

MEET KATHLEEN AND HER TEAM

Kathleen Wilson

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..

The 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 sees the entire process through from start to finish.

Jim Niven and Stan Smith

Niven and Smith, a San Franciscan 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.

Vice President Bob Gerlach - Managing Broker of Palo Alto Office

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

Crystal Zamora - Transaction Coordinator

Newly added to the team, Crystal is a professional who manages the listing and sales transactions - from clerical support to overseeing the paperwork throughout the process.

Cindie Candau & 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/Virtual Tour

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.

Steve Borelli - Design Consultant

Supporting Kathleen with designing ads, marketing and brochures. With over 20 years experience Steve is able to combine 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 clients budget. Managing the upkeep to setting the beautiful pots, doormats, yard plantings and trimmings until the day your property closes escrow.

Contractors/Specialists

Special tradesmen are hand picked, depending on the project and budget to increase the value of the home.



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COMPASS

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SATISFIED CLIENT TESTIMONIALS

"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, President, Palo Alto Concrete & Construction Inc.

"Kathleen is amazing! My wife and I worked with her when we were in Palo Alto / Menlo Park. She is one of the best agents we have ever had the experience of interacting with. Our friends referred her to us - when she was the selling agent for a house they were buying, and they were so impressed with her. We were fortunate to have her as our agent post-that. She is extremely talented.. From knowledge of the market, construction, initiative in tracking down information, a great network, to responsiveness and a wonderful personality to wrap it up, we could not have been happier with Kathleen as our agent. I would refer her any-day to anyone looking to buy or sell a house in the PA area."

~Amit Jain, Head of Asia Pacific, Uber

"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, CCP, Senior Director, Global Rewards at Applied Materials

"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 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, Engineering Executive

"Kathleen helped us sell our Eichler in Greenmeadow and buy our new Eichler in Midtown Palo Alto. She did a fabulous job with both -- helping us to prepare our house to sell, staging the house, giving us great advice along the way, managing all of the details effectively and efficiently, and helping us to buy our new house and fix it up so it was ready for us to move in. She has worked in the Bay Area real estate market for many years - and does a fabulous job! I highly recommend her!"

~Sandra Hirsh, Professor and Director, School of Information, SJSU

"Kathleen helped my wife and I buy our first house, and she was fantastic to us! We loved how she was knowledgeable, thoughtful, and persistent in helping us through a complex process and into a home that was perfect for us and our needs. We met her at an open house, and though we weren't interested in the house, we were impressed by how much she helped us just in a few minutes of interaction. She didn't feel like a salesperson at all, but a caring individual who wants to make sure that this major life decision was done properly. We took her card, and later tracked her down to help us as our agent and were so glad that we did. When my parents were moving to the area, we recommended Kathleen to them in a heartbeat and she helped them find a great place as well. We would definitely recommend Kathleen for her great attitude, spirit, and human touch in a very competitive industry in a very competitive area."

~Alex Egeler, Executive Vice-President, Software and Design Platforms, Aerion Technologies Corporation