

January 2019

Silicon Valley's Real Estate Market Dominated by Ten Savvy Power Women

Los Gatos, CA January 25, 2018 - Ten powerhouse professionals are dominating the Silicon Valley real estate market. The group, all operating together under a single brokerage, grossed \$362M in residential sales, earning a combined income of nearly \$7M in commissions in 2018. Despite being each other's competition, the women achieve consistent success through deliberate collaboration and intentional team building, leveraging their individual strengths, closing their respective knowledge gaps, and rising together as a group.

Boasting an average 18 years of real estate expertise, the women, Julie Wyss, Julie Davis, Denise Myrick, Nicki Banucci, Barbara S. Werner, Kelley Solberg, Jackie Miano, Denise Carr, Shannon Rose, and Cristina Gonzalez, are well-equipped to provide world-class service to their Silicon Valley real estate clients, a client base comprised of some of the most brilliant minds and recognizable names in the world.

While working in a big-ticket real estate market certainly doesn't hurt their odds of success, these accomplished women have the mindset to triumph wherever they go. Those who didn't venture directly into real estate as a first career enjoyed a spectrum of high-powered positions working with some of the most influential companies in Silicon Valley. Careers in tech, venture capital, product development, program and project management, business management, and sales and marketing provided strong foundations for each woman to build her own rock-solid real estate business.

"This is a group of highly driven women," says Denise Carr. "By exchanging business ideas, new processes, and assessing business obstacles together, we are able to share solutions and gain new insights into how each woman in the group is achieving success. Thinking big collectively helps us incorporate new methods into our business practices and break through to new levels."

The women are in constant communication via a seemingly ongoing group text. Through this medium, they share strategies, recommend vendors, celebrate successes, and generally support each other throughout the day. "The sharing of information is powerful," says Denise Myrick. "There have been countless discussions on how to handle a situation within a transaction, or tactics for a listing presentation against a competing broker."

Compassion and sharing are important to the group, but there's also a hard-driving intent to succeed running through each woman's veins. During a recent top producer's event in Lake Tahoe, the group was checking out of their hotel when one of the women received a phone call. When she mentioned to the group that she'd be competing with another area expert for a \$2M equestrian listing, the women immediately pitched in to help.

Julie Davis explains, "Standing there was a group member who lived in the neighborhood. I suggested they work together to defeat the other agent. Without hesitation, the two were instantly planning as the rest of us continued to check out of the hotel. MAGIC is what I call that!"

The group works hard, but they have their fun, too. In addition to working together, the group travels for pleasure, shares fitness activities, and enjoys a good bottle of wine. In fact, sharing a toast at Happy Hour is their favorite way to wind down together after a day of heavy competition in Silicon Valley's hot real estate market. "Our group is so great because there are a few key women that are incredibly outgoing and robust, so it's always alive, funny and vibrant," says Julie Wyss. "There are also a couple of women who are so honestly open and looking out for the good of all that together, we create a balance. A synergy."

So how did this group of indomitable women come together in the first place? Kelley Solberg explains, "I joined Keller Williams Bay Area Estates as an ownership partner in 2013. Shortly after our business planning course at the end of that year, I looked around and saw a few other women in our office that were driven, professional, and looking to build their businesses. I invited a small group of them to meet at La Rinconada Country Club, bring their business plans, and brainstorm on Lead Pillars. What was working, what wasn't, how we could support each other in areas where we were strong and others lacked. It was an awesome afternoon that was the foundation of our group."

Jackie Miano adds, "When we conduct our group meetings there is no judgment, only support and helpful nurturing as I believe women do best. We are all each other's cheerleader!"

When asked for words the group might share with other women trying to make it work in their own offices, there was no shortage of sage advice.

- "Leave your ego at home. Open your ears, heart and mind to learning, sharing and growing," says Barbara S. Werner.
- "Listen Deeply. Work to create an environment where communication is open, honest, and respectful," says Cristina Gonzalez.
- "Never try to change a team member. Instead, embrace them for who they are and work with their strengths," advises Shannon Rose.

These women have redefined what it means to succeed in the workplace. By being clear in their intentions, committing to each other's growth, and actively pursuing their dreams, they're designing the lives they want to live and building a legacy for future generations.

Nicki Banucci sums it up well, "I'm only going to live once. I want it to be an awesome life. I want to have amazing friends, mentors, partners. And that is what I have in this group."

Editor's note: Denise Carr was recently recruited by Compass to launch its first Los Gatos office.

About the Power Women (bios and contact info):

Media kit attached.

About Keller Williams Bay Area Estates:

KWBAE is comprised of dynamic professionals providing luxury home expertise, innovative real estate strategies and decades of negotiation skills dedicated to buyers and sellers in both the residential and commercial markets.

