

TOP AGENT

MAGAZINE



Delicia F. Roebuck



Deliea F. Roebuck

Deliea F. Roebuck was a single woman working in the IT field when she bought her first home. Curious about the real estate process, Deliea began to ask questions to her agent in order to better understand the ins and outs of the business. Out of that curiosity came opportunity, as Deliea received her real estate license and after years of inactivity, made the decision to become an agent herself.

“My family situation changed and I still wanted to be in the work force, just with a job that was more tailored (to my family),” says Deliea, who is currently the Associate Broker of SweetHomeVA the umbrella of Prudential PenFed Realty. “(Real Estate) was the perfect fit ”

Serving the Northern Virginia communities in

Alexandria, Fairfax County and Prince William County, Deliea has spent the last 16 years becoming one of the most decorated real estate agents in the country. Some of her awards include Prince William Association of REALTORS® Top Producer (2004-present), Association of REALTORS® Lifetime Top Producer given to the top 1% of agents nationwide (2004-present) and the Prudential Chairman’s Circle Gold Award given to the top 2% of Prudential Real Estate Network agents (2011-present).

“I started from the ground up,” expresses Deliea, who is also an Accredited Buyers Representative, Certified Distressed Property Expert, Accredited Staging Professional and certified in Government and Corporate Relocation. Also, growing up as a



Sweet Home VA

“military brat,” she also has a niche with Military veterans, as well. “I enjoy working with those in the military because I have the opportunity to serve those who serve our great nation,” says Delia. “I love helping my clients love the different personalities and family dynamics.”

“If you do it (real estate) consistently, and do it with passion, and follow the Golden Rule, you will succeed.”

Internet and social media marketing makes up 70% of her marketing. Delia understands the benefits of providing information relevant to the communities she serves. Delia believes the biggest reason for her success is due to her love for helping others. When it comes to the buyers

and sellers she serves, nothing is more important to her than ensuring they are taken care of both during and after the deal has closed.

“I’m entrusted with their biggest asset, so I take that very seriously,” Delia explains. “I’m not a one time wonder, either. I strive to be my client’s trusted advisor after the sale, to be their resource either immediately after settlement or years down the road when they need my services again.”

With 60% of her business coming by way of referral, there’s no denying that Delia is as good as advertised.

Previous clients have been quick to credit Delia. A condo seller from Bristow said,







“Deliea was terrific to deal with. She knows the business and isn’t afraid to roll up her sleeves to get the job done!”

A townhome seller from Gainesville has used Deliea to buy and sell homes stating that “each transaction has been absolutely wonderful. She has gone above and beyond for us each time, and I would recommend her to absolutely everyone looking to buy or sell a home!”

With all the support Deliea has received over the years from previous clients, none meant more to her than when she was recently diagnosed with breast cancer.

“Clients were so supportive during my recovery and it was during my illness that it dawned on me that so many of my past clients had become my genuine friends who cared and supported me throughout my journey” Deliea says.

“As someone who has always outworked her competition in order to be the best, this “life changing event” put things in perspective for

Deliea. “Now as a breast cancer survivor, my outlook has changed as I have assessed my life and what is important. Since then, Deliea has made it even more of a priority to take care of herself, enjoy every minute with her family and to give back to the community, something she encourages new agents to take to heart.

“Life is a gift. Make the most of it,” she says.

Despite the setback, Deliea refuses to quit her day job. “I enjoy what I do and it shows,” she exclaims. “Being a dedicated REALTOR® can be challenging but at the end of the day I can’t think of anything else I would rather do, I love my job!

Deliea F. Roebuck

Prudential PenFed Realty

Cell: 703 505 5252

Office: 703 396 6000

www.sweethomeva.com

Deliea.roebuck@penfedrealty.com