



The Key to Home





PING DING

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Where Expertise Meets Exceptional Results

With over 30 years in the U.S., including 12+ years in high tech and 12+ in real estate, Ping Ding brings a rare blend of precision, professionalism, and deep Silicon Valley insight to every transaction. Having lived, worked, and volunteered in Silicon Valley for more than 25 years, she understands the unique character of each neighborhood and the fine points of preparing and selling a home.

Her track record includes over five years at Coldwell Banker Cupertino (top 5% of agents) and earning the prestigious Triple Gold Award at Keller Williams Thrive Cupertino. Clients praise her responsive communication, strong analytical skills, and masterful negotiation. She stays ahead of market trends and keeps a close watch on real estate tax laws and legal updates. With nearly two-thirds of her business coming from referrals and repeat clients, it's no surprise her reviews are all 5 stars.

Ping's results speak for themselves: every listing has sold on its first launch, averaging only about 10 days on market, including several record-breaking neighborhood sales. She has never had a listing cancellation or expiration. For buyers, Ping is disciplined and strategic: she recommends making an offer only when you're truly committed and the data supports the move. Because of this approach, once her buyers enter a contract, often with all contingencies waived in the competitive Bay Area market, their purchases close on time. When the situation warrants, she applies contingencies thoughtfully to protect her clients' interests.

Whether you're buying or selling, Ping's attention to detail and reputation for excellence ensure your goals are met with confidence.

Ping Ding

MEET MY TEAM

Buying a home is one of the biggest decisions you'll ever make-and you deserve a support system that's as committed and capable as you are.

While I'll be your main guide throughout this journey, I'm backed by an incredible team that helps ensure everything runs smoothly behind the scenes. Here are four of the key pros who help make it all happen:

As our broker, Laura Welch plays a vital role in ensuring every transaction runs smoothly and successfully. With her extensive knowledge of contracts, compliance, and local real estate laws, Laura provides an extra layer of expertise and support that directly benefits you as our client. She's my go-to resource for navigating complex situations and ensuring we stay ahead of any potential challenges. With Laura's guidance and oversight, you can feel confident knowing every detail of your home sale or purchase is handled with the highest level of professionalism and care.

LAURA WELCH, BROKER OF RECORD



Kelsey helps equip us with the tools and research we need to stand out in a competitive market. From custom buyer presentations to market snapshots and offer strategy decks, she makes sure you're walking into every home and every offer- with clarity and confidence.

KELSEY WALKER, MARKETING DIRECTOR



Eric is the quiet force behind the scenes who keeps everything running smoothly, so I can stay laser-focused on your home search and negotiations. From scheduling showings to keeping key deadlines on track, Eric helps ensure your buying experience is smooth, strategic, and stress-free.

ERIC BRADLEY, OFFICE MANAGER



Kat Musto Lewis is our Business Consultant, and she's instrumental in helping us deliver an exceptional experience for every client. With her sharp business acumen and strategic mindset, Kat ensures we're always operating at the highest level, whether it's implementing cutting-edge marketing strategies, analyzing market trends, or refining our systems for maximum efficiency.

Her support allows me to stay focused on what matters most: you and your real estate goals. With Kat in our corner, we bring a powerful blend of innovation, strategy, and seamless execution to your transaction.

KAT MUSTO- LEWIS, BUSINESS CONSULTANT





CLIENT TESTIMONIALS

I am truly honored to have had Ping Ding as my real estate agent. Throughout the entire home-buying process, she demonstrated exceptional professionalism, dedication, and a thoughtful, caring attitude that ultimately helped us find our ideal home.

From the very beginning, Ping took the time to thoroughly understand our needs and budget, patiently listening to every detail. Whether it was offering insightful advice, analyzing the market, or coordinating home viewings, she handled everything with great efficiency and care. Whenever a new listing came up, she promptly informed us to ensure we never missed a good opportunity. Throughout the process, she consistently prioritized our best interests. She never pressured us, but instead gave us the time and space we needed to make informed decisions.

Ping is not only highly skilled and knowledgeable about the market, but also incredibly sincere and attentive. She truly puts herself in her clients' shoes. In what can often be a complex and stressful process, she guided us step-by-step, answered all our questions promptly, and ensured everything went smoothly from start to finish.

Meeting Ping Ding was one of the best things that happened to us during our home-buying journey. I wholeheartedly recommend her to anyone looking for a trustworthy, professional, and genuinely caring real estate agent. I am confident she will bring peace of mind and satisfaction to many more clients.

- Lilly Z.







kw
Where Entrepreneurs Thrive

Home to the
dreamers, the doers,
the entrepreneurs



OUR COMPANY VALUES AND COMMITMENT

Keller Williams, founded 40 years ago by Gary Keller, is now the world's largest real estate franchise by agent count, with a presence in over 55 regions, more than 1,100 offices, and over 191,000 agents globally. The franchise is also No. 1 in units and sales volume in the U.S.

