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Partner Spotlight
**ORANGE
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Community
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**THE BULJAN
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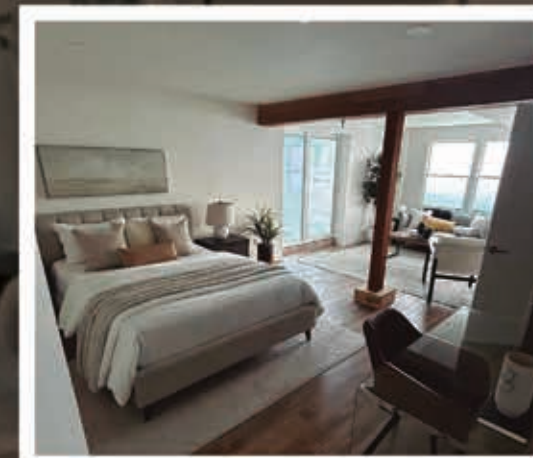
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Sabrina Weidner



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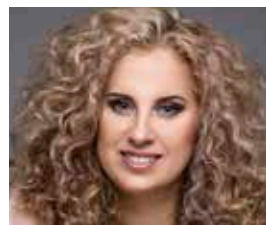
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Want To Be

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One of the questions we hear most often is, "How do I get featured in *Silicon Valley Real Producers*?"

The first requirement is simple: featured agents must be part of the Top 500 real estate professionals in Santa Clara and San Mateo Counties. But being on that list is only the beginning.

Every month, we have the opportunity to highlight agents with stories worth sharing. That might be an incredible career journey, a unique approach to the business, an impact being made in the community, a

major milestone, or simply a person we think our Real Producers community should know better.

So how do we find those stories?

We get to know you.

Come to our events. Introduce yourself to our team. Get involved in the community. Tell us about someone doing something noteworthy. Agents can nominate other agents, brokers and office leaders can send us recommendations, and yes, you can nominate yourself.

A nomination does not guarantee a feature, but it absolutely helps us discover the people and stories we may not know about yet.

And one thing we want to make very clear: **being featured costs absolutely nothing.**

Real Producers is not a pay-to-play publication. You cannot purchase a cover, profile, Rising Star feature, or other editorial recognition. Our Preferred Partners support the publication and community, but our agent

features are selected editorially. There is no price tag attached to telling your story.

If you want to be considered for a future issue, the best place to start is by showing up.

Attend an event. Meet the team. Let us get to know you beyond your production numbers.

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WELCOME GRANT CONSTRUCTION

Silicon Valley Real Producers is excited to welcome Grant Construction as one of our newest Preferred Partners!

Grant Construction specializes in **custom home building and renovations**, bringing together thoughtful design, quality craftsmanship, and a highly personalized approach. From ground-up custom homes to remodels and reimagined spaces, their team works closely with clients to create homes that reflect how they actually want to live. Their services also include sustainable building practices and support navigating permits and local building requirements.





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Raymond C. Hansell

PHOTOGRAPHY

I am Raymond, founder of Raymond C. Hansell Photography, I am from Los Gatos, California. Today I photograph throughout Silicon Valley, the Bay Area and San Francisco. I specialize in events, editorial and portrait photography. Photography first became part of my life when I was 11 years old. My first camera was a Minolta film camera and one of the 1 st things that I remember photographing was G.I. Joe. In 2010 I bought my first camera as an adult (Canon EOS Rebel T1) and began taking photographs again. There was nothing professional about it, I simply just enjoyed taking photographs.

Eventually, work and life took over and I had to put photography down for a while. Years later I found my way back to it. I started photographing events and activations for my amazing woman and love, Livier Gutierrez also known as Livi Love. She saw what photography did for me professionally and personally she supported and pushed me to really take it further and go outside of my comfort zone.

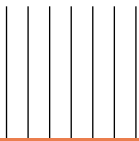
That eventually led me to photographing a fashion show in San Francisco that

she was a panel speaker on during the show. Several highly published models were, that was something I did not know prior to attending, I remember getting home after the show and looking at all the photos, knowing I wanted to take this even further and realizing how much technology and equipment had changed during my time away from it, I also saw what was possible and that was the moment I decided that this was no longer just going to be a hobby.

