

Résumé:

## Stefan Walker

StefanWalker.com

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### Work Experience:

Feb 2018 – present

**Keller Williams Bay Area Estates** Saratoga, CA / Los Altos, CA

- Broker-Associate, 25+ years of experience in marketing and sales of residential real estate – luxury homes, investment property, and land
- Past Sales Manager, Saratoga office

Dec 1999-Feb 2018

**Alain Pinel Realtors** Saratoga, CA / Los Altos, CA

- Member of Alain Pinel Realtors President's Roundtable, the firm's highest award for production, comprised of the top 5% of all agents company-wide
- Diamond Certified Award from American Ratings Corporation for excellence in customer service with one of the highest satisfaction ratings ever recorded

Feb 1994-Dec 1999

**Contempo Realty, Inc.** Cupertino, CA

- Member of Contempo Realty Platinum Circle, the firm's highest award for production
- 1994 Rookie of the Year award

Jul 1992-Jan 1994

**Apple Valley Realty** Sonoma, CA

Jul 1989-Jun 1992

**IBM** San Jose, CA

- Financial Analyst

### Licensing:

October 15, 2003

**License No. 01137925** California Department of Real Estate

Issuance of Broker License

July 29, 1992

Issuance of Salesperson License

### Education:

1986-1989

**Santa Clara University** Santa Clara, CA

BS in Commerce, Finance

- Cum Laude Graduate
- Beta Gamma Sigma Honor Society
- Sigma Phi Epsilon Fraternity

References available upon request.



## Stefan Walker

Stefan is driven by the belief that he has an obligation to each of his customers to help them make the best possible real estate decisions. He recognizes that his success is not measured by sales volume alone, but more importantly by successfully helping clients navigate one of the largest and most complex business transactions they will encounter. He stresses integrity and honest communication from the initial consultation through final closing and beyond.

Stefan has lived in Silicon Valley his entire life. With a BS degree in Business Finance from Santa Clara University and additional training in negotiation, contracts, and disclosures, he is considered by clients and colleagues alike as one of the leading real estate professionals in the Bay Area. As such, he is often consulted by the media regarding local real estate market trends. Stefan has been a Realtor since 1992 and has achieved many milestones during his career:

- He has been a top-producing agent for years, consistently ranked in the top 1% of Silicon Valley agents
- He is a licensed real estate broker (a designation achieved by only approximately 15% of all agents), and as such has obtained superior experience and expertise, and is held to a higher standard of care
- He has achieved the prestigious “Diamond Certified” award from American Ratings Corp. for excellence in customer service (one of only a few South Bay Realtors to do so) with one of the highest customer satisfaction ratings ever recorded, based on direct input from past customers

Although business success is important, Stefan’s primary objective is to provide his clients with the highest quality real estate service available. “My approach to my work is simple,” he says. “I treat people the way I would like to be treated in the same situation. I honestly care about the people I represent, and feel it is my job to get them the best deal possible and make sure their interests are protected. For me, the exciting part of the job isn’t getting paid, it’s knowing I did the very best for my client. That’s why I treat each listing and sale as if it were my own personal transaction.”

Stefan’s unwavering commitment to protecting his clients’ interests is reflected in the majority of his business coming from repeat customers and recommendations from past clients.

### **Professional Philosophy**

Your house is one of your most important financial investments. As importantly, it is where you live *every day*. Buying or selling your house is a process that should be positive and exciting. I will help you find a house just right for you at the ***best possible price***, or sell your house at the ***highest possible price***.

My value is in negotiating the ***best price*** for you and in making sure you never leave any of your money on the table. My goal is to do such a great job for you that you will never want to buy or sell another house without me. I want to be in your real estate life forever!

### **Professional Affiliations**

Member: Silicon Valley Association of Realtors

Member: California Association of Realtors

Member: National Association of Realtors

### **Education**

Santa Clara University                      B.S. in Commerce, Finance – Cum Laude Graduate, 1989

Cal BRE Continuing Education        1992 – present

Additional ongoing training in negotiation, contracts, disclosure

### **Personal Background**

Stefan is a Silicon Valley native, born at El Camino Hospital and raised in Sunnyvale when orchards outnumbered tech campuses. He knows the Valley like only a native can. He comes from a real estate family, several generations deep of professional Realtors and real estate investors who own both residential and commercial property in Silicon Valley. Stefan bought his first house as a 21 year-old college student and has been a full-time Realtor for more than half of his life. He believes in a consultative sales approach, high-tech marketing, aggressive negotiation, high-touch service, and unwavering commitment to his clients. Stefan lives in Sunnyvale with his wife, two teen-agers, and one goofy dog in the same neighborhood he grew up in, around the corner from the house that his parents still call home. When not busy with real estate, Stefan enjoys relaxing with family and friends, hitting the gym, reading, and travel.