

Over the last 16 years, Stephanie Winger of Vision Realty has built a reputation for providing personalized service and honest advice to clients all across Essex County.

"My primary source of business is referrals from people who know and trust me," explains Winger. "I dedicate my time to the activities that benefit my clients most and deliver truly exceptional service."

Her years of industry knowledge, combined with a positive outlook and boundless energy, have allowed Winger to help clients successfully navigate through a sometimes hectic real estate market.

"I always try to pull out some kind of positive from a situation and share it with my clients," says Winger. "Even when the market gets tough, I say to my clients, 'Don't worry; your dream house is out there waiting for you.'"

Whether clients are buying or selling, the veteran real estate agent loves being with people through the entire transaction from start to finish and even after the sale.

"I do everything myself so the client can rest easy in knowing they are dealing with me and only me. I list the house, I show them the house, I write the offer," says Winger.

Even through the COVID-19 pandemic, Winger has managed to keep that personal touch; contacting clients in the initial stages of shutdown to see how they were coping.

"I just kind of reached out to people to spread some hope and make sure they were doing ok," says Winger. "I just wanted to let them know I was there for them if they needed anything. Not as a realtor, but a friend."

Winger has also adapted new safety measures to ensure the peace of mind of her clients.

"People have different comfort levels right now, so I've just tried to do what is best for each individual client while keeping everyone safe."

Winger strives to connect with not only her clients, but with other local businesses as well. Before COVID-19 restrictions, Winger hosted a monthly networking breakfast with her fellow Essex entrepreneurs. It's something she hopes to get back to in the future.

"I like to connect clients with local businesses, or business owners with other business owners who can help each other," explains Winger. "If a client is looking for a roofer, or a dog groomer, or childcare, I can refer them to someone I know and trust."

As an active member of the community, Winger also dedicates her time to several charitable causes. A past president of the Essex Rotary Club, she continues to work with them and assist with their Youth Exchange program.

She also supports ShelterBox Canada, a national charity that provides shelter for people who are displaced due to a disaster. When people buy a home now, they are buying shelter for another family.

When she's not busy assisting clients or volunteering, Winger enjoys spending time with her three children, keeping physically active, and riding her motorcycle.

"People might be surprised at that," she laughs. "But I'm a real person."

That genuine, down to earth attitude has helped her attract a wide client base; from first-time buyers to investment seekers to retirees looking to downsize.

"My clients all get the same treatment no matter what," says Winger. "I really try to pay attention to different cues they give off to find them a house they love."

She also notes the importance of having a good working relationship with her fellow realtors.

"I like when we can work together to guide our clients through a situation," she says. "I really believe we need to have that rapport and it makes a huge difference for all our clients."

Looking ahead, Winger is eager to continue assisting local homebuyers and sellers with the same dedication and attentiveness that she's built her career on.

"Having a client-centric business has been incredible. It's so rewarding to help people and be a part of their joy."

Contact Stephanie Winger for all your real estate needs today!  
Visit [www.stephaniewinger.ca](http://www.stephaniewinger.ca) or call (519) 567-1622.



Story by Jennifer Brignall-Strong. Photo by Pat Scandale

# STEPHANIE WINGER



What She's Wearing:  
Jacket: Mos Mosh  
Blouse: Mos Mosh  
Pants: Cream