

Debra Dodson

Baja Property Aficionado

by Leigh Hammond

“Let’s go get our real estate licenses!” This statement would fuel the beginning of a great journey in Debra Dodson’s life. It was at the suggestion of her father, after selling the family’s Bear Lodge Resort in Wyoming, that he and Debra partnered up and explored the real estate field. Here began the road that would lead Debra to Baja California. “The weather is perfect for nine months of the year, there is world class golf and fishing, a magnificent ocean, secluded beaches, superior cuisine, wonderful people and a real estate market that is on the verge of a ‘boom!’” Debra exclaims.

In 1978, Debra dived into real estate as a sales agent at Wy-Mont Real Estate in Greybull, Wyoming. Three years and multiple experiences later, she obtained her Broker’s License and secured a position as Associate Broker at Frontier Reality. She learned a great deal there, spurring her to step out on her own.

A call from a childhood friend and fellow real estate co-worker from days past in Wyoming set Debra on the fast track to Cabo San Lucas. Debra and her husband, Steve, a golf professional, were offered positions at the newly created Cabo San Lucas Country Club.

“We fit the bill” as real estate salesperson and golf professional, “the rest is history,” Debra explains. With partners Steve Dodson, Gary Wagner and Steve Games, they would go on to pioneer the first three Prudential franchises in Mexico.

“That was a truly ‘landmark’ experience for us and for Mexico.” Debra is currently both broker and partner of Prudential Cabo Gold; a company built on professionalism and integrity. Boasting a team of 47 professional agents, Debra has created a pleasant and rewarding experience for her clients.

“I love meeting people from all walks of life and truly enjoy touring real estate. I guess I picked the right career!” she says enthusiastically.

Currently, Debra and Prudential Cabo Gold are involved in marketing multiple projects in or around the Cabo San Lucas vicinity. These properties and developments include Las Cascadas, Portofino, La Vista Residences and Spa, One Medano Beach Resort, Loma Del Mar – San José, La Cima Residential, Villas del Tezal, Punta Vista and Pravazas. Baja is growing and expanding at a rapid rate. Debra is excited to reveal.

“I truly cannot imagine anything more exciting than the future of the real estate market in Baja!” she says. The majority of the large-scale

growth and development throughout Baja is a result of its location. Because it is within a three hour proximity to a great number of U.S. locations, Baja has not only become a vacation destination, but is now the focus of residential attention. Once in Baja, there is something for everyone.

“If you don’t fish or play golf, you can ride horses, lay by the beach or by the pool, shop, hike, play tennis, ride the ATVs, snorkel, swim, skin dive or any other activity you can imagine” Debra suggests. “If nightlife is your thing...we have plenty of that too!”

When Debra is not at work, she loves playing golf with her husband.

“But I don’t have much time to do that. I really love my work and enjoy what I do--so, for now, top priority is ‘work!’” she insists. All of the hard work is paying off.

Emerging from sales agent in Wyoming to pioneering real estate mogul in Baja California, Debra is one individual focused on her goals, carving a progressive path forward! Taking her love of real estate, she has transformed it into a beneficial element in the socioeconomic circles within Baja. She has created a durable, yet elegant fabric by intertwining a smooth sales experience, satisfied clientele and an elevated Baja economy. It’s a “win-win” situation on many levels.

With more than a decade of experience in Baja, Debra knows her territory. Accredited as a member of the Los Cabos MLS Executive Board, the Honor and Justice Committee, AMPI, the National Association of Realtors and past President of the Washakie Board of Realtors, Debra is an asset to the community. She is so excited about the future of Baja.

“It’s hard to put my feelings into words!” she states. With the extensive growth and development continuing, it is no wonder she is so ecstatic. Debra has found a happy medium in work and in life. She has great confidence in the future of Baja and all that it encompasses.

“I believe that wonderful things are happening here. It is truly where American luxury meets Mexican charm. It’s a blending of people, cultures and an economy that helps everyone,” she claims. Debra took a chance over a decade ago. By following her path and her heart she wound up a very satisfied woman--loving her life, challenges and great milestone achievements in Baja California!