

Debbie Webb Watson of Scenic Sotheby's International Realty

BY ALDEN MAHLER LEVINE

Debbie Webb Watson doesn't need to know anything more about you to know she has the perfect client in you.

It's easy for her to tell, because the agent believes it's her job to make sure every interaction is tailor-made for each client. "Whether it's a purchase or a sale, from a small lot to a multi-million dollar estate, it's usually one of the most important decisions in my customers' lives," she says. So she works first to understand each client and then makes their goals her own.

As Watson works to get to know minute details about each client, an important relationship of trust develops between them. "One of the most important things my customers relay back to me is that they trust me. That's huge! What's important to them becomes my focus and what's important to me."

After years in Atlanta, Debbie began investing in and developing real estate along the Florida coast. Eventually 30-A in particular stole her heart, mostly because of the incredible lifestyle. Her website raves about 30-A's accessibility without a car, with residents favoring walking or biking instead. And she highlights the unique attributes of each neighborhood, which allows new buyers to find a home that fits their lifestyle, from traditional southern architecture to New Urbanism.

As a member of Scenic Sotheby's International Realty, Watson works with clients and properties in all of the area's key neighborhoods, from Rosemary Beach and Seaside to Water-Color and Destin. "It's simple: Sotheby's is the best brand in real estate, with the largest reach to potential buyers and sellers across the world," she says. "I feel privileged to have their name behind me."

At present Debbie is eagerly anticipating the completion of three new gulf-front estates in the Sandy Shores community called The Bluffs at Sandy Shores. They are situated atop a 30-foot bluff between Alys Beach and Rosemary Beach, and are designed by well-known architect Walt Chancey. The first estate will be completed in September 2016, with the second and third following closely behind. The homes will feature views of the gulf from every floor (including from 14-foot deep covered porches on both the first and second floors); as well as outside summer kitchens, gulf-front pools, and infinity-edge hot tubs. The estate courtyards offer fountains and

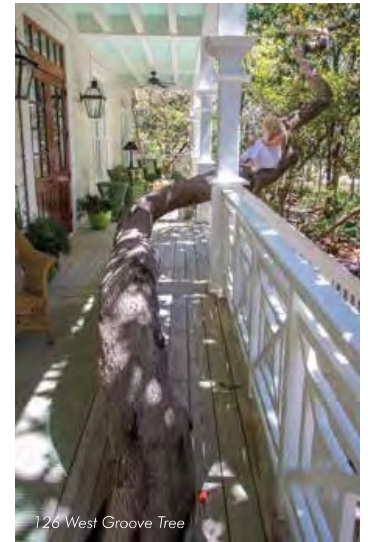
hammocks under palms between the main house and the carriage house.

Inside, the luxury continues. A fully outfitted gourmet kitchen features seating for seven, two sinks, and two dishwashers. A first-floor multipurpose room with

porates old-growth limbs into the structure of the porch. The one-of-a-kind first-floor bathroom's soaking tub also includes nature by the opening of a mahogany door to the outside elements. "You can listen to the waves, look at the stars... The entire home feels like you're in the Carib-



Debbie Webb Watson



126 West Groove Tree



Bluffs Construction



Kitchen in the Bluffs

its own gulf views supplements a large second-floor great room, providing plenty of space for a variety of needs. Two gulf-front master suites boast private porches, walk-in closets, and marble-clad baths. Lastly, an elevator allows for greater ease and accessibility.

If those gulf-front estates aren't quite your style, Watson is also enthusiastic about a Seagrove Beach listing designed around the old live oaks for which the area is known. Designed by Atlanta architect Mark Newdow, the house has all the essential modern features: 19-foot cathedral ceilings, 10-foot windows, state-of-the-art appliances, and four bedrooms for the whole family. It also includes natural light throughout the house and, of course, those fabulous trees: the structure actually incor-

porates old-growth limbs into the structure of the porch. The one-of-a-kind first-floor bathroom's soaking tub also includes nature by the opening of a mahogany door to the outside elements. "You can listen to the waves, look at the stars... The entire home feels like you're in the Carib-

bean with breezes, trees, and old-world romantic charm. If you want to be in the middle of everything but have your own quiet grounds, live oaks, and gardens on an extra-large corner lot, this is absolutely the perfect home." But don't let Debbie's enthusiasm for these properties limit your options – because she won't. "Each customer is unique, each situation is unique," she says. "I love to work with clients who are eager to 'get the deal done', whether they want to be deeply involved or have me take over." Because she represents both buyers and sellers, she believes her skills allow her to find a "win" for every client. "I'm like a dog with a bone; I won't let go until the deal is done."

Contact Debbie Webb Watson with Scenic Sotheby's International Realty at (850) 708-2727, debbie@scenic-sir.com or www.debbie.scenic-sir.com. Learn more about The Bluffs at Sandy Shores at www.bluffsatsandyshores.com.