

SOLD by
PAM BLACKMAN
(partial list)

PAM BLACKMAN REALTOR®
CERTIFIED RESIDENTIAL SPECIALIST®
SENIORS REAL ESTATE SPECIALIST®
License 00584333

DELIGHTED CLIENTS
HIGH TOUCH REPRESENTATION
OUTSTANDING RESULTS

Since 1998

INTERO
A Berkshire Hathaway Affiliate

MEET PAM BLACKMAN

EXPERIENCE

- Full-time Realtor® since 1998 (originally licensed in 1976)
- Intero Real Estate Services, Los Altos, since 2003
- Previously associated with Seville-Contempo, which later became Coldwell Banker
- Documented successful transaction and client track record

EDUCATION & CREDENTIALS

- University of California, Santa Barbara, Bachelor's Degree
- Awalt High School, Mountain View (now Mountain View High School)
- Certified Residential Specialist® (fewer than 4% Realtors nationwide)
- Certified Senior Housing Professional®
- Member, Luxury Home Marketing Institute
- Certified Luxury Home Marketing Specialist®
- Seniors Real Estate Specialist®

ACCOLADES

- Silicon Valley Board of Realtors® Lifetime Outstanding Achievement Award
- MVLA High School Honor Roll of Realtors®
- Intero Executive Circle, Intero President's Circle, Intero Chairman's Circle

ORGANIZATIONS & AFFILIATIONS

- Member, Chamber of Commerce, Mountain View and Los Altos
- Los Altos Village Association
- Silicon Valley Association of Realtors®
- California Association of Realtors®
- National Association of Realtors®

PERSONAL

- 60+ year resident of Mountain View, Los Altos, and Los Altos Hills
- Currently residing with her husband in Los Altos
- Two married children, three married step-children, and a "brood" of grandchildren
- Proud to support her community schools, foundations, and organizations
- Social member, Los Altos Golf and Country Club
- Loves family times, travel, cruising, dining, spectator sports, hiking, and real estate



**PAM BLACKMAN** REALTOR®
CERTIFIED RESIDENTIAL SPECIALIST®
SENIORS REAL ESTATE SPECIALIST®

INTERO
A Berkshire Hathaway Affiliate

496 First Street, Suite 200
Los Altos, CA 94022

PAM'S PHILOSOPHY... HIGH TOUCH REPRESENTATION

“During my **20+ years of rewarding real estate experience**, I have learned that absolute client satisfaction only comes from treating every detail with meticulous attention. I proudly maintain this exacting standard in all of my transactions from start to finish. By combining a keen **knowledge of the marketplace** with proven skills in business strategy, contract negotiation, and property analysis, I consistently exceed my clients' expectations. My clients' best interests always come first, which is why so much of my business is repeat and from referrals from satisfied clients.

My familiarity with the communities of **Los Altos, Los Altos Hills, and Mountain View** – from almost a lifetime of living here – gives me an intimate perspective on these markets that few Realtors® can match. I am supported by a carefully selected team of experts and personally manage all aspects of property preparation, marketing, and service during and beyond the escrow process. This ensures **complete satisfaction and successful results for my clients** – whether buying or selling a home.”

BY THE NUMBERS

Over
35%
of Pam's business is
Seniors & Their Families

Over
50%
of Pam's business is
repeat and by referral

Over
75%
of Pam's transactions are
**listings representing
sellers**

Over
92%
of Pam's listings sell
*(no matter what
the market conditions)*

100%
of Pam's clients get her
one-on-one **personalized
service** including Pam
managing a personally
selected team of
professionals

SENIORS REAL ESTATE SPECIALIST® (SRES)

Over the age of 50 and considering selling the family home? You need a specialized Realtor® with senior experience, knowledge, and marketing savvy. Those qualities along with a special knowledge of managing the sale of a home for those over 50 are what SRES designees can bring to your next real estate transaction.

SRES designees are certified senior specialists and astute to the financial and emotional challenges senior clients face when they sell a long-held family home. We not only can create a customized approach to marketing and selling your property, but can also work with you to explore your housing options to ensure that your next home best serves your current and future needs. And when you need help from other professionals, we can tap our network of home inspectors, movers, attorneys, CPAs, and other experts.

SRES designees have resources and the knowledge to simplify the transaction and minimize the anxiety of selling your home.

CERTIFIED SENIOR HOUSING PROFESSIONALS® (CSHPs)

Certified Senior Housing Professionals (CSHPs) are specialists who know that in order to best serve the distinct late-in-life transition needs of senior adults, they need to surround themselves with a resource team of trusted professionals.

Among the most respected Realtors® in their individual markets, CSHPs have completed extensive prerequisite coursework and the in-depth review necessary to achieve the Certified Senior Housing Professional designation. As such, they are far more equipped than general real estate agents and are committed to serving as professional partners throughout the entire consultative process surrounding a late-in-life move.

CERTIFIED RESIDENTIAL SPECIALIST® (CRS)

CRS agents must meet stringent education and experience requirements. That's why only 3% of Realtors® are Certified Residential Specialists. CRS agents are dedicated professionals. They work to ensure success for their homebuying and selling clients by tapping into their superior training, exceptional professional referral network, and timely and cutting-edge industry resources.

CRS agents have a proven record of success – 3X success, in fact. Compared to the average Realtor®, CRS agents have been in the business nearly three times longer, have three times the number of annual transactions, and generate three times the annual income and nearly three times the amount of gross sales. Make your first homebuying or selling decision be to work with a member of the Council of Certified Residential Specialists.

CERTIFIED LUXURY HOME MARKETING SPECIALIST® (CLHMS)

Recognized as the mark of accomplishment in luxury markets around the world, the Certified Luxury Home Marketing Specialist designation assures affluent buyers and sellers that the agents who have earned it have the knowledge, experience, competence, and confidence they require.

Members of the institute who hold the CLHMS designation have documented performance in the top 10% of their markets, and have successfully demonstrated their expertise in the luxury home and estate market.

