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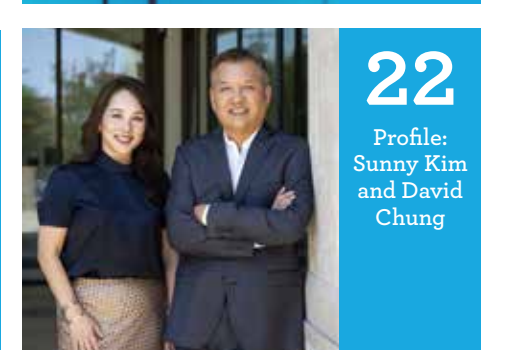



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# TABLE OF CONTENTS

	<p><b>06</b> Preferred Partners</p>		<p><b>10</b> Welcome Mat</p>		<p><b>14</b> Star on the Rise: Julia Wixted</p>
	<p><b>18</b> Partner Spotlight: Kim Salisbury, Home Method Co.</p>		<p><b>22</b> Profile: Sunny Kim and David Chung</p>		<p><b>26</b> Cover Story: Katy Thielke Straser</p>



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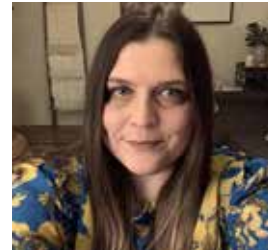


# MEET THE SILICON VALLEY

## REAL PRODUCERS TEAM



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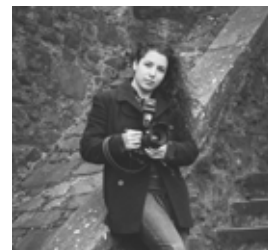
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The term 'escrow' originates from the French word 'escroue,' meaning a piece of paper.\*\* This refers to the ancient practice of using a written document to hold funds in trust until a certain event occurs.

## Fun Fact 2

The average American spends about \$4,000 on title insurance\*\* While this may seem like a lot, it's a small price to pay for peace of mind knowing that your property is protected from potential ownership disputes.

## Fun Fact 3

The oldest surviving title insurance policy in the United States dates back to 1818.\*\* This policy was issued by the Philadelphia Contributionship for the Insurance of Houses from Loss by Fire, and it's still in effect today!



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# Common Questions About Silicon Valley Real Producers

Real Producers is a national concept currently open in 125 markets across the country. While Silicon Valley Real Producers has been around for years now, we wanted to take the time to answer some pretty common questions.

### What is the purpose of Real Producers magazine?

The mission of Silicon Valley Real Producers is simple. We strive to inform and inspire the top-producing real estate agents in the Sacramento market and connect them socially. We do this by telling their personal stories. How they have succeeded and failed. What drives them to achieve year in and year out. Where do they spend their time when they are not working and what are they passionate about other than real estate. We give local top-producing REALTORS® a platform to tell their story in a way they have not been able to do so before.

The secondary focus is to provide an avenue for our affiliate partners to create and continue relationships with these top performers on a level that they might not be able to achieve on their own.

### Who receives this magazine?

This magazine is mailed to the top 500 producing agents in the San Mateo and Santa Clara Counties according to personal closed volume each year. This is based on the 2023 MLS; the ranking is annual and resets every year to include the top 1-2% of performing agents in the region. Just to be included in this group is an accomplishment that testifies to your hard work, dedication and proficiency.

### What is the process for being featured in the magazine?

It's really simple — you can nominate other REALTORS® (or yourselves!). We will consider anyone brought to our attention; we don't know everyone's story, so we need your help to learn about them! A nomination currently looks like this: You email us at svrealproducers@n2co.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told; perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview and write an article and for our photographers to schedule a photo shoot.

### What does it cost to be featured?

Zero, zilch, zip, nada, nil. It costs absolutely nothing! We are not a pay-to-play model whatsoever. We write real stories about Real Producers, so nominate away, friends!

### Who are the preferred partners?

Anyone listed as a "preferred partner" in the front of the magazine is a part of this community and a top professional in their industry. They will have an ad in every issue of the magazine, attend our events and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval." Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

### How can I refer a preferred partner?

If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at katie.macdiarmid@n2co.com.

Still have questions? Don't hesitate to reach out!



