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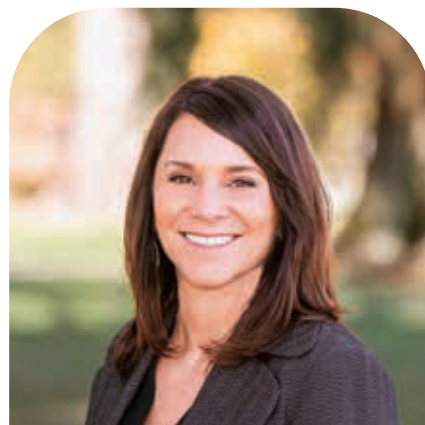
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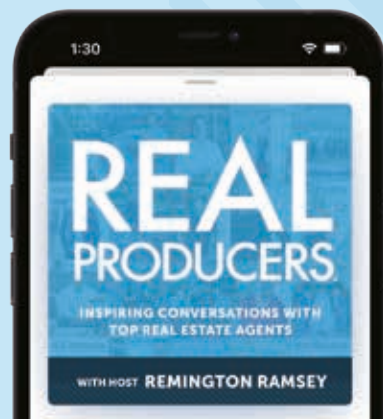
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TABLE OF CONTENTS



08
Profile:
John King,
Keller
Williams'
Palo Alto



14
Star on the
Rise: Sanit
Bordeianu,
Coldwell
Banker



18
Cover Fea-
ture: There-
sa Wellman,
Homeown-
er Experi-
ence Real
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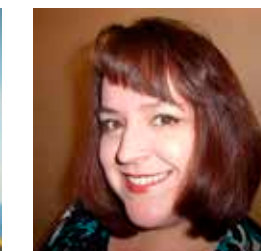
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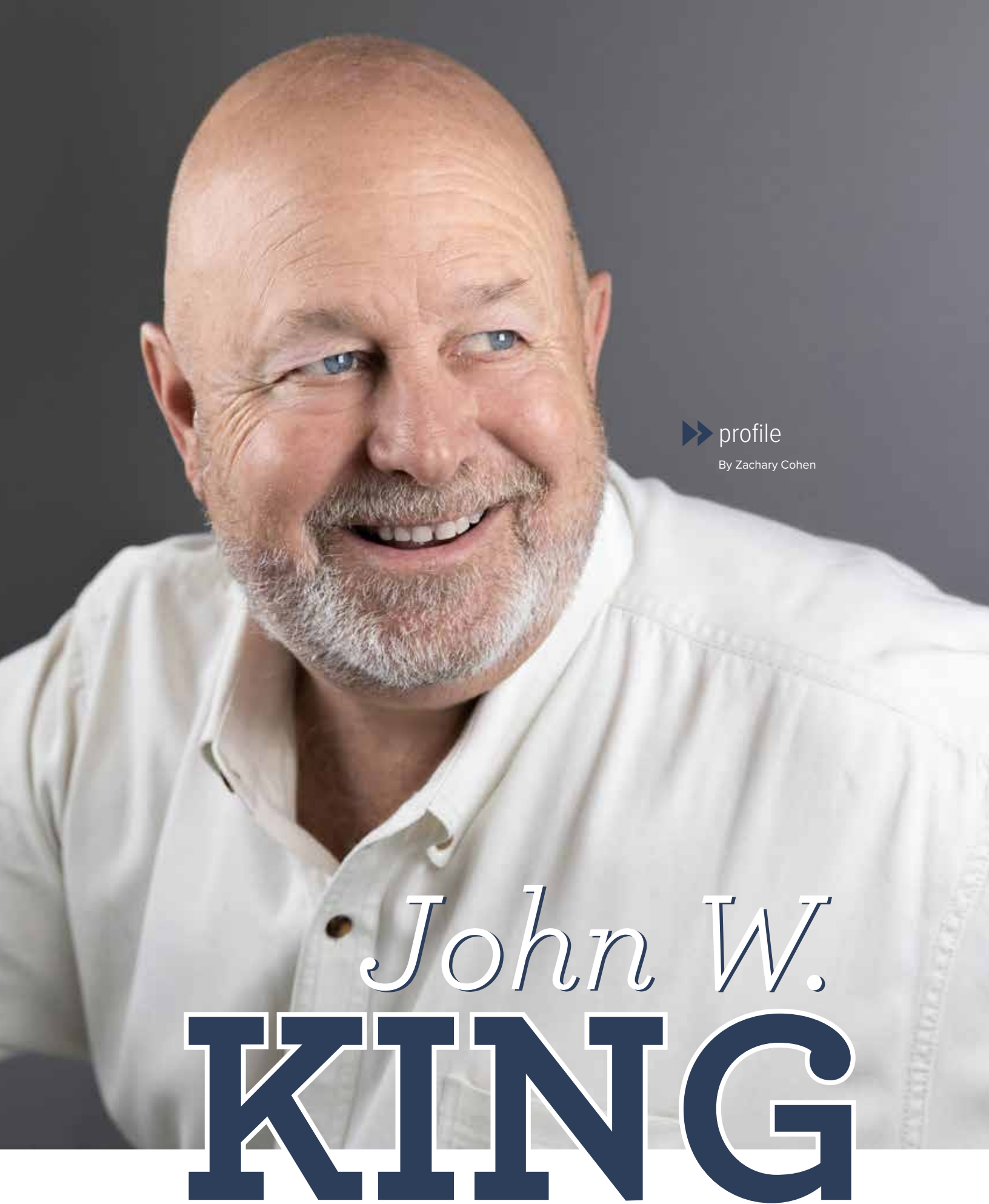
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Philip Mills, Agent