Since then, I have continued to develop both the artistic and technical sides of my work. My photography style is a colorful representation of a moment, with touches of artistry and uniqueness. I want people to look at their photographs and really remember how the moment felt and not just what they looked like. When I photograph someone, I want them to feel comfortable enough to be themselves.

If I am photographing a realtor, for example, I might ask them to think about what it would feel like to close escrow on a \$10 million dollar home in Monte Sereno. What would their facial expression be? How would they carry themselves? What would their hands be doing? Instead of forcing a pose, I want to bring them into a feeling and photograph what naturally comes from it.

I take the same approach to editing. I don't want to transform someone into a person they don't recognize. I want the photograph to look like them.



FIVE PHOTOGRAPHY TIPS

- 1. Pay attention to lighting:** Understand the light before you shoot; it dictates the result.
- 2. Understand shadows:** Light creates shadows. Learn how sources interact so your subject is lit cleanly.
- 3. Create a feeling instead of forcing a pose:** Give your subject something to feel. Their expression and body language follow.
- 4. Look beyond your subject:** A photograph isn't only the person in the middle. Composition, movement, and everyone around them shape the story.
- 5. Learn the technical side, then practice:** Photography is self-expression, with no one right way. But you need technical skills for the outcome you want, learned only by shooting and failing. Photography to me is a way to express yourself and a way to capture a moment that you can have forever. Even when the day and year and week and decade is gone, you still have that photo. And that to me is what photography is, a moment captured that is yours forever.



GRANT Construction

Willing To Put His Name On The Line

BY JESS WELLAR
PHOTOGRAPHY BY: OLHA MELOKHINA PHOTOGRAPHY

“A simple principle drives the company: build it right, communicate clearly, and leave the client with something we are proud to put the Grant Construction name on,” owner Tim Grant explains.

For Tim, that last part carries some weight. He has spent more than 16 years building the Grant Construction name and reputation throughout the Bay Area, growing from hands-on experience in the trades into an owner and general contractor capable of seeing a project from multiple angles. Today, his full-service company tackles residential and commercial construction throughout the greater Bay Area, with Tim remaining personally involved from the initial estimate and planning through problem-solving in the field.

A Solid Foundation

Construction appealed to Tim for a straightforward reason: he likes work with tangible results. His experience began with hands-on construction and plumbing before expanding into larger remodels, complex renovations, and full-service construction. Along the way, he discovered that knowing how to build was only part of becoming a great contractor.

“You can walk onto a property, solve a difficult problem, build something correctly and leave behind a result that people can use and enjoy for years,” Tim shares.

Those years in the field also shaped the way Grant Construction operates today. Based on the San Francisco Peninsula, with an office at The Home Team in Millbrae, the company holds California B and C-36 contractor classifications and relies on trusted tradespeople and long-standing subcontractor relationships to handle projects across the region.

For Tim, coordinating all those moving pieces comes with serious accountability.

“The best contractor is not simply the person who can build; it is the person who can communicate, coordinate people, anticipate problems and take responsibility for the final result,” he emphasizes. “Grant Construction

represents that philosophy and the reputation I want my name attached to.”

One Call Does It All

That ethos becomes particularly valuable when projects extend well beyond a single trade. Grant Construction handles custom homes, whole-home remodels, kitchens, bathrooms, additions and ADUs, along with structural work, foundations, framing, finish carpentry, plumbing, HVAC and electrical coordination, decks, exterior repairs, and complex renovations.

Rather than leaving a client to coordinate several different pieces themselves, Tim’s goal is to provide one trusted point of contact from the first conversation through the final walkthrough. It also means his team can consider how decisions made in one area of a property may impact the rest, especially once walls are open.

“We are able to look at a property as a whole rather than through the lens of only one trade,” Tim offers. “When a remodel involves framing, plumbing, electrical, HVAC, finishes and unexpected conditions behind the walls, we understand how those pieces affect one another.”

That versatility is also something Tim wants Bay Area Realtors to keep in mind. A client might need repairs before listing, want to understand a property’s renovation potential before purchasing, or be ready to tackle major improvements after closing. Whatever the scenario, Tim wants Grant Construction to become a practical resource agents can bring into the conversation.

A Referral Worth Protecting

Tim understands that a construction referral carries the Realtor’s reputation along with it. His goal isn’t simply to complete the project, but to make sure the agent who made the introduction feels confident about doing so.