PARTIAL LIST OF RECENT SALES *(represented seller and/or buyer)*

LOS ALTOS

50 Pine Ln	\$3,988,000
1611 Shirley Av	\$3,646,000
667 Cuesta Dr	\$3,120,000
855 Madonna Wy	\$2,875,000
232 Delphi Cir	\$2,798,000
288 Sunkist Ln	\$2,798,000
554 Glen Alto Dr	\$2,739,000
916 Golden Wy	\$2,700,000
1818 Juarez Av	\$2,698,000
38 3 rd St #300	\$2,698,000
11656 Par Av	\$2,698,000
606 Nandell Ln	\$2,698,000
554 Glen Alto Dr	\$2,678,000
1611 El Sereno Ct	\$2,598,888
716 N San Antonio Rd	\$2,595,000
11650 Par Av	\$2,588,000
1575 Clay Dr	\$2,498,000
610 Twelve Acres Dr	\$2,495,000
1070 Nottingham Wy	\$2,448,000
11662 Par Av	\$2,398,000
11672 Putter Wy	\$2,398,000
623 Benvenue Av	\$2,398,000
146 E Portola Av	\$2,398,000
225 Marvin Av	\$2,395,000
687 Camellia Wy	\$2,350,000
1715 Hawkins Dr	\$2,298,000
1070 Nottingham Wy	\$2,295,000
400 Old Oak Ct	\$2,200,000
38 3 rd St #203	\$2,150,000
15 N Gordon Wy	\$2,149,000
11662 Putter Wy	\$2,135,000
107 E Portola Av	\$1,998,000
710 Berry Av	\$1,998,000
38 3 rd St #102	\$1,995,000
977 Saint Joseph Ct	\$1,995,000
1715 Westbrook Av	\$1,995,000
11720 Winding Wy	\$1,925,000
1215 Magdalena Ct	\$1,989,000
308 Costello Dr	\$1,970,000
906 Golden Wy	\$1,920,750
701 Meadow Ln	\$1,900,000
101 Higgins Av	\$1,898,000
2054 Louise Ln	\$1,860,000
1354 Miravalle Av	\$1,798,000
1227 Saint Matthew Wy	\$1,749,000
1435 Montclair Pl	\$1,729,000
839 Parma Wy	\$1,729,000
1898 Robles Ranch Rd	\$1,695,000
340 Sunkist Ln	\$1,695,000
744 Edge Ln	\$1,675,000
739 Arroyo Rd	\$1,675,000
130 Merritt Rd	\$1,659,000
687 Camellia Wy	\$1,650,000

2014 Crist Dr	\$1,648,000
1144 Seena Av	\$1,599,000
353 Toyon Av	\$1,598,000
722 Brentwood Pl	\$1,598,000
531 Patrick Wy	\$1,595,000
1718 Oak Av	\$1,589,000
405 Monterey Pl	\$1,549,000
1644 Candace Wy	\$1,545,000
1998 Colleen Dr	\$1,500,000
2014 Crist Dr	\$1,499,000
790 Arroyo Rd	\$1,498,000
29 Alma Ct	\$1,495,000
1075 Seena Av	\$1,489,000
106 Arbuelo Wy	\$1,475,000
759 Anderson Dr	\$1,448,000
1060 Nottingham Wy	\$1,430,000
1739 Westbrook Av	\$1,399,000
1254 Woodview Te	\$1,398,000
740 Spencer Ct	\$1,398,000
38 3 rd St #107	\$1,398,000
1060 Nottingham Wy	\$1,379,000
1062 Eastwood Dr	\$1,379,000
1049 Seena Av	\$1,379,000
1220 Payne Dr	\$1,349,000
2077 Eugenia Wy	\$1,348,000
22885 Aspen Dr	\$1,298,000
1285 Portland Av	\$1,228,000
1070 Rosemont Av	\$1,200,000
1711 Penny Wy	\$1,198,000
1641 Dallas Ct	\$1,099,000
484 Cherry Av	\$1,098,000
261 Galli Dr	\$1,080,000

LOS ALTOS HILLS

2000 Old Page Mill Rd	\$6,498,000
12012 Adobe Creek Ldg Rd	\$6,200,000
27240 Natoma Rd	\$5,950,000
25727 Carado Ct	\$3,498,000
13200 E Sunset Dr	\$3,088,000
13781 Ciceroni Ln	\$2,998,000
26035 Todd Ln	\$2,998,000
12215 Edgecliff Pl	\$2,998,000
10730 Mora Dr	\$2,688,000
Undisclosed address	\$2,520,000
25179 La Loma Dr	\$2,495,000
13254 E Sunset Dr	\$2,395,000
26865 Saint Francis Rd	\$2,350,000
26630 Ascension Dr	\$2,298,000
24010 Princess Ellena Ct	\$2,298,000
26050 Newbridge Rd	\$2,295,000
12030 Elsie Wy	\$2,258,000
12364 Priscilla Ln	\$1,998,000
13310 E Sunset Dr	\$1,849,000

MOUNTAIN VIEW

445 Calderon Av	\$3,298,000
1328 Phyllis Av	\$1,800,000
1509 Fordham Wy	\$1,648,000
1882 Walnut Dr	\$1,595,000
148 Carmelita Dr	\$1,550,000
13384 Pastel Ln	\$1,548,000
3406 Stacey Ct	\$1,545,000
1136 Carlos Privada	\$1,448,000
1872 Golden Wy	\$1,438,000
726 Rustic Ln	\$1,398,000
265 Mariposa Av	\$1,328,000
782 Sleeper Av	\$1,298,000
113 Bryant Av	\$1,260,000
3365 Kenzo Ct	\$1,248,000
726 Rustic Ln	\$1,248,000
1848 Appletree Ln	\$1,198,000
1017 Barbara Av	\$1,099,000
311 Woodland Park Ln	\$959,000
836-838 Sevely Dr	\$939,000
1614 Columbia Dr	\$899,000

CUPERTINO

13208 Peacock Ct	\$3,398,000
23637 Black Oak Wy	\$2,348,000
21130 Canyon Oak Wy	\$2,048,000
21739 Terrace Dr	\$1,350,000

PALO ALTO

589 Oxford Dr	\$2,975,000
2808 Bryant St	\$2,298,000
840 Mesa Av	\$1,998,000
4282 Ponce Dr	\$1,812,000
364 Monroe Dr	\$1,810,000
966 Blair Ct	\$1,349,000
435 Sheridan Av #104	\$929,000
4173 El Camino Real #23	\$749,000

SUNNYVALE

1119 W Remington Dr	\$1,298,000
1106 S Mary Av	\$1,478,000
661 Montara Te	\$928,800
174 S Bernardo Av	\$898,000
1106 S Mary Av	\$888,888

MENLO PARK

1010-1020 Pine St	\$1,980,000
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PORTOLA VALLEY

151 Cervantes Rd	\$4,000,000
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LOS GATOS

14938 Larga Vista Dr	\$3,750,000
233 Johnson Av	\$2,398,000
116 Verona Ct	\$1,675,000

TESTIMONIALS & REFERENCES FROM SENIORS AND THEIR FAMILIES

"Pam Blackman is by far the best real estate agent I have ever been associated with – she is diligent, precise, and very professional. Recently, she was my agent in the selling of my home in Los Altos. I have lived in Los Altos for 55 years. I have built houses and sold them. I have been in numerous transactions. Pam Blackman is everything you could want in a real estate agent."

