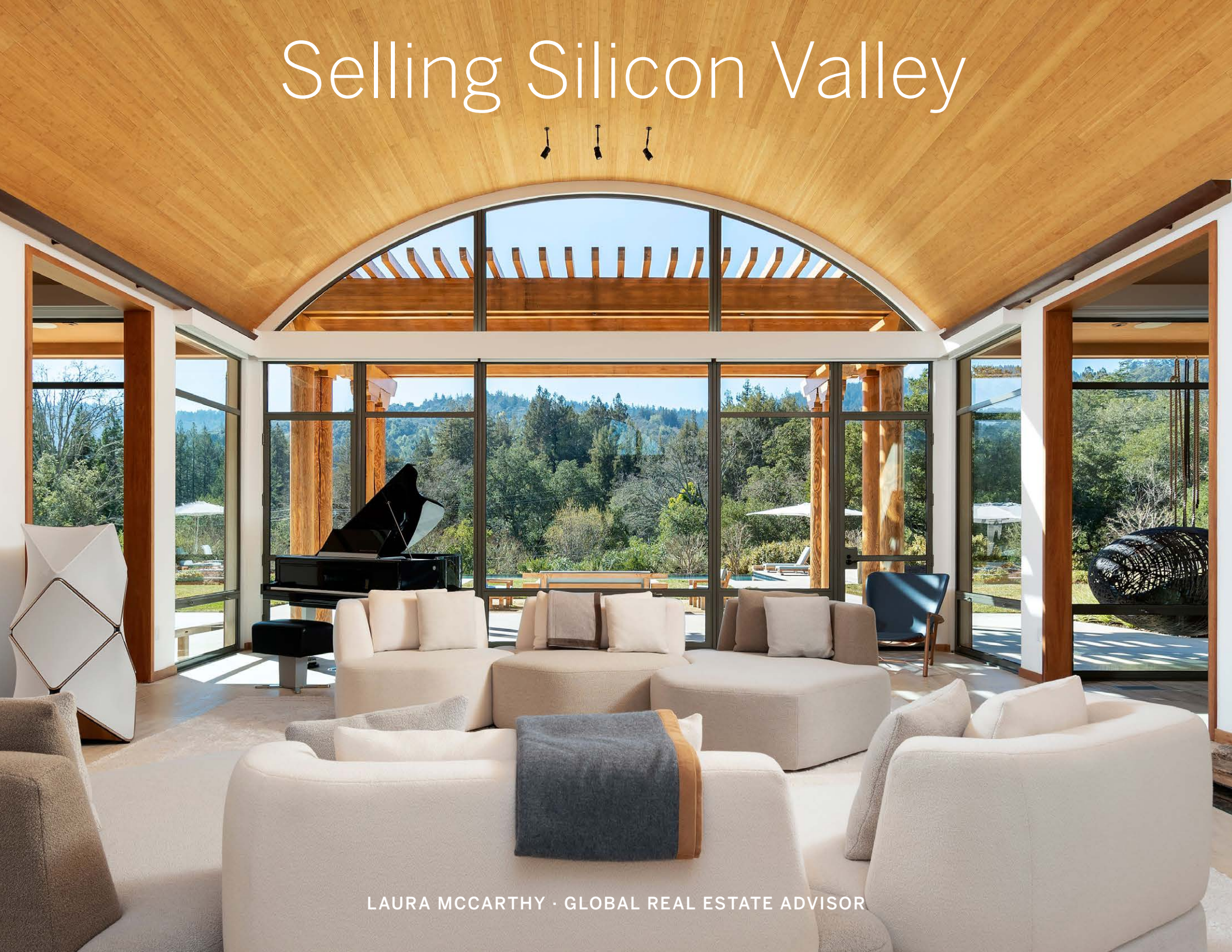


# Selling Silicon Valley



LAURA MCCARTHY · GLOBAL REAL ESTATE ADVISOR

# Laura McCarthy: Silicon Valley Realtor®

Having moved to the Bay Area from the East Coast as an adult, I know what it's like to go through a cross-country transition. And having lived here for over 30 years, raising two sons with my husband in Los Altos, I also know what it's like to settle in and get comfortable in a wonderful place, and then to leave it. None of these changes are easy, but each comes with its own possibilities and opportunities. It's a privilege to be a part of the journey.

## **RELATIONSHIPS COME FIRST**

As a global real estate advisor, the people part of the business energizes me the most — I love surrounding myself with exceptional human beings. My clients are exceptional, as are the people that make up my extensive team of go-to resources: from lenders to landscape designers, and from architects to investment advisors. A career in the fast-moving fashion industry taught me that agility is helped most by careful preparation, and by having a deep bench of trusted resources.