“That contractor reflects on the Realtor,” Tim affirms. “We take that seriously. My goal is to protect that relationship through responsiveness, professional

communication, realistic expectations and quality work.”

That accountability is particularly important in a changing construction environment. Clients arrive better informed and expect more communication and documentation, while codes, energy requirements, and permitting have grown increasingly complex. Homes themselves are changing, too, with efficient HVAC systems, electrification, smart technology, and higher-performance materials becoming more prevalent.

Tim expects strong Bay Area demand to continue for remodels, ADUs, additions, energy upgrades, and improvements that increase both livability and long-term value. For him, succeeding in that environment means pairing modern systems and professional project management with something considerably more timeless: solid craftsmanship.

The payoff is experiencing what all that work ultimately does for a client.

“Seeing the transformation and knowing we solved a real problem for someone is the most fulfilling part,” Tim shares. “Sometimes that means turning an outdated home into a place a family is excited to live in. Other times it means finding a difficult plumbing or structural problem, developing the right solution and making the property safe and functional again.”

Made For The Long Haul

When construction projects finally give him a chance to step away, Tim gravitates outdoors. Ranch life, dirt bikes, horses, and simply getting out of the city give him a chance to reset, preferably while spending time with family and friends. Meanwhile, his family provides much of the motivation behind the long hours he puts into the business.

“Building a business is important to me, but building a life and a future for my family is the bigger reason behind it though,” he states.

Looking ahead, Tim is focused on the long term. He wants Grant Construction to grow through strong local relationships and by becoming the kind of resource people trust enough to call even when they aren't sure they need a major project. Sometimes, he notes, the best advice may lead to a smaller job, or no job at all.

“This is not a company where the owner’s name is just on a truck; I want my reputation attached to every project and every relationship,” Tim concludes. “When someone recommends Grant Construction, it all boils down to one goal — I want them to feel good about making that introduction.” 🏡

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To learn more about Grant Construction, visit grantconstruction.build or call Tim directly at (650) 444-0168.



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BY CHRIS MENEZES
PHOTOGRAPHY BY: OLHA
MELOKHINA PHOTOGRAPHY

The Buljan Group

Keeping the Game Moving

At 7 each morning, Pierre Buljan settles into an Italian coffeehouse and spends two hours with people he sees every day. From there, he heads to showings and properties, meeting with inspectors, contractors and stagers. By evening, he often ends up at dinner with a client or one of his social groups. “For 47 years, more or less, it has been like that,” Pierre says. The routine has stayed steady as the business around it has grown. Over the past several years, Pierre and his son, Alex, have expanded the Buljan Group’s reach into Atherton, sold properties for as much as \$30 million and completed more than \$100 million in sales last year.

That growth continues a remarkable record Pierre has built throughout his career, having sold nearly every major landmark estate in Hillsborough. His list includes the Tobin Clark Estate, the Christensen Estate, the L.C. Smith Estate and Carolands Chateau, which he sold twice. Alex now shares that work.

Together, they have sold the Western White House twice in three years and represented the 2025 buyer of the Bing Crosby estate, now back on the market after renovation. Pierre also points to record-setting sales in Burlingame, San Mateo, Atherton and Woodside.

Each property brings new circumstances to a familiar starting point. Pierre gets up, puts himself in front of people and repeats the habits that have carried him through nearly five decades in real estate. “Repetition is the mother of learning,” he says. “You do it long enough, you do it right.”

Pierre often explains the work through sports. After years of representing athletes such as Jerry Rice, Joe Montana, Dwight Clark and Stephen Curry, the language comes naturally. Rice, a close friend, described himself as the first on the field and the last to leave, often staying an hour or two after practice. “He said the only competition you have is with yourself,” Pierre recalls. “I don’t compete with anyone. I just get up every day and start.”

Pierre began learning those fundamentals at 19, five years after moving from France to Burlingame. Fascinated by Hillsborough’s large homes, he overcame clients’ doubts about his age with coaching from his mentor, Al Russell. Pierre chose a neighborhood and spent every weekend

knocking on doors. Residents eventually greeted him by name, and neighborhood dogs sometimes followed him. The repetition helped him learn the area, build relationships and speak

confidently about pricing, financing and property values. “It’s like a race car driver,” he says. “Once you know all the turns, you get more comfortable. You can go faster.”