At Keller Williams, we believe in building careers worth having, businesses worth owning, and lives worth living. Our mission is driven by a commitment to excellence, integrity, and a culture of collaboration that empowers agents to deliver exceptional service and achieve their highest potential. What sets us apart is our agent-centric model, innovative technology, and deep local expertise combined with unmatched global reach. We're not just about real estate; we're about creating opportunities, fostering communities, and changing lives—one home at a time.

#1	Keller Williams	Volume : \$439.6 Billion Transactions : 1,047,548 Agents : 169,266	\$439.6B
#2	Coldwell Banker	Volume : \$294.7 Billion Transactions : \$608,728 Agents : 94,863	\$294.7B
#3	Re/Max	Volume : \$291.6 Billion Transactions : 781,377 Agents : 58,719	\$291.6B
#4	Compass	Volume : \$228.0 Billion Transactions : 210,365 Agents : 28,232	\$228.0B
#5	Sotheby's	Volume : \$146.8 Billion Transactions : 132,230 Agents : 22,257	\$146.8B
#6	Berkshire Hathaway	Volume : \$146.8 Billion Transactions : 310,235 Agents : 22,257	\$146.8B
#7	EXP	Volume : 228.0 Billion Transactions : 397,138 Agents : 74,041	\$159.1B

HEADLINES & AWARDS

- 2024 Inman Innovator Award
- 2024 Real Trends Verified
- 2024 Top Franchise for Women
- 2023 Culture100 Award
- 2023 Tech Trendsetters
- Americas Best Employers for Diversity 2023
- Worlds Best Employer 2022
- America's Best Customer Service 2022
- America's Best Employers for Women 2021
- Top Global Franchises 2021
- Top Companies of 2021
- America's Best Employers for Diversity
- America's Best Employers for New Grads 2021
- T3 Sixty Real Estate Almanac Enterprise Rankings



1 Discovery Consultation

We begin with clarity, discussing your goals, must-haves, timeline, and how I'll support you at every stage. This is where strategy meets dreams.

2. Financial Preparation

You'll get pre-approved through a trusted lender, so we know your exact buying power and are positioned to move quickly and confidently.

3. Curated Home Search

Forget endless scrolling. I'll hand-select homes that match your lifestyle, needs, and future plans. We'll tour with purpose and perspective.

4. Pre-Offer Due Diligence Review

I'll help you carefully review all disclosures, investigate potential concerns, and communicate with the listing agent to ensure your purchase is a sound investment, avoiding any unwanted surprises down the road.

5. Crafting the Right Offer

When it's time to make your move, I'll guide you in writing an offer that's competitive, compelling, and aligned with your comfort.

6. Strategic Negotiation

Whether it's price, terms, or repair requests, I'll advocate for your interests while maintaining professionalism that keeps deals together.

7. Offer Accepted & Escrow Begins

Once accepted, we'll enter escrow and manage key deadlines. I'll keep you informed, on track, and feeling calm throughout.

8. Inspections & Appraisal

I schedule inspections and appraisal, interpret results, and negotiate repairs or credits as needed- so you can decide with clarity.

9. Final Loan Approval

Your lender completes underwriting and gives the green light for closing. I'll coordinate with them to ensure a smooth finish line.

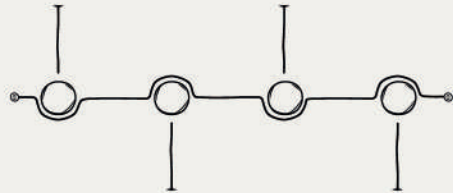
10. Final Walkthrough

We do a last check of the property to ensure it's in the agreed-upon condition before we close.

11. Closing & Keys

You sign, you smile, you get the keys. This is more than a transaction, it's a new chapter. And I'm here for anything you need, beyond the close.

LET'S GET YOU HOME



Step 1 : Discovery Consultation & Property Walkthrough

We'll start with an in-depth conversation about your goals, must-haves, timeline, and budget. I'll walk you through what to expect at every stage and tailor our strategy to match your lifestyle and buying goals.

Step 2 : Financial Clarity & Pre-Approval

I'll connect you with a trusted lender (if you don't already have one) to get pre-approved. This gives us a clear picture of your buying power, so we can move quickly and confidently when the right home comes along.





Step 3: Curated Property Search

Forget endless scrolling. I'll help you focus on homes that align with your lifestyle, priorities, and preferences. You'll get early alerts, off-market options, and private tours scheduled around your availability.

Step 4. Due Diligence Review

I'll analyze all disclosures in detail, raise any red flags, and provide guidance backed by relevant comparables and market data. I'll also conduct background research on the property and communicate with the listing agent to ensure your purchase is a sound investment, minimizing risks and avoiding costly surprises later

Step 5: Crafting a Competitive Offer

When you're ready to make a move, I'll guide you in writing an offer that's smart, compelling, and aligned with both your goals and the market. I'll stay in close communication with the listing agent to position your offer strategically, and I'll explain contingencies, timelines, and everything in between, so you feel empowered, not overwhelmed.