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**Sandra Magana**  
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▶▶ star on the rise

By Zachary Cohen  
Photos by Ashley Maxwell Photography

# JULIA WIXTED

SHAPING THE  
COMMUNITY



“

*Success is living life on your terms, pursuing your passions, and being surrounded by those you love.*

Silicon Valley is a unique and wonderful place to live. With year-round comfortable weather, countless amenities, top schools, and ample professional opportunities, in many ways, it's a paradise. However, there is one major challenge: housing costs are astronomical, meaning the dream of homeownership is out of reach for many.

Years ago, Julia Wixted found herself steeped in this predicament.

“Newly married with our young son, [my husband and I] were both working and building careers. There was a point where we seriously considered relocating to another state to purchase a home,” Julia explains. “It was a difficult possibility we found ourselves torn about; we wanted to stay close to family and recognized the unparalleled opportunities our children would have growing up here if we stayed.”

Instead of leaving, Julia and her husband got creative. After much self-education and dedication, they were able to turn their dream into a reality, purchasing a condo in 2017.

“I often share this experience in my business because I want others to know that anything is possible,” Julia continues. “After purchasing our first home, I witnessed firsthand how empowering homeownership is for families. It was then that I decided I wanted to help others achieve the same financial security and generational wealth building through real estate here in Silicon Valley.”

#### **The Road to Real Estate**

Growing up in a military family, Julia lived in several places, but Santa Clara always felt like home. It's where the foundational years of her childhood unfolded and where her parents still live today.



“My parents kept me busy and instilled in me, from a young age, the belief that anything is possible if you work hard, approach the world with a good heart and intentions, and contribute to positively impacting the community you are part of,” Julia says. “These values are still deeply ingrained in me today, and I strive to pass them down to my children and those around me.”

Julia graduated from Santa Clara High School and earned a degree in finance from San Jose State University. Before beginning her career in real estate in 2021, she worked in the banking industry. During that time, she held various positions, including Senior Loan Specialist, underwriting and processing residential mortgages.

In 2017, Julia's condo purchase inspired her to consider a career in real estate. She finally had the chance to experience the benefits of homeownership and wanted to share that with others. Simultaneously, she recognized she lacked professional guidance while purchasing her condo and wanted to help others avoid the same experience.



“

*Every client I work with is more than just a client to me.*

“We didn’t realize at the time that we could have had our own representation involved in the purchase... we were just working directly with the builder,” Julia explains. “Navigating the purchase without the knowledge and expertise of a real estate professional was extremely stressful. I knew I had the background to bring value to clients in real estate and wanted to prioritize and personalize the experience in the best way possible.”

#### **Making it Personal**

Julia has been selling real estate for three years. Her business has steadily grown, making her one of the fastest-rising agents in the Bay area. She’s currently with Rainmaker Real Estate with Side.

Julia is especially grateful for the chance to positively impact the lives of others. She hopes that her work can make positive ripples in the community she lives in and serves.

“I have the opportunity to assist individuals and families during some of the most significant and challenging moments in their lives as they navigate buying and selling real estate. Witnessing the impact this has on their lives, I never take for granted the trust my clients place in me,” she shares. “Every client I work with is more than just a client to me. I take immense pride in getting to know and understand the people and families I work with on a personal level.”

When she’s not working, you’ll find Julia with her family. She and her husband, Erik, have two children, Ryan and Elyse. Her parents and sister also live locally.

“Everything I have gone through and experienced has shaped me into who I am today,” Julia shares. “This encompasses all the successes, failures, and pivotal moments. As I navigate life, raise my family, and develop my real estate business while contributing to the community, I acknowledge that all that lies ahead will further mold me into the person I am meant to be. I am eager and excited for the journey ahead.”





# Kim



## Salisbury

▶▶ partner spotlight

By Nick Ingrisani  
Photos by Ashley Maxwell Photography



Kim with her Lead Organizers

## Revolutionizing Real Estate Sales & Changing Lives with Professional Organizing

Kim was born and raised in Sacramento, and her children are the fourth generation of her family to call Land Park home. Her family's legacy and deep roots in the Sacramento area are intertwined with its architectural history, as her grandfather owned Stafford King Architecture, a firm that designed many schools in Sacramento, including the iconic Sacramento City College.