**“You do it long enough,
you do it right.”**



Alex joined in 2012 after studying computer engineering and working with two technology startups. He was considering his next step when Pierre suggested

he earn his real estate license and “figure it out later.” Pierre describes himself as the big-picture person and Alex as the one who makes sure “the ducks are in a

row.” Alex oversees much of the marketing, disclosures, contracts, technology and client communication. He also handles showings, combining the technical and personal sides of the business.

Transactions have also grown more complex. Pierre remembers two-page contracts and deals that closed with five pieces of paper. Today, the Buljans work with clients in New York or Asia without meeting in person, and a transaction can involve roughly 150 pages. “Without Alex, we couldn’t do the volume we did,” Pierre says. “He knows tech and finance. At the same time, he is great with clients and knowledgeable. He can do both.”

For Alex, the unpredictable schedule he once considered a drawback has become part of real estate’s appeal. Evenings and weekends come with the freedom to leave a traditional office and experience homes whose architecture, construction and history match his longtime interests. “The tricky part is now my favorite part,” Alex says. “I don’t have a set schedule. I’m not in an office 9 to 5. I go and experience different properties.” He has become interested in telling the stories behind Hillsborough’s historic estates and may eventually explore building, contracting or designing homes. The possibilities

reflect what he enjoys about real estate: changing gears and drawing on several disciplines at once.

The Buljan Group remains a family operation. Pierre and Alex lead the sales work, while Pierre’s wife, Liz, runs the back office with support from their brokerage. Their personalities give the partnership its balance. Pierre is loud and social; Alex is quiet and detail-oriented. Both measure the work by the relationships that continue after closing. “Houses come and go,” Alex says. “It’s about the people and the relationships.”

Pierre’s understanding of what sustains a career has changed since his earliest days. When a magazine interviewed him at 20, he had been in the business for close to a year without a sale. Asked what kept him going, he answered, “Promises,” because people kept promising to list their homes with him and he was still waiting for them to follow through.

Nearly five decades later, Pierre gives a different answer to the same question. “Today, it’s easy,” he says. “It’s like playing a sport. You just have fun. Every time you have a sale, you win.” The next morning, he will return to the coffeehouse and start again. “I’m having too much fun to quit right now,” he says. “Let the day roll.”



“It’s about the people & the relationships.”



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BUILT ON TRUST

The Buljan Group × Grant Construction

Q&A

Some of the most successful collaborations begin long before anyone realizes they are building one.

For The Buljan Group and Grant Construction, the relationship started through a mutual connection, grew over backyard barbecues and cigars, and eventually found its way into some of the Peninsula's most distinctive luxury properties.

Pierre and Alex Buljan bring decades of experience evaluating, positioning and representing exceptional Bay Area real estate. Tim Grant brings the construction expertise to understand what those properties can become, what it will take to get them there and, just as importantly, when the investment makes sense.

Their roles are different, but their approach is remarkably similar: surround clients with people they trust, tell them the truth and find solutions when things get complicated.

For this month's cover story, Silicon Valley Real Producers sat down with Pierre, Alex and Tim to talk about how that relationship began, the properties they've tackled together and why the right collaboration can make all the difference.

SVRP: Let's start at the beginning. How did this relationship actually come together?

Pierre & Alex: We met Tim through our friend Rick, a pool designer and high-end pool builder. We clicked almost immediately, and then discovered Tim had gone to high school with the son of one of Pierre's best friends.

Pierre invited Tim to one of his legendary home barbecues, and Tim showed up with a box of great cigars. He was first class from day one, and it didn't take long for the whole family to embrace him.

But friendship and trusting someone with your clients are two different things.

We started by referring Tim to a couple of clients who were remodeling their homes. He was on time, on budget, diligent and professional. More importantly, our clients loved working with him and developed relationships with him themselves.

The rest was history.

Tim: As that relationship developed, we began working together on significant luxury properties throughout the Peninsula, and it became clear that we were approaching the same properties from two very different, but complementary, perspectives.

Pierre and Alex understand the real estate side: the buyer, the seller, the architecture, the location, the market and ultimately how all of those things translate into value.

I am looking at the same property from the construction side. I'm thinking about the structure, systems, craftsmanship, feasibility, cost and what it will realistically take to execute the client's vision.