– RS, Los Altos Seller

"I want to express our appreciation for all you have done, and the wonderful tracking and attention to detail as well as your advice during all phases. You reinforce the selection of you to represent us that we made prior to the actual decision to sell. Please feel free to use us as a reference."

– E & B, Los Altos Sellers

"If you are considering selling or buying property, I could give you no better referral than Pam Blackman at Intero. From the first day that we opened the discussion of the property that I had for sale to the day of escrow closing, Pam made the experience easy and pleasant. She was attentive to every detail, kept every appointment, and generally removed all of the stress that can accompany the sale of a property. The people with whom she deals (inspectors, plumbers, electricians, cleaning service, etc.) were on time, efficient, and took care of the detailed tasks. Pam is the consummate real estate professional, is delightful to work with on a personal level, and even sold the property in nine days."

– NG, Los Altos Seller

"My Mother was in the position to sell her home as well. Since we knew we were in good hands, there was no question that we would have Pam handle Mom's business. At one point, my Mother needed transportation to an escrow office along with guidance signing paperwork. We were unable to help with that, so Pam kindly stepped in and assisted. For that, we are grateful. Pam's "team" was impressive as well. They were easy to work with and just as caring throughout the preparation process. It is clear that they have a high level of respect for Pam and we felt that all our bases were covered by the excellent teamwork. There would be no hesitation to highly recommend Pam's services to others. They would be fortunate as well to have such a positive experience with her. To think that she came to our attention one day when we found her Intero Real Estate notepad in the mail...lucky us!"

– LG, Los Altos Seller

"Thank you so much for your support throughout the process of selling my home. I'm thrilled with the outcome! Your expertise, attention to detail, communication, sensitivity, and support team were outstanding! Always felt secure with you by my side managing and taking care of the bumps and details. You are the best!"

– MA, Los Altos Seller

"Thank you for shepherding us through the sale of our home. It was definitely a learning experience for me. Your negotiating approach was very effective and we're very appreciative of your efforts."

– SJ & ES, Mountain View Sellers

"We selected Pam after contacting about 10 agents, and interviewing 5 of them, to handle the sale of my deceased father's house in Los Altos. Pam exhibited considerable flexibility, seasoned judgment, and courage while working with us during our period of grief. As a seller's agent, Pam did a skillful job, drawing upon her extensive local experience selling homes in the Los Altos area. She guided us on how best to prepare and present the home, recommended an asking price, and showed the home. I think Pam provided an experienced support team, effective ads, well-designed flyers, superior planning, and effective negotiating, which resulted in the highest possible sale price and a sale to buyers who will care for and take pride in their new home. I can heartily recommend Pam as a Los Altos home seller's agent."

– KB, Los Altos Seller

"Her expert knowledge of the current real estate market was essential in preparing and pricing our home. She was informed in trust situations and always respected the needs of the trust and the beneficiaries. Pam's professionalism is unsurpassed and I could always count on her to be responsive, prepared, and knowledgeable. It was a pleasure working with her."

– AW, Los Altos Seller

"I just wanted to thank you from the bottom of my heart for taking such good care of my Mom through her home-selling process. Your sensitivity to a few emotional complexities is most appreciated. We all thought you did a fantastic job helping Mom accomplish her goal of being done with the house by the end of the year. You are indeed a credit to your profession... so, again, thank you so very much."

– JR, Los Altos Seller

"We are so very grateful for the way you handled the sale of our home in Los Altos. With unflagging energy, you guided us on how to best prepare our home for sale. We benefited from your experience because your suggestions were always excellent, and you were never afraid to speak your mind. It was clear you had our best interests at heart. Your team was competent, pleasant, trustworthy, and did a great job. They are a credit to you. Of course we were thrilled with the results. Your follow-up after the sale showed your concern that the job was done right. Truly, we think you are the best, and we recommend you to anyone on the Peninsula looking to buy or sell a home. Thank you again for helping us make our dream retirement possible."

– R & G, Los Altos Sellers

ZILLOW TESTIMONIALS



Published Review

Here is what march25girl wrote:

How likely are you to recommend Pam Blackman?
★★★★★ highly likely

Rate Pam Blackman on specific characteristics

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

Summary of their experience
Pam sold our house within a week of the open house, with multiple bids and above the listing price. Highly skilled and knowledgeable, she is a delight to work with. Her warmth and professionalism inspired my confidence from the beginning, dispelling my anxiety about selling our CA house while living out of state. Working with a team of skilled and dependable people, Pam managed the many details and issues involved with our sale calmly and efficiently, while keeping me well advised and clearly informed along the way. Pam is the best. I recommend her highly.

Service provided
Listed and sold a home or lot/land

Street address
107 E Portola Ave, Los Altos, CA 94022

Year
2016



Published Review

Here is what grayaspens wrote:

How likely are you to recommend Pam Blackman?
★★★★★ highly likely

Rate Pam Blackman on specific characteristics

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

Summary of their experience
When my brother and I set up appointments to interview realtors to handle the sale of my parents' home, we were both wowed by Pam Blackman's presentation, organization, and thoroughness. She agreed that our home of over 50 years needed some quick, not-too-expensive improvements, especially in the kitchen and the yards. Checking with us every step of the way, Pam's team came in and went to work. Within a few weeks, the house was ready for the market - looking gorgeous! After one weekend for the open house, we sat down with Pam to open the bids received. She explained to us the pros and cons of each bid, and we came to an agreement. Pam was extremely professional and courteous to work with. She always returned calls in a timely manner. She grew up in Los Altos, and her knowledge of the area was extensive and up-to-date. I have recommended Pam to two friends who may be looking for a selling agent for their parents' homes and wouldn't hesitate to recommend her to more.