▶ profile
By Zachary Cohen

John W. KING

A Tradition of EXCELLENCE

When John King launched his real estate career in 1984, he knew exactly what he was getting into. His mom was a REALTOR® in the greater Sacramento area, and John grew up around the business. Some of his earliest memories are of driving around with his mom putting out signs. She put him to work typing up mailing lists and stuffing envelopes during his teenage years.

John was still attending Stanford University when he was licensed, and he began his career in Palo Alto the day after graduating. It was an exciting time in his life, one filled with possibility and potential.

“What excited me was that I could start an independent business, that I could create my own career,” John reflects. “Thankfully, I had a great mentor, Bill Alhouse.”

John went on to purchase Bill’s company in 1990, and he owned and operated Alhouse King Realty for nearly 20 years. When the housing market crashed in 2008, he moved to Keller Williams’ Palo Alto office, where he’s been since.

A TRADITION OF EXCELLENCE

John has now been in the real estate business for nearly 40 years. While his business has shifted with the times, the principles he built it upon still stand firm. He’s now an independent agent with a transaction coordinator, a model he feels works well for him.

After nearly four decades in real estate, John had a career year in 2022, closing over \$50 million with over \$1 million in GCI.



FUN FACT

John recently established an S corporation called Unreal Estate. “It’s a fun angle on providing information. Funny and serious things happen in this business, and I want to communicate in a different way. I’m excited to build that brand and do something fun.”

“Those were big milestones for me. I’m really proud of the year that I had,” he smiles. “My slogan is, ‘A tradition of excellence in residential real estate’. It’s experience, and knowledge that I continue to bring forward, and that is critical these days. I’ve seen everything. I’ve been through every kind of market. It’s consulting and sometimes consoling. My business is really about being there for my clients.”

KEYS TO SUCCESS

The key to John’s continued success has been community involvement. He laid the foundation for his business long before the days of social media, so he’s become adept at building relationships the old-fashioned way.

“WHETHER THE MARKET IS GOOD, BAD, OR SIDEWAYS, I AM COMMITTED TO BEING A SOURCE OF INFORMATION AND KNOWLEDGE.”

