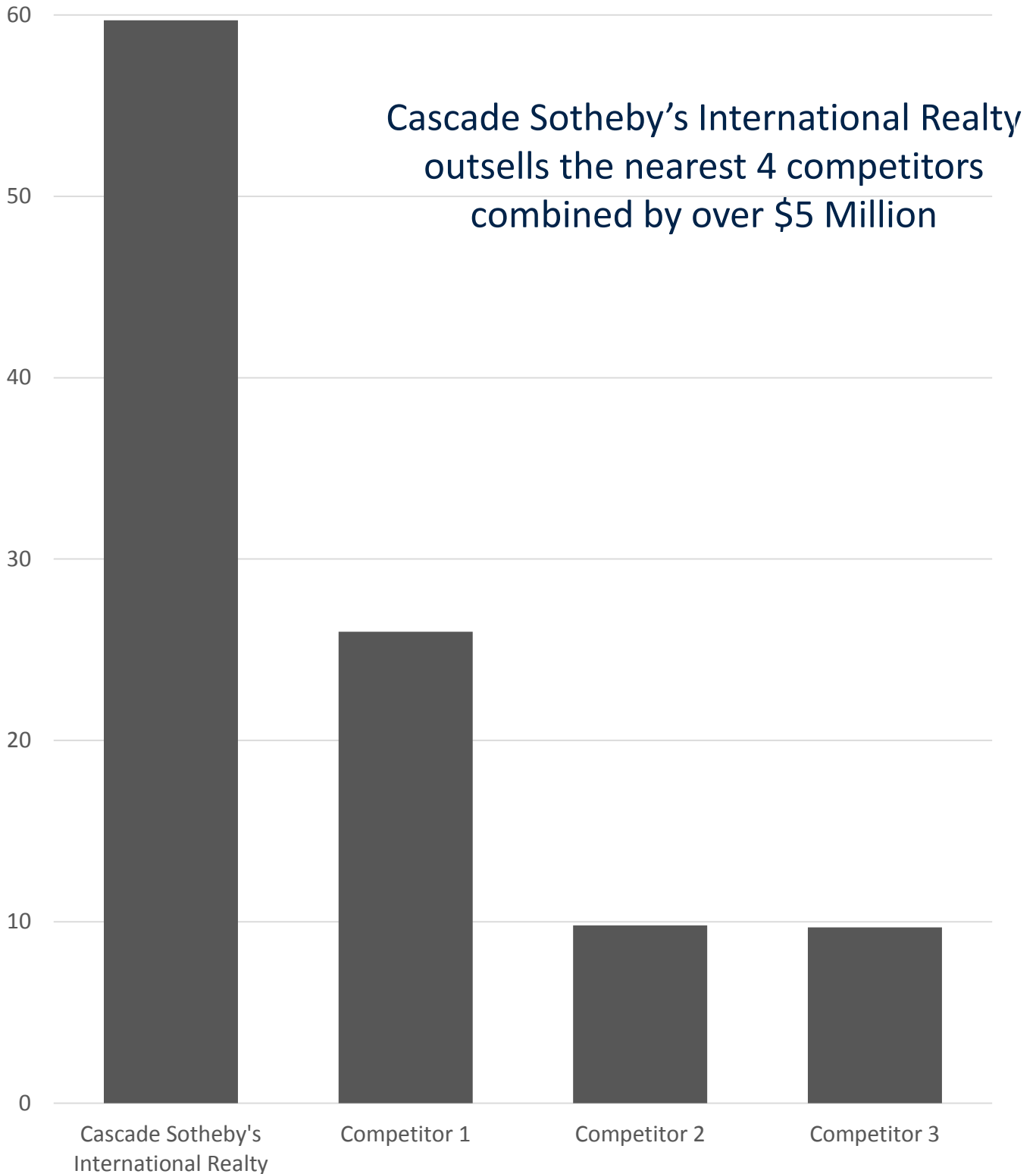


Per MLSCO records, sales of all property types all areas  
06/01/2013 – 05/31/2014

# CENTRAL OREGON REAL ESTATE COMPANIES

*unrivalled success*

Past 12 Month Closed Volume in Millions for  
Residential Properties Valued Over \$900,000