Service provided
Listed and sold a home or lot/land

Street address
13384 Pastel Ln, Mountain View, CA 94040

Year
2015

PAM BLACKMAN'S CONCIERGE REAL ESTATE SERVICES

REAL ESTATE BASICS

- Escrow and Title Officer
- Home Inspector
- Termite Inspector
- Roof Inspector
- Chimney Inspector
- Pool Inspector
- Septic System Inspector
- Foundation & Structural
- Homeowner's Insurance
- Mortgage Lender
- Home Warranty
- Appraiser

REPAIR, IMPROVEMENTS & MAINTENANCE

- Handyman
- Contractor
- Yard Maintenance
- Plumber
- Electrician
- Appliance
- Heating & Air Conditioning
- Floors and Floor Coverings
- Hardwood Floors
- Roofing
- Water & Mold Remediation
- Foundation & Structural
- Septic Systems
- Pest Control
- Cleaners
- Stager

PROFESSIONAL SERVICES

- Estate/Elder Law Attorney
- Accountant
- Financial Planner
- Trust Officer
- Reverse Mortgage Lender
- Real Estate Attorney

MOVE MANAGEMENT

- Move Manager
- Local Mover
- Interstate Mover
- Antique Mover/Shipper
- Antique Appraiser
- Packing/Unpacking
- Organizer
- Estate Liquidator
- Estate/Moving Sale Coordinator
- Relocation Design Services

SENIOR HOUSING

- Independent Living
- Assisted Living
- Continuing Care
- Memory Care
- Skilled Nursing
- 55+ Active Adult Community
- 55+ Apartment
- Single-Level, Single-Family Homes & Condos

How can I help you?

PAM™ – PAM'S AMAZING MAKEOVERS

With Pam, she'll manage everything for you. PAM™ – custom pre-marketing property preparation is the first step. Here are some recent makeovers that resulted in fast sales for more than list price. Call, text, or email Pam to learn more about PAM™.



PAM'S PROVEN HIGH-TOUCH MARKETING APPROACH

GETTING STARTED

- Expert market education
- **PAM™** – Pam's **A**mar**A**zing **M**akeovers – custom pre-marketing property preparation
- Professional inspections
- Seller disclosures
- The benefits of professional staging
- Professional photos & video
- Positioning & pricing your home
- Pre-Multiple Listing Service exposure with your permission

MARKETING CAMPAIGN LAUNCH

- Single property website
- Signage
- Beautiful collateral materials
- 2-dimensional & interactive floor plan illustrations
- Targeted direct mail marketing
- Strategic electronic mail marketing
- Multiple Listing Service
- Local, national & global network
- Leading relocation network
- Pam's valuable network
- Distinctive luxury home network
- Global 24/7 online Internet exposure
- Comprehensive syndication
- Social media: Facebook, LinkedIn, Pinterest, Google+, YouTube
- Effective local newspaper advertising
- Specialty publications
- Broker tours
- Mega open houses with your permission

SALES ACTIVITY MANAGEMENT

- Personally manage showings, questions & information
- Provide relevant feedback, updates & ongoing market education
- Manage offer presentation
- Negotiate offer(s) to optimal price & terms
- Secure solid contract

TRANSACTION & CLOSING MANAGEMENT

- Ensure contract milestones are met
- Manage escrow & closing
- Support transition & move
- Keep in touch every step of the way & beyond



BROCHURES

Summary of the Home

- 4 bedrooms and 2 baths
- 1 bedroom, 1 bath detached accessory unit with kitchen
- Approximately 2,769 square feet, including accessory unit
- Living room with fireplace and formal dining area, each with oak floors and paneled walls and ceiling
- Spacious and bright kitchen with large space for casual dining
- Master bedroom with en suite tiled bath with shower
- Three additional bedrooms plus a bath with walk-in jetted tub and separate shower
- Detached accessory unit has a living room, eat-in kitchen, separate bedroom, and bath with shower
- Laundry room, air conditioning in some rooms; circular driveway; detached 2-car garage with built-ins; two carport areas; two storage sheds with skylights; partially covered workshop
- Enchanting gardens, certified as a Wildlife Habitat by the National Wildlife Federation, include raised vegetable beds, stoned paths, ornamental watering well
- Almost one-third acre (approximately 12,827 square feet)
- Top-rated Los Altos schools



667 Cuesta Drive **LOS ALTOS**

LOCATED IN SOUGHT-AFTER SOUTH LOS ALTOS, with access to top-rated schools, this home has been lovingly owned by the same family since it was built in 1950. Ready to move in and enjoy today, or offering an excellent opportunity for remodeling, the home is warm and inviting with richly paneled wood walls and ceilings reminiscent of a country lodge. There are 4 bedrooms and 2 baths plus a detached accessory unit with 1 bedroom, 1 bath, and full kitchen. The gardens are absolutely enchanting - on almost one-third acre - and have been certified as a Wildlife Habitat. And, with commute and transit routes within easy reach, this is a perfect location to access tech centers in Silicon Valley or San Francisco!

And what a location...

Rancho Shopping Center	0.8 mi.	3 min.
Los Altos Village	1.0 mi.	3 min.
Cuesta Park	1.0 mi.	3 min.
El Camino Hospital	1.3 mi.	5 min.
Downtown MV	2.0 mi.	6 min.
Highway 85	2.0 mi.	8 min.
MV Caltrain	2.7 mi.	10 min.
Whole Foods	3.3 mi.	11 min.
Trader Joe's	3.5 mi.	11 min.
Google	4.5 mi.	18 min.
Costco	4.7 mi.	14 min.
LinkedIn	4.8 mi.	15 min.
Stanford University	6.6 mi.	15 min.
Apple Park	6.7 mi.	16 min.
Facebook	12.1 mi.	25 min.
San Jose Int'l Airport	16.6 mi.	34 min.

All miles and times are approximate © Pam Blackman 2018

Offered at \$2,498,000 | 667

PAM BLACKMAN
REALTOR®
CERTIFIED RESIDENTIAL SPECIALIST
SENIOR REAL ESTATE SPECIALIST

1611 SHIRLEY AVENUE Los Altos (unincorporated area)



Construction

able floor plan for a variety of style needs, including a detached family

hed 2-car garage

ts of approximately square feet

tional outdoor living including two vast p decks with golf course

ous location bordering fairway of Los Altos d Country Club

regarded Los Altos (buyer to confirm)

shirley.com

nd is currently

is founded the standards, a nonprofit

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wn for his design of

ovative means of

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methods, and

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des committed to



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 SENIORS REAL ESTATE SPECIALIST®
 650.823.0308 Pam@PamBlackman.com
 www.PamBlackman.com License 00584333



PSRKT STD
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 San Francisco, CA

Open House Saturday & Sunday December 2 & 3, 1:00 – 4:00 P.M.