## **GLOBAL REFERRAL PARTNER**

This truly is an international business: buyers come to the Silicon Valley region from around the world, and my clients here have interests in far flung places. I take pleasure in serving as their trusted advisor, and in serving as a referral partner for the best agents, wherever they may work. In addition to the Sotheby's International Realty global network and my extensive Bay Area network, I am a member of REALM Global, an exclusive invite-only community for top luxury agents across the globe.



# Representative Transactions



## 1005 Mountain Home Road, Woodside

8,750 sq ft · 5 beds · 8 baths  
\$23,625,000 USD (SOLD OFF MARKET)



## 30 Belbrook Way, Atherton

12,303 sq ft · 5 beds · 5 full baths · 2 partial baths  
\$21,980,000 USD



## 13936 Fremont Pines Lane, Los Altos Hills

8,491 sq ft · 6 beds · 6 full baths · 2 partial baths  
\$8,798,800 USD



## 549 Sleeper Aveue, Mountain View

3,186 sq ft · 4 beds · 3 full baths · 1 partial bath  
\$4,800,000 USD



## 1455 Arbor Avenue, Los Altos

2,995 sq ft · 5 beds · 4 full baths · 1 partial bath  
\$4,700,000 USD

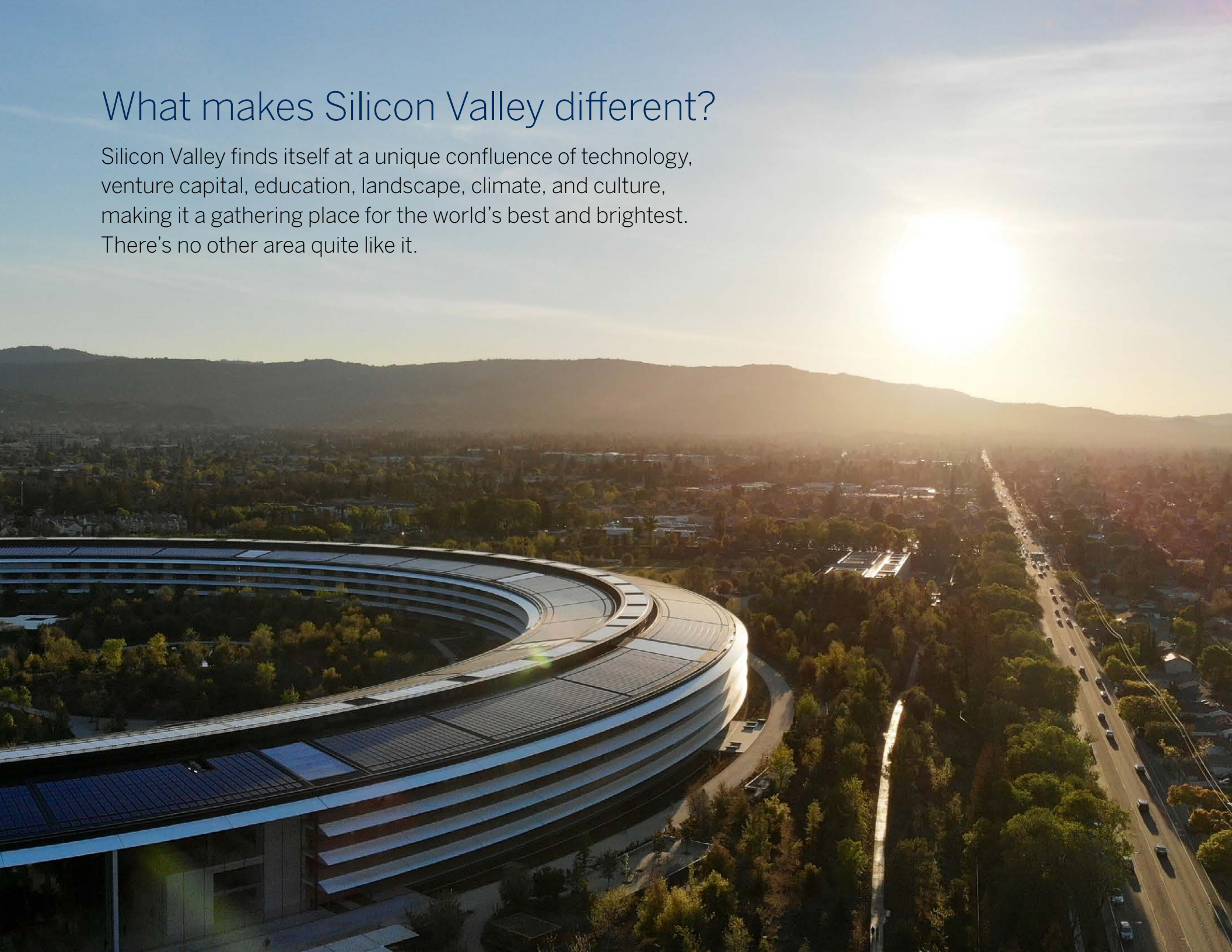


## 134 Ohlone Court, Los Gatos

2,514 sq ft · 4 beds · 2 full baths · 1 partial bath  
\$3,350,000 USD

# What makes Silicon Valley different?

Silicon Valley finds itself at a unique confluence of technology, venture capital, education, landscape, climate, and culture, making it a gathering place for the world's best and brightest. There's no other area quite like it.





# Owning a home in Silicon Valley

Silicon Valley has been a popular place to live and work for many years and a consistent global real estate market leader.

Definitions vary slightly, but Silicon Valley is traditionally thought of as stretching from the Santa Clara Valley up the San Francisco Peninsula toward the iconic city to the north. Each city and neighborhood has its unique features and attractions.

High demand for Silicon Valley property from buyers all over the globe has made buying a home in the area a wise long-term investment for many who have purchased here. Competition for limited inventory has kept upward pressure on prices for many years.

# We will take care of you

I am personally involved with every client relationship and every transaction, directly managing all facets of the process. I have a strong support team that allows me to focus on what matters most: giving your clients an excellent experience and treating them just like you would.

## STANDARD OF CARE

Because I care deeply about my clients, I can't help but play the long game. Some might be tempted to push an unwise purchase to get a quick commission, but I'm never afraid to tell clients "no" when what they think they want is not in their best interest. Whether I'm helping a CEO with a \$20 million dollar listing or a first time home buyer just entering the market, my clients get my full attention and my best advice.