Kim attended Cal Poly San Luis Obispo, earning her bachelor's degree in psychology. She didn't know it at the time, but her education would serve her well in her future career. After college, she and her husband settled in San Luis Obispo, where they lived for two decades as her career in radio advertising sales took off. Then when their daughter was just two years old, they decided to move back to Land Park to be closer to family. The experience of getting their home ready for sale set the stage for the next phase of Kim's career.

*"Not only did we sell our house when no one else could, we made a profit on it after only 3 years. It was the end of 2007, and our home was the first house to sell in our*

*area in four months. All of the agents who saw it said it was only because of how I'd organized and staged it. So I thought, 'why don't I have my own business?'"*

Kim realized that she'd been doing professional organizing for years without realizing it. While pregnant with her second child she was ready to leave her radio advertising career behind to step into entrepreneurship. She launched Kim's Closets Plus in 2008 and her work quickly started gaining a reputation in the real estate industry. She recalls, "I immediately started organizing for friends and family, and the feedback was incredible. Real estate agents would ask what staging company was used because they hadn't seen houses organized like this before."

Back then, she was the only professional organizer in the area. For 10 years, Kim ran her organizing business as a sole proprietor, organizing whole houses, garages, closets, and pantries... even traveling across the state to help clients move and get set up in their new homes. And she did it all by herself.





As the demand for her services grew, Kim recognized the need to expand her business and bring on a team. In late 2019, she rebranded her company as Home Method Co., and hosted a grand event for the launch that was attended by over 200 people.

Her expertise also caught the attention of the media, leading to a monthly segment with Walt Gray on ABC10 and regular appearances on Good Day Sacramento and KCRA3 with anchor Diedre Fitzpatrick. Kim's ability to share her insights on live TV only further solidified her reputation as an industry expert.

Home Method Co. has grown to focus on four tiers of service: professional home organizing, concierge moving services, senior relocation services, and custom closets and storage solutions. Most importantly, she's built a team of experts who are specialized in partnering with real estate agents to ensure their clients have a seamless transaction every time. Their comprehensive services extend far beyond traditional staging to help clients declutter, pack, and get their homes ready to hit the market.

With an almost 17-year strong foothold in the Sacramento, El Dorado, and Placer County regions, Kim has built an additional team of experts to service the Silicon Valley market. This expansion allows her to fill a need by partnering with agents to help them get homes listed and their clients moved, organized, and set up in their new homes.

*"The teams of organizers that we're putting together are simply unmatched. Every person we've worked for — agents, someone moving, or an organizing client — every single one has said the experience has been life-changing. Our expansion into Silicon Valley was a natural progression. We've been servicing clients there for so long that it just made sense to have boots on the ground."*

Hands down the most fulfilling part of this career is changing people's lives and creating calm where there was chaos. What's better than that?

Kim's expertise and dedication to helping people goes beyond mere business; it's her life's passion. She thrives in building and maintaining great relationships with everyone she works with.

*"Hands down the most fulfilling part of this career is changing people's lives and creating calm where there was chaos. What's better than that? Organizing can be a very personal and intimate experience. The connection that we make with clients is unparalleled and the trust they put in us is something we don't take lightly."*

In her spare time, Kim enjoys spending time with her family and friends, volunteering at her kids' schools and sporting events, and traveling. You can almost always find her at her kids' baseball game, swim meet, or water polo match. Her roots in Sacramento remain a source of pride, as is her unwavering commitment to helping others and serving her community. As Kim continues to grow her business, she looks forward to expanding her reach and making a positive impact on the lives of countless individuals and families across the state of California.





# DAVID CHUNG & SUNNY KIM

## EVERY DAY TO THE FULLEST

As a REALTOR®, it is easy to follow others and mimic their paths to success, but it takes a great REALTOR® to take a step back and ask yourself, “Would I want to hire me as my real estate broker?” This is how David Chung and Sunny Kim of Team David & Sunny approach their business. David and Sunny are REALTORS® at COMPASS (Los Altos) and the lead partners of Team David & Sunny. Together, they consistently go above and beyond so that their answer is “absolutely yes” every single time. In 2024 Team David & Sunny were Real Trends Verified and ranked #157 in California (small teams).

