

DELORES JENNINGS

What is Home?

As an award-winning sales agent with Athens' top real estate agency, Coldwell Banker Upchurch Realty, Delores Jennings got her start in this fast-paced industry working alongside her husband Mark Jennings, a real estate developer. "I have always been involved in some aspects of his business," said Delores. "Decorating, choosing paint colors, interior selections and those types of things...my interest in real estate just blossomed from there."

Delores added that her husband was a source of positive encouragement and pushed her to get involved with the real estate business. After working 17 years with the Ford Motor Credit Company, the organization decided to move operations to Macon. Delores saw this as a perfect opportunity to make a change and step into a new field. "I chose not to transfer with them and instead pursue a career in a new field," said Delores. "The answer was real estate and I love it."

Wanting her clients to be happy with the choices they make, Delores provides them with the information they need on her properties to make educated decisions on their own. According to Delores, "selling" never really comes into the equation when dealing with her clients. "As a native Athenian, I know all about this area, its residents, and I understand why people love to call it home," said Delores. "The area is continually voted by national publications as the best place for families, best place to retire, the best schools – with amenities and features like this, it makes my job very easy because people want to live in this area."

With listings in a variety of the areas best new neighborhoods, Delores' clients range from the first time homebuyer looking for the ideal community to raise a family to the empty nesters or retirees looking to scale back. "I recognize that my clients have different needs," said Delores. "I think about my clients and put myself in their place and try to find something to both fit their needs, and their family's needs - the right place for them."

Current listings include such new neighborhoods as Bear Creek Estates, a beautiful, wooded community off the Bear Creek Reservoir in Jackson County, Lake Meeler, a new Clarke County community, the craftsman-style community of Manors of Belfair and Oconee County's newest swim and tennis community, Triple Creek.

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