About Compass:

Compass is a real estate technology company with a powerful end-to-end platform that supports the entire buying and selling workflow. We deliver an incomparable, seamless experience to both agents and their clients all in service of the Compass mission: to help everyone find their place in the world. Founded in 2012 by Ori Allon and Robert Reffkin, Compass is the fastest-growing real estate technology company and operates in more than 80 cities. Learn more and find your place at compass.com/careers and agents.compass.com.

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Silicon Valley Power Women

Bios • Contact Info

Cristina Gonzalez

Cristina has been a top-producing residential Realtor serving Silicon Valley since 2006 and is ranked top 2% in Santa Clara County with transactions totaling over \$100M. Cristina's constant commitment to her clients is what motivates her. She works with each client individually, taking the time to understand their unique needs and lifestyle to help them make the right moves. A client-first philosophy has always been her approach--it requires her to continually improve her skills and ways of doing business. Whether buying or selling, or simply inquiring about Real Estate, you will find out about Cristina's in-depth knowledge of the Real Estate market. She familiarizes herself with hyper-local inventory, following market trends closely, a fierce negotiator, and building solid relationships with her peers, knowing that these are the elements for client success. She procures the right team of lenders, inspectors, stagers, and contractors to ensure the best real estate experience possible.



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Silicon Valley Power Women

Bios • Contact Info

Denise Myrick

Realtor Partner

"With 20+ years project management skills, my goal is to help my clients find the best solutions for their real estate needs."

As a member of the Myrick Estates Team, Denise Myrick specializes in all aspects of residential real estate in Santa Clara County. After spending 22 years in the high tech industry, Denise has crafted her six-year real estate career around her enjoyment of architectural design, colors and textures, materials, floor plans, etc.

As Denise works with each client, she believes each project is a unique puzzle that needs solving, sometimes with limited pieces! Denise adheres to the motto of transforming lives through real estate.



Denise Myrick
CalBRE License #01900698

Building Relationships

With clients, Denise says the relationship/connection is very important. With good communication, honesty, helpfulness, no-pressure strategy, patience and empathy. Her goal is to help her clients solve all their real estate needs. Whether buying or selling, referring vendors to repair or upgrade their home, advise on community, or provide information on their local market, schools, and community, Denise is with them every step of the way.

Rooted In The Community And Giving Back

Denise is currently an active member of the Almaden Valley Women's Club, helping organize the only non-profit run South Bay Area Art and Wine festival which supports non-profit organizations, schools and merit-based scholarships. She also serves on the KW Culture committee supporting local fundraisers throughout the year, and is involved in her church on the hospitality committee, volunteering in need-based activities like serving the homeless, sponsoring fundraisers and activities.

The Team Approach

As a big supporter of the real estate team approach for her business, Denise has always been a team player, whether in sports, on school projects, with friends and at work. She believes that teams are important as everyone can focus on their particular strengths.

Denise is a member of the Keller Williams Bay Area Estates Agent Leadership Council, a position similar to a corporate board of directors. The vision of the ALC is to protect and enhance the vitality of the company's culture and profit sharing system.

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Silicon Valley Power Women

Bios • Contact Info

Julie Davis

Trusted & Preferred

- * 15 Years of Extensive Real Estate Experience
- * \$37 Million in Sales in 2016 in Silicon Valley
- * Top Producing Realtors past 14 years
- * 3 Million Dollar Club Monthly at Keller Williams
- * International Relocation Specialist
- * USC graduate: Business major, Entrepreneurship minor
- * Master Negotiator
- * Continual Legal and Real Estate Education to benefit my clients.
- * Customer Service Oriented
- * Respected Reputation among Real Estate Peers
- * Ratified a real estate contract at midnight in her pajamas



Julie Davis
CalBRE #01445554

WHY CHOOSE JULIE

Respected by her peers, Julie lives for her clients. Having been raised in the Bay Area Julie lives for the thrill of real estate as well as for her customers. She has 15+ years of extensive Real Estate experience with over \$37 million+ in sales each year. She is a graduate from USC with a Bachelor of Science in Business and a minor in Entrepreneurship. With her constant legal and real estate education, she pushes her knowledge to the next level while never forgetting why she is hired in the first place: To Be a Master in Industry for Client's most important, emotional and bigger decision of their lives.

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Silicon Valley Power Women

Bios • Contact Info

Kelley Solberg

Dedication to Service

With over 16 years of Real Estate experience, Kelley's top priority is providing exceptional service and delivering outstanding results to every client. As an Ownership Partner at KW Bay Area Estates (Los Gatos/San Jose), KW Coastal Estates (Carmel/Monterey), KW Saratoga, and KW Los Altos, she utilizes her business acumen along with her unwavering enthusiasm and commitment to serve her clientele. Kelley is vested in the success of her organization and the benefits that the expanding resources have to offer.