### A BIT OF EVERYWHERE

Since her father worked in the airline industry, Sunny grew up all over the world. She was born in South Korea, lived in Switzerland from three to six, moved back to South Korea for four years, lived in Vancouver, Canada for a few more, back to Korea again for middle school, then to Los Angeles for high school. After high school, her family moved back to South Korea while she stayed in California to attend UCLA. After four years at UCLA, she moved back to Korea where she worked at Hana Bank - International Business Department. Then she came back to Los Angeles to attend Loyola Law School. After graduating from law school, she worked at a boutique law firm in downtown LA, got married, bought her first home, had her first baby, and then moved to the Bay Area. She has since then lived in the Bay Area for 20 years. Needless to say, Sunny is not from anywhere specific. Despite it all, she considers the Bay Area her home.

Ironically, the move to the Bay Area was also meant to be temporary, but the temporary stay was turned into a long-term one due to the 2008 recession. “At such time, my husband suggested that I get my license and he thought I had the right personality and qualifications to be a successful real estate broker. Also, as an attorney, it was much easier/faster to obtain the license. I got my broker license and joined David Chung at Alain Pinel REALTORS® (later acquired by Compass) in 2009. David and I were church friends. I did quite well during my first year and became his business partner only after 1 year and the rest is history.”





## TAKING EVERY OPPORTUNITY

As for David, he was born and raised in San Francisco. He earned a Bachelor's Degree in Biology and greatly considered going to med school, but he ultimately decided against it. Since his mother was a real estate broker, he decided to give a career in real estate a try. Before that, he was working in the restaurant industry in a management position. As David puts it, "Everything happens for a reason and when one door closes another one opens." He shares that at the time that he was laid off from the restaurant business, "I got a letter in the mail stating that I had passed my real estate license exam."

## COMMITMENT AND DEDICATION

Sunny's life experience in numerous places has enabled her to work seamlessly with people of various backgrounds. "Being in real estate, I'm constantly interacting with people from different backgrounds, ethnicities, cultures, etc." In addition, she ties in her experience as an attorney to further elevate her service.

David takes pride in his patience and persistence. "I am a very good listener and also am very patient and very persistent. I will work tirelessly until I get results. Never give up and always work towards the goal."

Most real estate teams consist of husband-wife or parent-child teams. David and Sunny take pride in that they have successfully maintained their business partnership for 15 years. As a great partnership with a combined total of over 40 years of experience, they exemplify their business' tagline: "Changing Lives Through Homes."

They are both very committed and dedicated, going above and beyond for each and every one of their clients. As such, Sunny places loyalty as her highest priority. "Once I establish a relationship, I'm extremely dedicated, absolutely loyal, and I go above and beyond for the people in my life/circle whether they are my family, friends, or clients." As for David's greatest advice, he shares the wisdom that "no matter how successful you become, always remember where you came from and be humble."

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## LIVING WITHOUT REGRET

Sunny makes sure to live life with a "no regrets" attitude. Sadly, she learned to live this way greatly due to a tragic, pivotal moment in her life. "My father passed away from pancreatic cancer when he was only 55 years old. It was the most traumatizing event for my family. He passed away 3 months after his diagnosis so we were not prepared in any way or form. It's been almost 25 years and our family is still in the healing process." From this, she learned to never take anything for granted and to live life to the fullest. She shares, "If I want to do something, I just do it. Through this tragedy, I learned that life is short and it can be taken away from you anytime."

David, also experienced tragedy early in life, losing his younger sister to cancer when she was only 18 and his father also passed away from cancer. David believes in living life to the fullest and to not "wait" for the next time. He further believes in being truly grateful for everything in life and he considers all that has been given to him a blessing. As already stated, David always looks for the next opportunity. "We pride ourselves in giving our clients the best experience when either purchasing or selling a home and making it a successful one."

Both David and Sunny define success as "accomplishing goals that you set out to do," and both also expand on the definition to include forging a goal at every success.

## FAMILY FOCUS

David and his wife have two daughters and a senior Maltese named Biscuit. Together, they love to travel, ski, and try nice restaurants. "We also like to volunteer for church activities to help the less fortunate." Outside the office, he likes motorcycle riding and playing poker and basketball with friends.