**FROM OUR FIRST TOUR TO
HANDING YOU THE KEYS, I
TREAT YOUR PURCHASE LIKE
IT'S MY OWN- WITH CARE,
STRATEGY, AND A CLEAR PLAN.**

Step 6: Strategic Negotiation

I'll negotiate on your behalf, whether it's price, terms, or credits, while protecting your interests and keeping things moving forward. Once accepted, we'll open escrow and start the formal purchase process.

Step 7. Offer Accepted & Escrow Begins

By the time your offer is accepted, you've likely already reviewed seller disclosures and reports. Now we move into any additional inspections or due diligence you'd like to perform. I'll help you understand results, guide decisions, and negotiate repairs or credits if needed, all while protecting your best interests.

Step 8. Inspections & Appraisal

I'll coordinate inspections and the appraisal, review results with you in plain language, and flag any red flags. Using market data and comps, I'll help you decide on next steps and negotiate repairs, credits, or adjustments, while keeping close communication with the listing agent to protect your position.

Step 9. Final Loan Approval

You sign the final docs, the transaction closes—and the keys are yours! I'll be right there with you to celebrate, answer last-minute questions, and support you long after move-in day.

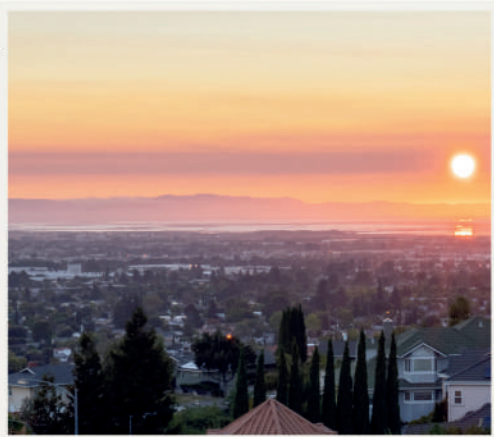
Step 10. Final Walkthrough

You sign the final docs, the transaction closes, and the keys are yours! I'll be right there with you to celebrate, answer last-minute questions, and support you long after move-in day.

Step 11. Closing & Keys



GETTING CLEAR ON WHAT MATTERS MOST



The more I understand your lifestyle, preferences, and must-haves, the better I can guide you to a home that feels just right. Your insights help shape our search- so every step is tailored to you.

- ◆◆ What does your ideal day at home look like?
- ◆◆ What are your non-negotiables in a new home?
- ◆◆ Which neighborhoods or areas do you feel most drawn to?
- ◆◆ What kind of community do you want to live in? (quiet, walkable, family-friendly, etc.)
- ◆◆ Are there any deal-breakers I should know about?

From the morning light in your dream kitchen to the perfect spot for your dog to nap- those little details help us find a home that truly fits your life.





LET'S TALK ABOUT YOUR NEXT CHAPTER

Before we dive into the market, I want to understand you. What's motivating this move? What does your ideal home look and feel like? The better I understand your priorities and your timeline, the more focused and effective our plan will be.



Step 1 : Your Why

What's inspiring your move? Is there a lifestyle shift or goal driving the decision?

Step 2 : Your Timeline

Is there a specific date you need to be moved in by or are we open to the right opportunity?

Step 3 : Your Concerns

Are there any concerns or roadblocks you're anticipating in this process?

As your real estate advisor, my top priority is helping you make a move that supports your life, not just your location. Understanding your unique journey helps us navigate with clarity, confidence, and purpose.

Ping Ding.

Understanding your journey so we can move forward with intention.

THE BUYER BROKER AGREEMENT: WHAT IT MEANS FOR YOU

Due to the NAR lawsuit settlement, a Buyer Broker agreement form is required to be signed effective ASAP between both parties for fair representation.

It is our policy to have you consent to me representing you as your agent before we start looking at homes. By signing this you are just agreeing to that.

A New Rule That Protects You

Starting January 1, 2025, buyers must sign a Buyer Broker Agreement before working with an agent. This law was created to protect you by making sure you have a clear agreement with your agent about what to expect.

How It Benefits You

Think of this agreement as your home-buying advantage, it guarantees:

- A dedicated agent working for YOU, not the seller.
- Full transparency on services, responsibilities, and commissions.
- Priority access to off-market and exclusive listings.
- Expert negotiation to get you the best deal.

Why It Matters

This isn't just paperwork, it's peace of mind. It ensures you get the highest level of service and protection throughout your home-buying journey.

Let's Make It Official

I'm here to guide you, negotiate for you, and help you win in today's market. Let's review the details together and take the next step toward finding your dream home!



VISIT US ONLINE



YOUR HOME MATTERS

Real estate isn't just my profession, it's my purpose... Rooted in a lifetime of service and a deep love for this community. Whether you're buying your first home, selling a family property, or simply exploring what's next, I'm here with the experience, heart, and local insight to guide you every step of the way. My goal is to make the process feel personal, informed, and empowering. Let's navigate this chapter together- and build a future you feel proud of, right here in the place we both call home.

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