OPEN HOUSE Saturday & Sunday
 December 2 and 3, 1:00 – 4:00 p.m.



4282 P
 Offered c

If your home is currently listed for sale, please call Pam Blackman at 650.823.0308.



- 4282 PONCE DRIVE • PALO ALTO**
- Updated, end-unit townhome
 - 3 bedrooms, office loft, and 2 baths, including main-level master suite
 - Approx. 1,777 sq. ft. (buyer to confirm)
 - Towering vaulted ceilings in most rooms plus fine wood floors or new carpeting
 - Wonderfully spacious living/dining room combination with fireplace
 - Beautifully updated granite kitchen with stainless steel appliances
 - Upstairs laundry, central air conditioning, and attached 2-car garage
 - Large, gated front courtyard, spacious rear yard, plus community pool
 - HOA fees of \$530/month
 - Acclaimed Palo Alto schools: Fairmeadow Elementary, Jane Lathrop Stanford Middle, Gunn High (buyer to confirm)

Offered at \$1,498,000 | 4282Ponce.com

And what a location!

Google X Lab.....	0.1 mi.....	1 min.	Googleplex.....	2.2 mi.....	9 min.
Caltrain.....	0.7 mi.....	3 min.	Stanford University.....	3.3 mi.....	10 min.
Starbucks.....	0.7 mi.....	4 min.	LinkedIn.....	5.2 mi.....	10 min.
Safeway.....	0.7 mi.....	4 min.	Facebook.....	7.0 mi.....	14 min.
Trader Joe's.....	0.9 mi.....	6 min.	El Camino Hospital.....	4.5 mi.....	15 min.
Highway 101.....	1.4 mi.....	6 min.	Stanford Hospital.....	4.9 mi.....	16 min.
Costco.....	1.2 mi.....	6 min.	San Jose Int'l Airport.....	13.7 mi.....	19 min.
Whole Foods.....	1.1 mi.....	7 min.			

All miles and times approximate. ©Open Blackman 2017

PAM BLACKMAN

650.823.0308

Pam@PamBlackman.com

www.PamBlackman.com

License 00584333



DIRECT MAIL

Featured Listing

BY PAM BLACKMAN

OPEN SAT & SUN
 1:00 – 4:00PM

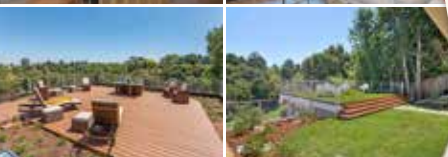


1611 SHIRLEY AVENUE, LOS ALTOS

Excellent Value for NEW Construction

- 6 bedrooms and 4.5 baths with elevator access to all levels
- Approximately 3,952 square feet
- 2-room accessory building with half-bath and outdoor shower
- Sweeping views above the golf course
- Los Altos schools

Price upon request | 1611Shirley.com



PAM BLACKMAN REALTOR®
 CERTIFIED RESIDENTIAL SPECIALIST®
 SENIORS REAL ESTATE SPECIALIST®
 650.823.0308 Pam@PamBlackman.com
 www.PamBlackman.com
 CalBRE# 00584333

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.....and Recent Sales

BY PAM BLACKMAN

PENDING SALE

Downtown Penthouse
 OFFERED AT
 \$2,698,000



38 THIRD STREET #300-302, LOS ALTOS

JUST SOLD

Best 4-Bedroom Value
 in Los Altos
 SOLD AT
 \$2,275,000



1715 HAWKINS DRIVE, LOS ALTOS

SOLD WITH MULTIPLE OFFERS

North Los Altos Ranch
 SOLD AT
 \$2,050,000



107 E PORTOLA AVENUE, LOS ALTOS

Pam -
 I can't thank you enough
 for all you did to make
 the sale of our home such
 a success. We could not
 be happier with the process
 or the price!
 I'm in awe of your
 knowledge of the business
 and your skills at project
 management.
 Sincerely, Janet

- Seller, 107 E Portola Ave.