As her greatest achievement in life, Sunny lists "becoming a mom." She and her husband have a son and a daughter. In addition, they also have a mini Golden Doodle named Leo who is six years old. "Every Friday, we order pizza and have a family movie night," shares Sunny. In her spare time, Sunny enjoys hip hop dancing and performs regularly with various local dance groups.

It is abundantly clear that Team David & Sunny have and continue to fulfill their definition of success. With every day, every moment, and every interaction lived to the fullest, it is without a doubt that she will continue to find success in her own life and continue to bring that success into the lives of others.

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# Katy

## THIELKE STRASER

THE  
NEXT  
BIG  
THING

*"Talent wins games, but teamwork wins championships."  
— Michael Jordan*

Ten days into her real estate career, Katy Thielke Straser hosted an open house for a seasoned agent. The fourth person who walked in the door that day became her first client — a sign of the immense success that was to come over the next 20+ years.

"Ever since then, I have had the confidence and mentality that anything is possible in the real estate business and that having a positive mindset and a can-do attitude is the key to success," Katy shares.

In the 23 years since Katy began her real estate career, her business has grown tremendously. She spent many years as a solo agent, leveraging her sales, customer service, and marketing background. In 2019, she founded the Straser Silicon Valley team, quickly creating a seven-member

group alongside Virginia Nicoletti, the team's Operations Executive. Since then, the Straser Silicon Valley team has built a vast portfolio of sales, from modest homes to luxury estates, with nearly \$500m in sales.

Now, Katy and her team are taking the next big step in their evolution. They are starting a new chapter as the new NorCal Luxury Division for Jones Fridman International, a \$25 billion global real estate powerhouse.

"We are spearheading the company's expansion into one of the nation's most affluent markets," Katy says proudly. "I look forward to sharing this expanded global network of opportunities with our clientele. My team manages properties in prestigious locales such as Atherton, Menlo Park, Palo Alto, and the greater Silicon Valley region."





Katy was hand-selected to lead Jones Fridman International's Northern California team. Her energy, the culture she built at Straser Silicon Valley, and her enthusiasm for the luxury real estate sector made her the perfect fit.

"I've been doing a ton of business up and down the Peninsula and working in and around luxury markets," Katy explains. "I'm frequently recruited by other brokerages, however, I've never been interested in making a lateral move. The extensive network at Jones Fridman International will propel us into the high-end luxury market, making this an exciting and strategic step forward for us," Katy shares.

As Katy and her team take the next big step in the evolution of their business, they aspire to focus on higher-end luxury transactions, more affluent relationships, and strong partnerships with other top agents — all with the goal of better serving their clients.

Katy and her team at Straser Silicon Valley have long stood above the rest due to their resourcefulness, creativity, and massive network of clients from all walks of life. They have a strong work ethic and provide white glove concierge service to their clients. In a relationship-driven business, they pride themselves on knowing they will be in their clients' real estate lives forever.



"[My success is due to] my passion, positivity, energy, and 'make it happen' mantra. I believe in being creative, thinking big, collaboration, teamwork, and feeding off others' energy. That's one of the reasons why I built my team. It truly takes a village," Katy says.



"My energy and enthusiasm now partnered with a \$25B team gives other top agents and our clients in the Valley more opportunity and resources for us to work together," Katy says. "We are known for luxury, and now we have Jones Fridman International's team to back us up with even more resources and support in that arena. I am excited to continue to build the team and for the Jones Fridman Norcal Luxury Division to be the #1 team in Silicon Valley."



*"Without Katy, we never would have been in a position to buy our dream home. She took care of us from day one, giving us advice on things we could do to enhance the value of our home, then connecting us with her resources to get the modifications completed quickly. Katy has a lot of connections, and when she snaps her fingers, she gets things done. Katy is absolutely fearless, is well respected and is exactly who you want in your corner when it's time to negotiate a deal (which is her strength). We have worked with real estate brokers before who take a reactive approach to their clients that you quickly forget. Katy's is the opposite. Her phone is never off, she's an absolute savage (in the best way possible), and she gets it done. If your experience is anywhere near ours, you will be glad you have Katy representing you. We recommend her 1000%."*  
— Client testimonial





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