When you're evaluating an estate where the construction decisions alone can involve millions of dollars, you need to understand both sides of that equation. That's where the collaboration really works.

SVRP: Pierre and Alex, when you recommend a contractor to one of your clients, what does that referral represent to you? What made Tim someone you could trust with that responsibility?

Pierre & Alex: The people you refer to your clients are an extension of yourself.

We look for someone who is honest, dependable and willing to go the extra mile. When things get complicated, we don't want someone who creates more problems. We want someone who finds solutions.

Tim is that kind of guy.

When Tim is on the job, we don't feel like we have to babysit the process or constantly look over his shoulder. We can be confident that it's going to be done right.

That's important because the people we recommend reflect directly on us. If they don't make us look good, those referrals aren't coming our way in the future.

We've reached the point where clients specifically ask for Tim. Sometimes we'll tell them he's busy and offer to refer someone else, and they'll say no. They're willing to wait until Tim is available because they don't want anyone else.

That speaks volumes.

SVRP: Tim, what changes when you're evaluating a property alongside Realtors who understand this market as deeply as Pierre and Alex?

Tim: We're evaluating the property through multiple lenses at the same time.

I may walk into a property and see a \$1 million renovation, a \$5 million transformation, a \$10 million renovation or potentially a complete redevelopment and new custom home. Pierre and Alex are simultaneously considering how that investment relates to the architecture, location, buyer profile,

market position and ultimate value of the property.

That perspective is extremely important.

It isn't simply about whether something can be remodeled. We also have to ask whether the finished product makes sense for that particular property and market.

From the construction side, I can determine what an idea will realistically require. Pierre and Alex can evaluate whether that investment makes sense from the real estate side.

Having those conversations together at the beginning can save a client from making very expensive decisions without understanding the complete picture.

SVRP: How do the three of you determine which improvements are worth making and which ones might not provide the return a homeowner expects?

Pierre & Alex: Every property and every client is different.

Some clients want to make the minimum improvements necessary to prepare a property for sale. Others want a complete overhaul and want everything done at the highest level.

Our job is to listen first. What does the client want? What are their expectations? What

is their budget? Then we can advise them based on the property and what we know about the market.

Having Tim involved means we also have someone who understands what those ideas actually require from a construction standpoint.

Good advice isn't about creating work for yourself at the client's expense. It's about telling people what actually makes sense for their situation.

Tim: At the luxury level, there isn't a simple formula.

You can't automatically assume that spending \$5 million on a property will add \$5 million in value. The right transformation can completely reposition an estate, while spending that same amount in the wrong areas may not produce the return the owner expects.

That's why instead of simply asking, "What should we remodel?" we try to ask a bigger question:

What can this property become?

Once we understand that, we can determine whether the right approach is selective improvements, a substantial renovation, a multimillion-dollar transformation or, in some cases, starting over and creating an entirely new custom residence.

SVRP: You've worked together on some remarkable Bay Area properties. Which collaborations stand out?

Tim: I've had the opportunity to work with Pierre and Alex on some truly extraordinary Peninsula properties.

One was an approximately 25,000-square-foot residence in Hillsborough designed as a replica of the White House in Washington, D.C. A property of that scale and uniqueness requires an entirely different kind of construction evaluation. You're considering the architecture, craftsmanship, building systems, finishes and sheer size of the property all at once.

We've also collaborated on the historic Crosby Estate, formerly owned by Bing Crosby.

A property with that kind of history and character presents a completely different set of considerations. You're not simply looking at construction. You're working with an estate that already has an identity and a story.

Those properties are great examples of why collaboration matters. You have to understand what should be preserved, what should be improved, what can be transformed and how those decisions affect the property's position in the market.

Pierre and Alex understand how to position and represent properties like these. I can determine what it will actually take to execute the construction side of that vision.

SVRP: Properties like the White House replica and Crosby Estate aren't exactly conventional projects. How do you approach a property when there isn't an obvious solution?

Tim: You can't use a cookie-cutter approach

because these aren't cookie-cutter houses.

I can look at an ambitious idea from the construction standpoint and determine what it would realistically require structurally, financially, logistically and from a scheduling perspective.

Pierre and Alex can look at that same idea and consider the property, the market and the expectations of a future buyer or owner.