**Contact Pam for a
 one-on-one appointment to
 get your home sold!**

It's time to f
 on Sunday, No
 Set y
 back c



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NEWSPAPER ADVERTISING

Featured Listing

BY PAM BLACKMAN

OPEN SATURDAY & SUNDAY
 JANUARY 28 & 29, 1:00-4:00PM



1328 PHYLLIS AVENUE

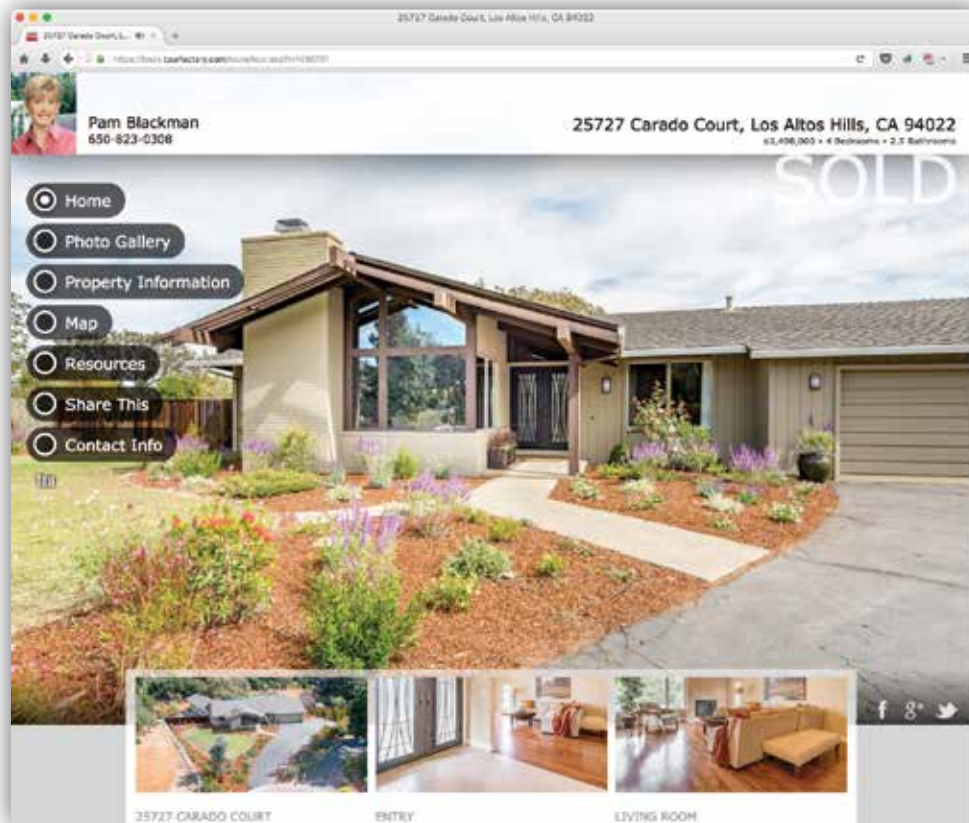
MOUNTAIN VIEW

- Lovingly owned by original family since 1955
- Excellent opportunity for remodeling
- 4 bedrooms and 3 baths
- Approximately 2,040 square feet (buyer to confirm)
- Attached 2-car garage
- Newly landscaped front and rear yards
- Lot size of approximately 5,980 square feet (buyer to confirm)
- Excellent location less than one-half mile to shopping and cafes
- Mountain View schools (buyer to confirm)

Offered at \$1,398,000 | 1328Phyllis.com



VIRTUAL TOUR



Your Tour is Sent to the Most Popular Sites on the Internet

trulia

Zillow®

YouTube

Google

realtor.com®
where home happens

Home Debut

oodle

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HOMES.COM

move

hotpads.com™
the place to find your place™

PROPERTY PURSUIT.com

HomeFinder.com

CLRsearch.com
The right home in the right place

craigslist

duPont
REGISTRY

Property Shark.com

HouseLocator.com®
Find your dream home...