“When I got into the business with Bill as my mentor, the first thing he said was to get involved in your community, and your community will return the favor. I’ve expressed that to young agents relying on social media. I did it more on a grassroots basis,” John says. “Call it old school, but it’s really all about connections. Having started in the era before computers, you had to get on the phone and talk to people.”

Over the years, John has stayed committed to community involvement. He was the President of the local chamber of commerce for many years. He’s been involved in neighborhood associations and Kiwanis clubs and has served on the board of directors for countless organizations. As a father of five, he dived deep into his kids’ schools and other organizations as they were growing up.

“I’ve done everything under the sun in terms of community involvement, and I continue that,” John says. “That’s been a huge part of my success.”

NEVER QUIT

John has been in the real estate business for his entire adult life, and he has no plans of changing that. He remains committed to his craft – and



his community. When his youngest son graduates college, he plans to run for the Palo Alto City Council.

“I don’t think I’ll ever retire from real estate. Where I am now is just thinking of the next things I want to do in the community. I want to continue to build and run my business

in what is a very odd time right now, when the real estate market is having a tough go. It’s about continuing to keep those relationships strong in the world of real estate. Whether the market is good, bad, or sideways, I am committed to being a source of information and knowledge.”





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▶▶ star on the rise

By Zachary Cohen

Sanit Bordeianu was born and raised in Bangkok, Thailand. Growing up in a country fondly known as The Land of Smiles had a profound impact on Sanit, as did the family she was raised within. Her family had Chinese-Thai origins, and she was raised in a small compound surrounded by her cousins, aunts, uncles, and grandparents. It was a rich upbringing focused on family values.



SANIT BORDEIANU

NEW HORIZONS

“It was a beautiful childhood with very close-knit connections,” Sanit recalls. “It was a special time and place.”

Although Sanit cherished her upbringing, she was drawn to spread her wings and seek new horizons. The pull she felt to experience more of the world eventually led her to the Bay Area to attend college in 1999.

REDEFINING HOME

Sanit intended to graduate and return to Thailand, but she fell in love with the Bay Area.

“I came to the Bay Area and ended up loving it,” she recalls. “I wasn’t planning to stay, but then I fell in love, first with the area and then with my husband. I love the diversity and the weather. I love



“I CAME TO THE BAY AREA AND ENDED UP LOVING IT... *IT FELT LIKE A PLACE I BELONGED.*”



Faced with such a direct question from her husband, Sanit realized the time was ripe to make a change. In 2012, she left her corporate recruiting job to begin anew in real estate.

GROWING AND THRIVING

Fast forward to today, and Sanit is thriving in her real estate career alongside her partner, Debbie Wilhelm. The Wilhelm Group is consistently ranked in Coldwell Banker's top 10 small teams in North America.

There have been a few keys to Sanit's success: her can-do attitude, tech savviness, and ability to work well in fast-paced environments. Her patience has allowed her to connect with clients and navigate difficult situations.

"One thing that makes my work easy is that people can tell I am sincere. I work hard in the best interests of my clients. There is a level of trust, which allows things to move smoothly and easily. I always protect their best interests," Sanit explains.



the freedom and independence here, and I was drawn to the people and the food. It felt like a place I belonged."

While Sanit was excited to transition her life to California, the move wasn't without its challenges. She was faced with a new culture, new expectations, and few connections.

"I did a lot of growing up here," she continues. "Coming here by myself, without family, I had to learn everything, from never having a credit card to never doing laundry. I didn't know how to drive. I had to learn to be responsible and to understand life. I learned to be mature and find my own drive to be independent."

FINDING HER CALL IN REAL ESTATE

Over the ensuing years, Sanit built her life in America. She got her degree, got married, and had a child. Sanit was proud of the life she had created, but there was one missing piece – a career she was enthusiastic about. She had fallen into corporate recruiting after graduating college, but it was never her passion.

"In Thailand, my family owned a lot of land. They believed in real estate. So growing up with that notion, I felt that one day, I wanted to be in real estate in one form or another. One day, my husband asked me, 'What are you waiting for?'"