Kelley Solberg
CalBRE License #01359475

Background and Education

Kelley was born and raised in Corvallis, Oregon and is a second-generation Realtor. She holds a BA in Marketing with an emphasis in International Business and Spanish from Santa Clara University. Kelley's formal education coupled with her passion for real estate are the perfect mix for the most successful transaction experience for all of her clients.

Promise and Execution

Successful transactions are grounded in strong communication. Kelley is guided by integrity, honesty and years of experience. She proactively coordinates, negotiates, and navigates today's market for buyers and sellers. Kelley has built a legacy of satisfied clients in Santa Clara County by confidently leading them through their real estate process. She strives to ensure that her clients are comfortable and thoroughly informed at every step, no matter how complex the real estate transaction.

Beyond Real Estate

Outside of work, Kelley enjoys everything outdoors – running, hiking, biking, and beach, exercising, exploring and traveling. She is devoted to her family (husband and three young children) and loves spending time with them.

Kelley believes that "A house is not a home because of its room dimensions or the color of its walls. A home is how you feel when you walk through the front door, the way you can instantly envision your life there. This process to find your home is about more than real estate. It is about your life and your dreams. It is my passion to help you."

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Silicon Valley Power Women

Bios • Contact Info

Denise Carr

As a lifetime resident of Los Gatos, Denise has extensive experience to meet your needs in the competitive real estate market of Silicon Valley. She has successfully closed countless transactions, including those representing buyers, sellers and relocation. Additionally, her unique understanding of renovation, building, and return on investment have prompted investors to seek her expertise for both short-term and long-term investment strategies. She has solidified her reputation as a skilled agent by providing 18+ years of exceptional client service, professionalism and loyalty. Denise's competitive advantage rests in her effective communication and negotiation abilities, as well as her determination and win-win attitude.



Denise Carr
CalBRE#01329583

Denise attended San Jose State University with a minor in Business and conducted clinical research through Stanford University. Prior to Real Estate, Denise spent 15 years as a Business Consultant for major Fortune 500 companies. She continually applies her business experience to each transaction.

Denise is a native of Los Gatos where she currently resides with her family.

AWARDS & CERTIFICATIONS

- KW Top 20m+ Producer Award 2018
- KW Bay Area Top Individual GCI 2016
- KW Bay Area Top 10 Sales 2016
- KW Top Agent in Volume Q4 – 2014 & 2015
- KW Bay Area Top Individual Production for Volume 2014
- KW Northern California Top 10 in Production 2014
- KW Bay Area Top Individual Growth 2014
- KW Luxury Homes Certification

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Silicon Valley Power Women

Bios • Contact Info

Nicki Banucci

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Why be stressed out when you can have us take on the stress for you? Our unique and simple step-by-step operational processes keep things in order, and the chaos of real estate on my shoulders instead of yours. My team specializes in Residential Home sales anywhere in Santa Clara County, from Luxury Homes to Condo's and everything in between. You'll appreciate the fast response time and attention you receive. Honesty is #1 in my book. We're not here to sugarcoat the facts for you. Our goal is to get your home sold or get you into the home of your dreams. If my team is unable to help you achieve that, we will let you know up front.



*Nicki Banucci CalBRE
License #01405054*

As a Resident of the Bay Area since 1982, and a licensed full-time Realtor since 2003, I have a strong knowledge of the area to help you buy or sell a home. With my 25+ years in the Customer Service industry negotiating millions of dollars in sales, plus continually in the top 10% in Sales, feel assured you have a good team taking care of you. Combining the strength of each member of my team's personalities, plus different backgrounds and areas of expertise, my team is here to address all of your needs. We are ready to help and guide you when you are ready. At that time, our energy and enthusiasm goes to work for you, and we don't rest until we know our job is finished to your satisfaction. If we don't know an answer to your question, we'll find you the answer!

My Specialties: Luxury Home Sales, Residential Home Sales, Investment Properties, 1st Time Home Buyers, Buyer & Seller Residential

My Designations: REALTOR®, RCC, Certified New Home Specialist

My Service Areas: santa clara | san jose | campbell | cambrian | willow glen | los gatos | saratoga | sunnyvale | mountain view | cupertino | milpitas | blossom valley | almaden

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Silicon Valley Power Women

Bios • Contact Info

Shannon Rose

Where Strategy Meets Opportunity

The Rose Group, with Keller Williams Realty, is comprised of licensed Realtors and a dynamic support staff. They focus on providing trusted, expert representation to buyers and sellers in Real Estate transactions throughout Silicon Valley since 2004.

Being at one of the largest real estate companies in the world, with over 125,000 agents, we have the resources and connections to stand out above the rest.