Sometimes the solution is a substantial renovation. Sometimes it's preserving what makes an estate special while modernizing the systems and living spaces around it. And sometimes the highest and best use of a property may involve an entirely new vision.

The objective is always the same: make the decision that best serves the property and the client.

SVRP: After working together over the years, what have you learned about each other's working styles?

Tim: One of the things I've learned from working with Pierre and Alex is just how much the details matter.

Their clients expect discretion, responsiveness, professionalism, accuracy and results. Those expectations are very similar in luxury construction.

When someone is investing millions of dollars into their home, they aren't simply hiring someone to perform construction. They're trusting you with

one of their most significant assets, and I take that responsibility very seriously.

Pierre and Alex know that when they ask me to evaluate a property, I'm going to give them an opinion based on experience and reality. If I see an opportunity, I'll explain it. If I see a potential problem, I'll identify it. If I believe there's a better approach, I'll say so.

Over time, you learn how each other thinks. That level of communication builds trust and ultimately makes the entire process more efficient for the client.

Pierre & Alex: Honesty and diligence make all the difference in the world.

That's really what we've learned with Tim. We know he's going to look out for the client's interests, and our clients recognize that too.

The fact that clients are willing to wait for him rather than work with someone else tells us everything we need to know.

We need more Tims in our lives.

SVRP: Finally, what advice would you give someone considering a major renovation, preparing an important property for sale or purchasing a home that needs significant work?

Pierre & Alex: Decide on a budget, get a great architect and call Tim before you get started.

Good people save you money and make you money. Bad ones cost more.

“The most successful projects aren't created by one person. They're created when experienced professionals collaborate around a clear vision.”

We've seen firsthand what can happen when someone gets involved with a project they aren't qualified to handle. Last year, we worked with clients who were building a roughly \$15 million home and had previously hired someone who claimed to have the necessary experience but had primarily worked on much smaller remodeling projects.

According to the clients, getting out of that situation and correcting the problems cost an estimated \$1.5 million, and the project was delayed by a year or more.

Experience matters, especially when the stakes are that high.

Tim: Assemble the right team before making the major decisions.

Before purchasing a property that requires substantial work, understand what you're actually buying. Evaluate the construction. Understand what's possible, what limitations exist, what the likely investment will be and what the

finished property could ultimately become.

If you're preparing a property for sale, don't automatically renovate simply because something is dated. Determine what the market expects and whether that investment will genuinely improve the property's position.

And if you're building or substantially renovating your own home, bring the contractor, architect, designers, engineers and other key professionals into the conversation early.

The most successful projects aren't created by one person. They're created when experienced professionals collaborate around a clear vision.

Ultimately, it's not simply about building something expensive.

It's about creating something exceptional and making sure the investment, architecture, craftsmanship and long-term value all make sense together. 🏡

“Honesty and diligence make all the difference in the world.”



Water Tower Kitchen

Great Food, Great People, One Local Gathering Place

There is a simple philosophy behind Water Tower Kitchen: great food, great people and a place where the community can gather.

That vision brought four longtime restaurant and bar veterans, Russ Fukushima, Milad Shaeghi, Nick Esparza and Jameson Parvizad, together to create Water Tower Kitchen. Established in 2018 and officially opening its doors in January 2019, the Downtown Campbell restaurant was designed to feel equally at home hosting a packed game day, a weekend brunch, dinner with friends or one of life's biggest celebrations.

"We wanted a place guys can watch sports on game day while still being a place the women can feel at home too," the team shares.

At the center of it all is food made the old-fashioned way.

Water Tower Kitchen describes its menu as scratch-made California cuisine, with Chef Onesimo Robledo and Chef Doug Kubota leading a kitchen where much of the work happens long before a plate reaches the table. Burger patties are formed by hand, sauces and dressings are made from scratch,



and fruits and vegetables are hand-prepped by the kitchen team.

For Nick and Chef Kubota, that approach has roots close to home. Both grew up in Gilroy, where agriculture, food and community are deeply intertwined. That background created an appreciation for fresh ingredients and taking the time to prepare food properly.

For a first visit, the team recommends starting with the Gilroy Garlic Shrimp, an ode to their hometown. Water Tower's burgers are another favorite, made with a half-pound brisket-blend beef patty. For something lighter, the Asian Chicken Salad has become a popular lunch choice.

