



Trusted Real Estate Professional

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KathleenWilsonHomes.com

Kathleen brings to her clients a wealth of skills, experience and professionalism. Born and raised on the Peninsula, her clients have the advantage of being represented by someone who knows and lives in the community. With over 33 years of full-time experience in real estate, Kathleen is consistently in the top 10% of her company, having sold over 1 billion dollars in real estate during her career. She has represented over 400 families in the surrounding areas from sellers to buyers, locally and from around the globe.

Kathleen enjoys spending time with her three children, family, and friends. When she is not with her family and friends, you will find Kathleen at church, volunteering in the community, gardening, and traveling the world.

Kathleen is a valued member of Compass, which is the most sophisticated and technologically advanced real estate firm in the Bay Area. With over 1500 agents, it continually ranks as the #1 company in each of the market places it serves.

Stats

\$1B+

Total sales
to date

500+

Transactions
to date

33

Years
in real estate

Meet Kathleen's Team

As a listing agent, Kathleen brings with her a hand-selected team of experienced contractors, professional advertisers, and marketing experts who have helped her sellers achieve the highest possible price in the minimum amount of time. Kathleen oversees the entire process from start to finish.

Jim Niven and Stan Smith Niven and Smith, a San Francisco based law firm, are well known in their industry, providing weekly tips, quarterly required agent seminars which have successfully educated and prepared the Compass team. Niven and Smith keep Kathleen apprised of all new legal issues in the real estate industry while making sure every transaction is held to the highest standards of practice.

Bob Gerlach, Vice President and Managing Broker Under Bob's leadership, the Compass Palo Alto office has consistently been one of the top producing branches within the company's network of offices.

Crystal Zamora, Transaction Coordinator Crystal is a professional who manages the listing and sales transactions – from clerical support to overseeing the paperwork throughout the process.

Cindie Candau and Susan Bachi, Design Staging, Design/Color Consultants Cindie and Lisa are her go-to pros, who provide premier staging, making her listings show their very best to prospective buyers in the market place.

Matthew Anello, Photographer/Videographer Specializing in real estate photography for over 7 years, Matt has been servicing Kathleen with artistic photographs and custom virtual tours tailored for her listings and syndicated and marketed around the world.

Compass Marketing Supporting Kathleen with designing ads, marketing, and brochures. Our in-house designers are able to combine an innovative approach with Kathleen's view of each property, to maximize the exposure from single-family residences to multi-unit investments.

Castro Landscaping Working side by side with Kathleen for over 20 years, together they design and prepare the garden and hardscape to fit the property and client's budget. Managing the upkeep to setting the beautiful pots, doormats, yard plantings, and trimmings until the day your property closes escrow.

Contractors and Specialists Special tradesmen are handpicked, depending on the project and budget to increase the value of the home.

Satisfied Client Testimonials

"Going on six years later, I am still grateful for how hard Kathleen worked to help me prepare and sell my home. I recently found what I wrote at the time, and I still agree with it today. My property needed some help before it was ready to show at its best. Kathleen made a huge difference in every way possible – she saw what it could be (even more than me), had a team who could make it happen, and put in a very significant amount of work herself to help get it over the finish line even through a couple of surprises. The end result was not only a smooth sale, but one which net me nearly 50% more than the plan I received from another agent." Bruce Klein, Satisfied Seller

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"I, along with my sister were coexecutors on my families trust. We were selling our family home and two other homes in Palo Alto. Kathleen did an outstanding job, she kept us all on track while supporting us individually with our emotional process of letting go. Due to her longevity as a realtor, she troubleshot zoning and building issues beforehand so there were no surprises. We not only had an amazingly smooth transaction but even during negotiations she held strong to get her goal sales price. Lastly, her team of professionals helped prepare our properties to show at their best. Without the flawless team, we could not have had the end result we did. My sister and I felt that she was the best for our three sales and we highly recommend her." Lisa Ingham, Satisfied Seller of 3 Homes

"I have been working with Kathleen Wilson in the real estate market for over 30 years and have done several sales and purchases with Kathleen. Her market knowledge and preparation for each project is impressive. She is an excellent negotiator and businesswoman that will make sure you get the best deal possible. But, most importantly she is a great person with a wonderful view on life. I highly recommend Kathleen for your real estate sales and purchases." Erik Garfinkel, Satisfied Seller, and Buyer

"Kathleen is the reason why we were able to sell our house at a top price and buy our dream house although we were competing with other offers. Kathleen is extremely knowledgeable, professional, and dedicated to her clients. We will work with Kathleen again for our next real estate project." Patricia Moldt, Satisfied Seller

"We were so pleased with Kathleen and her team. Kathleen's years of experience were evident in her attention to detail and knowledge about the market. She helped us to price our home correctly which resulted in a quick sale. She was always available to answer questions and offer guidance. This was our first home sale and we cannot imagine that it could have gone any better!" Dr. Lisa Gordon and Dr. Sean Mackey, Satisfied Seller