## LISTING PREPARATION

My deep bench of great people help with all aspects of preparing a home to give it the best chance of a successful sale. We handle everything from beginning to end: clearing, cleaning, upgrades when warranted, staging, and marketing.

## THE BENEFIT OF EXPERIENCE

This is not my first rodeo. Knowing that I've been around the block a few times gives my referral partners and their clients peace of mind. In addition to being a certified Ninja agent, I am a member of REALM — a group of 500 top luxury producers from 40 states, 12 countries, and 110 different brands. I've been in the top 1.5% of the RealTrends list since 2020.

## A HEART TO HELP

I love sharing my knowledge and experience with people who are new to the San Francisco Bay Area. I also love giving of my time to help our community be a better place, I make a donation in the name of my clients to Habitat for Humanity for every closed transaction. I've served on the local board of Habitat for Humanity for 4 years.



## Laura McCarthy

650.269.1609 · l.mccarthy@ggsir.com  
Lic.# 01895605

## JAN 2020-JUL 2023 PRODUCTION

Average days on market: 19 days  
Average % over list price: 12%

Sales range: \$510K - \$23.65M  
Average sale price: \$3.2M  
Total sales volume: \$106M

# My team



**Brenda Chang**

*Transaction Coordinator*

Brenda has held a California Real Estate License for 20+ years. Her education (MBA from University of San Francisco) and extensive experience help every transaction close smoothly.



**Ash Yambao**

*Marketing Assistant*

Ash keeps my marketing efforts consistent, increasing my reach and the exposure that my listings receive.



**Erik Jacobsen**

*SVP of Marketing & Education*

*Golden Gate Sotheby's International Realty*

Erik consults on strategic marketing efforts to help each listing reach the right audience and collaborates on special projects.



**Alyssa Myers**

*Marketing Coordinator*

*Golden Gate Sotheby's International Realty*

Alyssa helps coordinate listing presentations and listing marketing efforts to help me and my listings look great.



**Phong Giang**


*Senior Graphic Designer*


*Golden Gate Sotheby's International Realty*


Phong works his magic to help outreach efforts look wonderful.


**Contact Laura:**



 [LauraMcCarthyProperties.com](https://www.LauraMcCarthyProperties.com)

 @lauramccarthyproperties

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Global Real Estate Advisor

650.269.1609

[l.mccarthy@ggsir.com](mailto:l.mccarthy@ggsir.com)

Lic.# 01895605

[lauramccarthyproperties.com](http://lauramccarthyproperties.com)

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