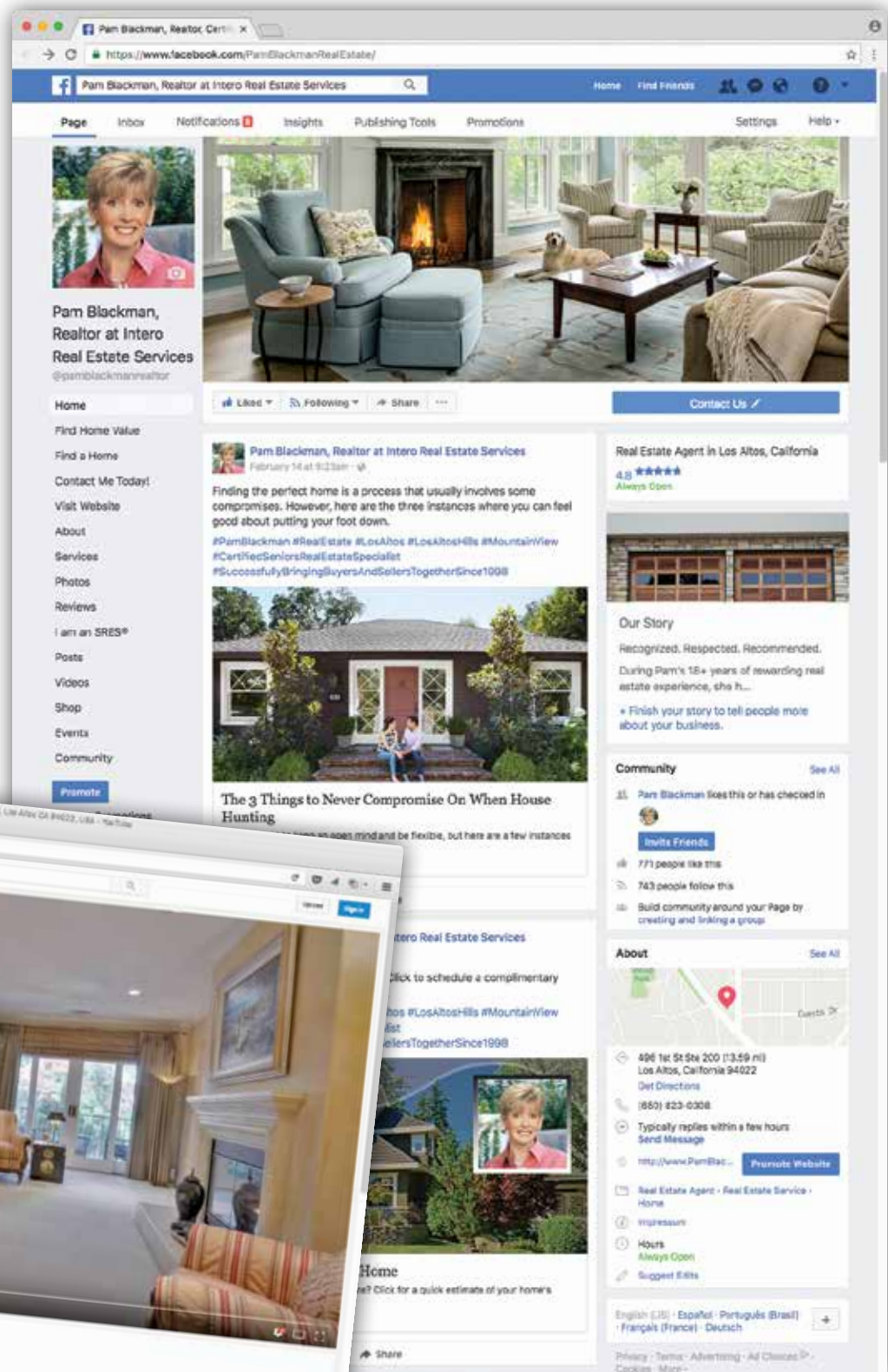
WeChat

新浪微博
weibo.com

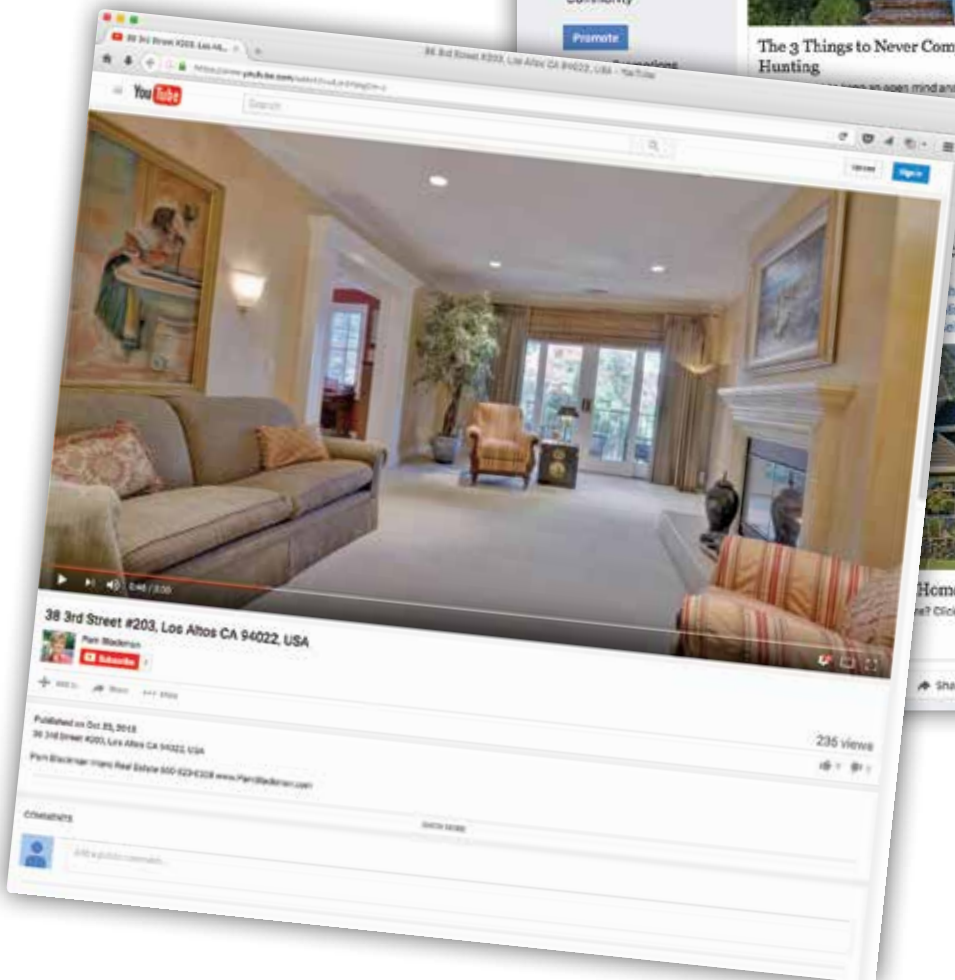
INTERO
A Berkshire Hathaway Affiliate

496 First Street, Suite 200
Los Altos, CA 94022

FACEBOOK



YOUTUBE



PROPERTY WEBSITE

1611 Shirley Ave, Los Altos, CA 94024 • \$3,898,000

Single Family Home | 6 bedrooms • 4 bathrooms • 2 half bathrooms • 3952 sq. ft. • 7,858.22sq • MLS# 81598326

Follow Property

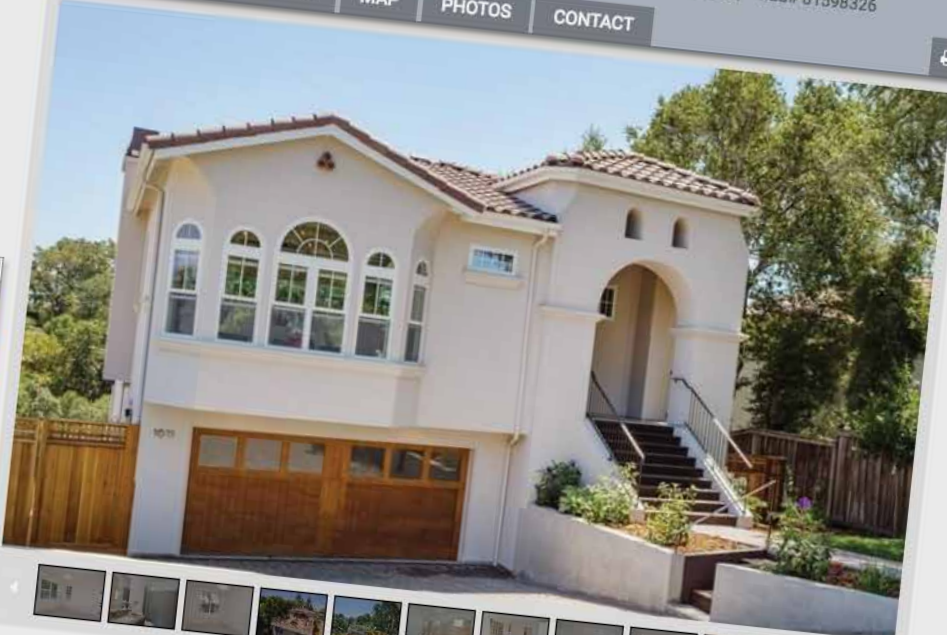
MAIN

PROPERTY DETAILS





MAP













PHOTOS

CONTACT



Share





Chic, contemporary new construction with expansive view above the 4th fairway of the Los Altos Golf & Country Club. Flexible floor plan for a variety of lifestyles, including extended family or multi-generation living. Elevator access to all levels including 2nd master suite with accessibility. Plus 2-room accessory building with 1/2 bath, ideal for office, gym, or recreation. Media room and wine room ready for customization. Green Point rated with sustainable design features. Exceptional outdoor living areas, including 2 vast roof-top decks. Convenient to everything including highly regarded Los Altos schools.