One dish, however, tells an especially personal story. The Loco Moco pays tribute to co-owner Russ Fukushima's Hawaiian roots, bringing a little piece of home to the menu and sharing it with every guest who orders it.

And then there is the Watermelon Margarita. Made with fresh watermelon juice, the bright, refreshing cocktail has developed a following of its own around town.

Weekends bring another reason to visit. Water Tower Kitchen serves its award-winning brunch on Saturdays from 11 a.m. to 3 p.m. and Sundays from 10 a.m. to 3 p.m. Because brunch is limited to two days a week, the team considers it one of the best ways for first-time guests to experience the restaurant.

Come football season, the energy changes again.

With NFL Sunday Ticket and games playing throughout the restaurant, Water Tower Kitchen becomes a destination for sports fans, including the fantasy football crowd trying to keep an eye on multiple players at once. It is exactly the kind of lively game-day atmosphere the owners envisioned from the beginning.

Yet some of Water Tower Kitchen's most meaningful moments have nothing to do with what is happening on a television.

With a loft, two patio spaces and options for private events, the restaurant has hosted everything from birthdays and baby showers to weddings, rehearsal dinners, corporate gatherings

and family reunions. For the Water Tower team, those occasions carry a responsibility beyond serving a good meal.

A 60th birthday, 25th anniversary or rehearsal dinner is not simply another reservation. It is a memory someone may carry for the rest of their life.

That same sense of responsibility extends beyond the restaurant.

Giving back has long been part of Water Tower Kitchen's identity. The restaurant supports local nonprofits, youth sports and families throughout the year. Through its Beer of the Month program, 50 percent of sales from the featured beer are donated to local youth athletics programs, helping provide more young athletes with opportunities to participate and succeed.

This Christmas will also mark the team's 10th year helping local children and families make their holiday wishes come true.

For Water Tower Kitchen, being part of Campbell means investing in the people who have invested in them.

That philosophy also helps explain what turns first-time visitors into regulars. The team points not only to the food, but to genuine care for guests and for the employees responsible for creating those experiences every day.

"At the end of the day, it's all about the people," they share. "We may have a beautiful space, but without the staff who show up with a smile and the regulars who fill it with life, it would just be an empty building."

That might be the best description of Water Tower Kitchen of all.

It is a restaurant, a game-day destination, a brunch spot and a place to celebrate. But at its heart, it was built to be a neighborhood gathering place, and nearly eight years after the idea first began, that remains exactly what the team wants it to be.



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The Team in Your Corner

ORANGE COAST TITLE

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Katie Ellis and Orange Coast Title bring experience, collaboration, and a solutions-first approach to California real estate.

When a real estate transaction is straightforward, a good title and escrow team helps keep everything moving. But when a transaction gets complicated, Katie Ellis believes that is when the right team can make all the difference.

“There’s nothing better than being able to say, ‘Let’s see what we can do,’ and ultimately help get that transaction to the finish line,” Katie says.

That mindset is at the heart of how Katie approaches her work with Orange Coast Title Company, where she recently stepped into a new role as Assistant County Manager after nearly a decade with the company.

Founded in 1974, Orange Coast Title was built around five core principles: Truth, Commitment, Accountability, Personal Responsibility, and Vision. Those values have remained central as the company has grown from its California roots into a nationwide organization and, most recently, entered a new chapter as an Acrisure Partner.

Anything in California

Orange Coast Title provides title and escrow services for Realtors, lending professionals, and their clients across the country. For Katie, though, her area of expertise is easy to describe:

“Anything in California.”

From residential and commercial transactions to refinances, development, bulk sales, mobile homes, and SB 9 lot splits, Katie works with real estate and lending professionals on transactions throughout the state.

And when a client has a transaction outside California, the support doesn’t stop there. With Orange Coast Title’s nationwide footprint and extensive referral network, Katie can help connect her clients with trusted resources for transactions outside her area of expertise.

“One of my favorite parts of this business is that I’m always learning something new. The more I get to know my clients and understand how they work, the better I can serve them and pair them with the right team for their needs,” Katie says.

Finding the right combination of Sales Executive and Escrow Officer can make a meaningful difference, something Katie describes as a kind of “matchmaking.”

“The right partnership can completely change the experience for both the Realtor and their client,” she says.