Prior to joining Keller Williams, Shannon was a successful controller for Angel Investors, a venture capital / angel investing firm in Silicon Valley, which gave her the needed edge in the ever changing real estate market. The demonstration of an impressive track record of success in a financial leadership role, negotiating, and establishing effective relationships with clients have all been key factors in Shannon's success in Real Estate.

With her ability to assist in the growth of successful companies, she was also able to procure a dynamic group of people. Having individual strengths, including a vast array of specialties. These include construction management, architectural engineering, property management, legal assistance, and a combined experience of over 29 years in marketing and sales.

The Rose Group and Keller Williams will help you execute any and all appropriate steps in the Greater Bay Area Real Estate markets. They understand the delicate mixture of services and skills that it takes to ensure a smooth transaction. Combining marketing, communication, and negotiation skills, with a dedication to providing superior client service, the team will make your real estate transaction a positive one.

Earning multiple awards consecutively with Keller Williams as a top producing team in Silicon Valley as well as generous recognitions and praises from their peers, makes them one of the most sought after Real Estate teams.

Awards & Designations

CLHMS (Certified Luxury Home Marketing Specialist)
SRES (Senior Real Estate Specialist)
CDPE (Certified Distressed Property Expert)
CDRE (Certified Divorce Real Expert)



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Silicon Valley Power Women

Bios • Contact Info

Julie Wyss

Real Estate Broker, Nationally ranked Wall Street Journal's Top 1000 agents. Consistently ranks in the top 100 Bay Area agents by the Bay Area Leading 100. #4 individual agent Keller William's worldwide since 2016.

"We understand home is a haven for moments and memories, a welcoming retreat where life unfolds."

Julie Wyss and her team have helped families realize their dream homes, start their real estate journeys, and transition to their next great life adventures.

From start to finish, you will be in capable hands, ensuring each detail is mastered. Trusted home improvement vendors and integral team members provide concierge service, while Julie provides personal service and expert attention. Warmly embracing your real estate challenges, considerately guiding you through the process, systematically tackling each step, and responsively delivering your every need with calming confidence.

Success is evident in Julie's reviews and results, consistently earning high praises, top-rankings and recognition for industry-leading sales. Selling strategies, negotiation expertise and more than 10 years of local real estate knowledge set her apart. What sets her afire is to experience the ultimate moment that you achieve your real estate goal.

Keller Williams is the largest Real Estate Company in the world, and has recognized Julie as their #4 highest producing individual agent internationally since 2016. Julie has been recognized nationally in the Wall Street Journal in the elite top 1,000 agents in the country. She is presently ranked 103 in California, and consistently ranks in the top 100 Bay Area agents by the Bay Area Leading 100 (currently at #50).



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READ MY REVIEWS! <http://www.zillow.com/profile/Julie-Wyss/>

Silicon Valley Power Women

Bios • Contact Info

Barbara Werner

Barbara S. Werner is a rare combination of real estate experience, business savvy and marketing expertise balanced with warm human compassion. To her real estate isn't just about the business, it is about the people. It's no Power that she thrives in real estate, applying her professional talents to make a difference in peoples' lives. Barbara is a Top Producing REALTOR® focused on her client's goals. She will sell your home for the best price utilizing industry experience, in-depth community knowledge along with leading-edge technology and strategic marketing ensuring exposure to qualified buyers locally, as well as across the country. If you are purchasing, she will help you find the perfect home in the right area, negotiating the right price whether you are a first time home buyer, relocating, upgrading or downsizing.



Barbara S. Werner
CalBRE #018644296

Barbara holds a deep appreciation for the humanity of the real estate business. Her attention to detail, integrity and personal dedication to your satisfaction are your assurances to first-class service and exceptional results. She loves what she does, and it shows!

Residing in Monte Sereno, Barbara and her husband have three children in local schools. Barbara's commitment is evident in her active community service and her approach to real estate. She welcomes the opportunity to earn your business.

Barbara specializes in residential and luxury home sales in Los Gatos, Monte Sereno, Saratoga and San Jose areas.

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Silicon Valley Power Women

Bios • Contact Info

Jackie Miano

Jackie Miano's dedication to excellence and consummate professionalism exemplify the best of the real estate industry. Licensed since 1988, she is an expert in our market and a specialist in distinctive properties.

Jackie is results-oriented and forward thinking in an ever-changing market. Her unique vision, proven marketing plan, and commitment to ongoing education benefit both buyers and sellers. She has built a deep local network and earned the unwavering trust and enthusiastic referrals of her clients.

Above all, it is Jackie's sincere devotion to client happiness that sets her apart. With 100% responsiveness, steadfast honesty, and true passion, she is there for her clients through every step of the process, and a valued resource long after the sale. Contact Jackie Miano for a consultation and discover the distinctive difference of quality and devotion in real estate.



Jackie Miano
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