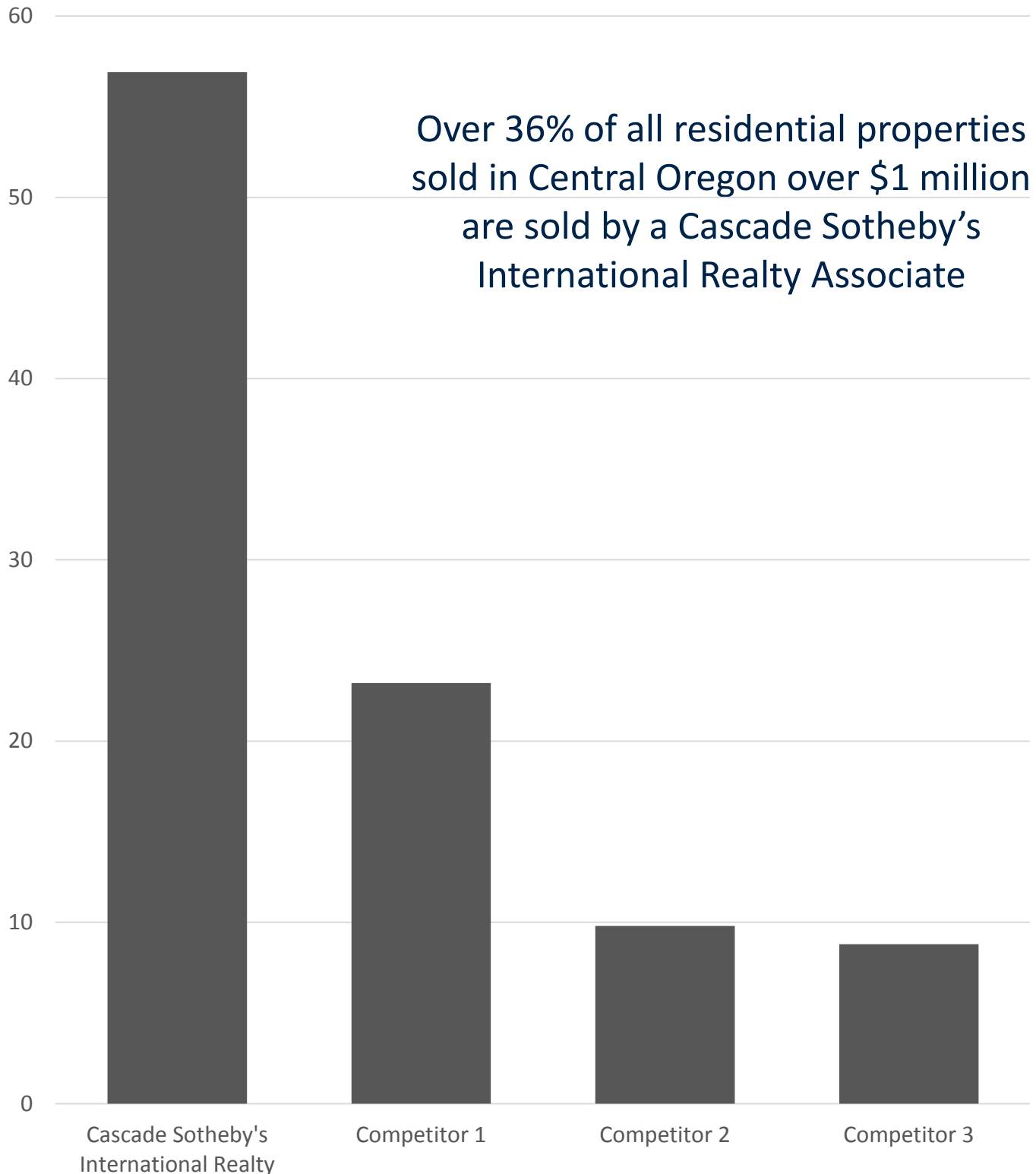


Per MLSCO records, sales of all property types all areas  
06/01/2013 – 05/31/2014

# CENTRAL OREGON REAL ESTATE COMPANIES

*unrivalled success*

Past 12 Months Closed Volume in Millions for Residential Properties Valued over \$1,000,000



Per MLSCO records, sales of all property types all areas  
06/01/2013 – 05/31/2014



*CMA*

COMPARATIVE MARKET ANALYSIS

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