"I WANT TO SHOW MY DAUGHTER HOW TO LIVE LIFE — THAT YOU CAN HAVE BALANCE BETWEEN A GOOD PERSONAL LIFE AND A STRONG BUSINESS. **YOU CAN ENJOY ALL PARTS OF LIFE.**"

Outside real estate, you'll find Sanit spending time with her husband, Aaron, and their daughter, Katelyn. She enjoys traveling locally and abroad, as her love for exploring culture remains strong.

"My hope is one day to turn this into a family business," Sanit says proudly. "I want to show my daughter how to live life — that you can have balance between a good personal life and a strong business. You can enjoy all parts of life."

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Theresa **WELLMAN**

► cover

By Zachary Cohen
Photos by Teresa Trobbe



Before launching her real estate career in 2005, Theresa spent six years as an engineer. She graduated from Santa Clara University with a degree in mechanical engineering and went on to work for Hewlett-Packard and Agilent Technologies. By all accounts, Theresa was off to a great start in her career, but there was one major holdup; she wasn't happy.

"I was working long hours – 70 to 80 hours a week. It was at the time when the dot-com bust hit, and I'd been working as an engineer without a raise for several years despite growing experience and expertise. I felt stagnant in my career and getting little in return. I was frustrated," Theresa reflects.

After Theresa and her husband purchased their first home, she got curious about a career in real estate. She enjoyed the home buying process, and true to her roots in the sciences, she dove into the details of what it might look like to be a REALTOR®. The more she researched, the more convinced she became to give a career in real estate a shot.

Theresa began her real estate career in 2005, and the dividends were immediate.

"All of a sudden, I had a whole new life. I went from being frustrated and overworked to learning something new every day."

FROM ENGINEER TO REALTOR®

After nearly 20 years selling real estate, Theresa Wellman took the next big step in her business in early 2023, founding Homeowner Experience Real Estate. With the technology, systems, and support of Side behind her, Theresa has put herself in a position to grow her brand and team to be one of the Silicon Valley's best.

GROWING AND THRIVING

Theresa has now been thriving in real estate for nearly 20 years. Her engineering background has proved crucial to her success, as she's formed a reputation for being an analytical, data-driven agent.

“I take my engineering background into this work through stats, charts, and providing an analytical approach to my clients. I have custom charts that track market metrics. I discuss the ebbs and flows of the market with my clients. I boil that down to certain geographic pockets. My approach is filled with lots of data and market metrics,” Theresa explains. “I attract people because of that, especially here in the Silicon Valley, where buyers are very techy, engineering-educated, and are attracted to my analytical approach. I speak their language.”

Theresa also runs a highly successful Youtube channel, where she posts videos about market details and current trends. She understands the intense demands of a Silicon Valley tech job from her experience as an engineer and by witnessing her husband, an Apple engineer. Theresa’s focus on education and data is a hallmark of her business.

BUILDING THE DREAM

Today, Theresa’s team at Homeowner Experience Real Estate includes one junior agent and an assistant. They closed 21 transactions for \$44 million in 2022.

Theresa is pleased with the current state of her business, but she’s also excited to grow it. Her goal is to build a team in the next five to ten years, so she can step back from sales and focus on running the company.

Meanwhile, Theresa lives an equally rich personal life. She and her husband, Ryan, have two children, Elise (16) and Oliver (13). Theresa enjoys gardening, cooking, and entertaining.

“I see myself building a team that’s aligned with my mission to serve clients with transparency, backed by research and data,” Theresa says. “But most importantly, I want people to remember me as friendly, easy to work with, professional, knowledgeable, and fun.”



“““

BUT MOST IMPORTANTLY, I WANT PEOPLE TO REMEMBER ME AS FRIENDLY, EASY TO WORK WITH, PROFESSIONAL, KNOWLEDGEABLE, AND FUN.



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