OPEN HOUSE

09/24/2016 • 01:30 PM-04:30 PM

09/24/2016 • 01:30 PM-04:30 PM

09/25/2016 • 01:30 PM-04:30 PM

09/25/2016 • 01:30 PM-04:30 PM

Elementary School District	Elementary School District	460 Los Altos Elementary
High School District	High School District	477 Mountain View-Los Altos Union High
Bedrooms	Bedrooms	6
Bathrooms	Bathrooms	4
Square Feet	Square Feet	3952
Lot Size	Lot Size	7,858.22sq

E-BLASTS

Just Listed
BY PAM BLACKMAN
TOUR FRIDAY MARCH 16, 9:30AM-1:00PM
OPEN SATURDAY & SUNDAY MARCH 17 & 18, 1:30-4:30PM



667 Cuesta Drive LOS ALTOS

- 4 bedrooms and 2 baths
- 1-bedroom, 1-bath detached accessory unit with kitchen
- Approximately 2,769 sq. ft., including accessory unit
- Detached 2-car garage
- Enchanting gardens certified as a Wildlife Habitat by the National Wildlife Federation
- Almost one-third acre (approximately 12,827 sq. ft.)
- Top-rated Los Altos schools

Offered at \$2,498,000 | 667Cuesta.com



And what a location...

Rancho Shopping Center	0.8 mi	3 min.
Los Altos Village	1.0 mi	3 min.
Cuesta Park	1.0 mi	3 min.
El Camino Hospital	1.3 mi	5 min.
Downtown MV	2.0 mi	6 min.
Highway 85	2.0 mi	8 min.
MV Caltrain	2.7 mi	10 min.
Whole Foods	3.3 mi	11 min.
Trader Joe's	3.5 mi	11 min.
Google	4.5 mi	18 min.
Costco	4.7 mi	14 min.
LinkedIn	4.8 mi	15 min.
Stanford University	6.6 mi	15 min.
Apple Park	6.7 mi	16 min.
Facebook	12.1 mi	25 min.
San Jose Int'l Airport	16.6 mi	34 min.

All miles and times approximate © Pam Blackman 2018



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All square footage and school assignment should be verified by the Buyer.

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Pam@PamBlackman.com
www.PamBlackman.com
License 00584333



INTERO
REAL ESTATE ADVISORS

Just Listed
BY PAM BLACKMAN
TOUR FRIDAY DECEMBER 1, 9:30AM-1:00PM
OPEN SATURDAY & SUNDAY DECEMBER 2 & 3, 1:00-4:00PM



4282 Ponce Drive PALO ALTO

- Updated, end-unit townhome
- 3 bedrooms, office loft, and 2 baths, including main-level master suite
- Approx. 1,777 sq. ft. (buyer to confirm)
- Towering vaulted ceilings in most rooms plus fine wood floors or new carpeting
- Wonderfully spacious living/dining room combination with fireplace
- Beautifully updated granite kitchen with stainless steel appliances
- Upstairs laundry, central air conditioning, and attached 2-car garage
- Large, gated front courtyard, spacious rear yard, plus community pool
- HOA fees of \$530/month
- Acclaimed Palo Alto schools: Fairmeadow Elementary, Jane Lathrop Stanford Middle, Gunn High (buyer to confirm)

Offered at \$1,498,000
4282Ponce.com



And what a location...

Google X Lab	0.1 mi	1 min.
Caltrain	0.7 mi	3 min.
Starbucks	0.7 mi	4 min.
Safeway	0.7 mi	4 min.
Trader Joe's	0.9 mi	6 min.
Highway 101	1.4 mi	6 min.
Costco	1.2 mi	6 min.
Whole Foods	1.1 mi	7 min.
Googleplex	2.2 mi	9 min.
Stanford University	3.3 mi	10 min.
LinkedIn	5.2 mi	10 min.
Facebook	7.0 mi	14 min.
El Camino Hospital	4.5 mi	15 min.
Stanford Hospital	4.9 mi	16 min.
San Jose Int'l Airport	13.7 mi	19 min.

All miles and times approximate © Pam Blackman 2017



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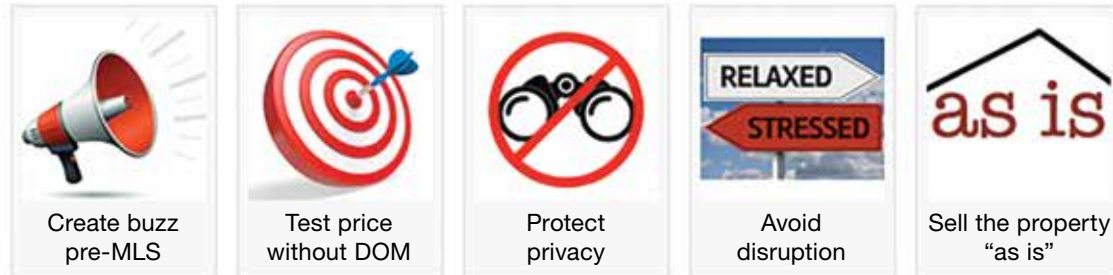


INTERO
REAL ESTATE ADVISORS

TOP AGENT NETWORK



Every property is an off-MLS listing from the moment homeowners tell their agent they want to sell to the day their property goes into the MLS. Whether by word of mouth or through ad hoc meetings, well-connected real estate agents have always mentioned these off-MLS listings to other agents in their area.



GLOBAL REACH

Intero partners with the leading online real estate portals, ensuring your property is marketed to the largest group of consumers possible – here and around the world!

Only Intero is leveraging the largest and most popular social media sites in the world – WeChat and Weibo. These two platforms are heavily used by Chinese buyers, both here and in China, to find real estate information and available properties.



PRICING YOUR HOME

Pam Blackman leverages her market knowledge and experience to help you price your home as competitively as possible. Here are some things she will consider with you:

- How soon do you want to sell your property?
- How does your home compare to others in the area?
- How much will buyers offer?
- Thinking your house is worth “so much more”
- Should you leave room for negotiating?
- What should you think about the first offers that come in?
- Setting the right price

I will help you evaluate your home’s most marketable features and analyze the current real estate market trends in and around your specific neighborhood. Then, I’ll assist you in deciding on a reasonable, realistic, and competitive asking price. My ultimate goal is to gain attention and exposure so that you’ll receive an acceptable offer as quickly as possible.

NEGOTIATING

PAM BLACKMAN IS ON YOUR SIDE

Pam Blackman’s depth, range of experience, and high standards of professionalism are essential elements in negotiating a favorable sale.

You can rely on and trust to remain totally focused on representing you and your best interests when it comes time to negotiate the sale of your home.

Pam Blackman is very knowledgeable about standard contract forms and the kinds of issues involved in negotiating the best price and terms. She is well versed in local, state, and federal requirements that affect the sale of property in your community and provides expertise from start to finish – from qualifying buyers and advising about financing alternatives to assembling a comprehensive and binding contract.

www.PamBlackman.com