When Things Get Complicated

Some of Katie’s favorite examples of Orange Coast Title at its best are not the transactions where everything goes according to plan. They are the ones where it doesn’t.

A last-minute change. A complicated title issue. A situation where the obvious solution simply is not working.

Behind the scenes, Orange Coast Title has a philosophy that Katie believes makes a significant difference: nobody says no to a deal without “kicking it upstairs.”

When an issue arises, the team brings in additional experience, collaborates





“From beginning to end, you can expect responsive communication, hands-on support, and people who genuinely care about the transaction.”

Katie wishes more Realtors viewed their title and escrow professionals not simply as service providers, but as an extension of their team.

“We want to understand how our Realtor partners work, what their clients need, and how we can best support them in getting the transaction to the finish line.”

A New Chapter

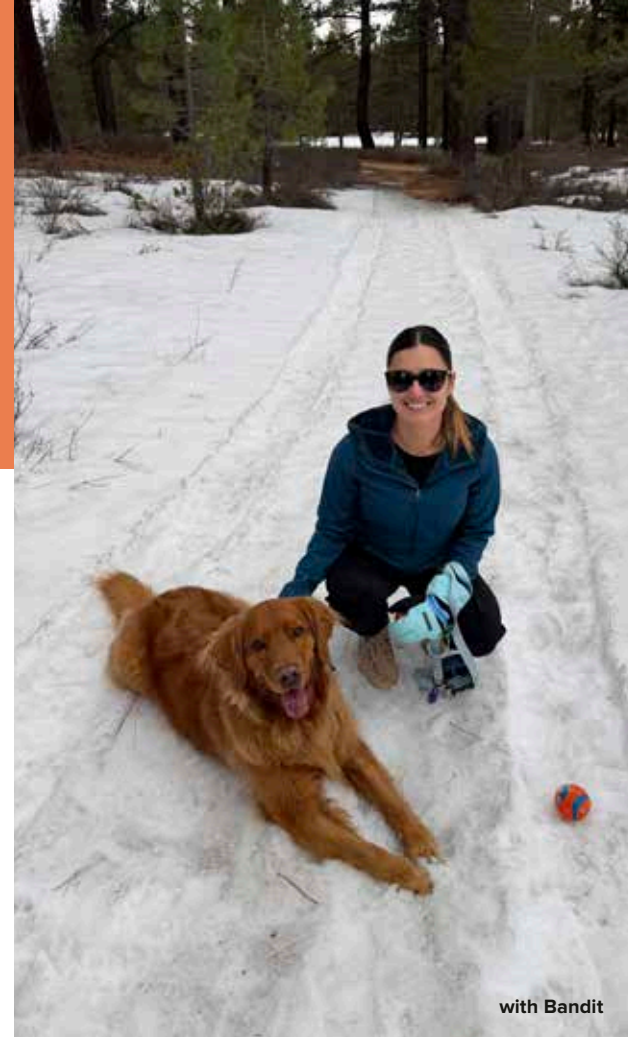
After nearly a decade with Orange Coast Title, Katie is now stepping into her role as Assistant County Manager. While the position gives her new opportunities to contribute to the company and its partners, the foundation of how she serves her clients remains the same.

“I’m all in for my clients. That’s not changing. This new role gives me even more opportunities to elevate how I serve them and bring additional value to our company and partners,” she says.

Her promotion comes during a period of evolution for Orange Coast Title as well. The company’s new partnership with Acrisure opens the door to additional resources and opportunities while building upon more than five decades of experience.

For Katie, it makes an already dynamic industry even more interesting.

“Real estate is definitely not one-size-fits-all,” she says. “I enjoy finding creative ways to adapt what we do to the individual professional and their business. That’s what keeps it interesting for me.”



with Bandit

Always Looking for the Next Adventure

That willingness to embrace a challenge does not disappear when Katie leaves the office.

Some of her favorite adventures happen underwater.

An avid scuba diver, Katie once spent 10 days aboard a liveaboard diving vessel in the Maldives. She is now chasing her 100th dive and has a slightly different reaction to underwater wildlife than many divers might.

“While most people are hoping not to see a shark, I’m usually the one looking for them!”

When she’s not underwater, you can catch Katie with her golden retriever, Bandit, striving toward new goals at CrossFit, a part of her life since 2012, or planning her

next adventure. She loves traveling, excellent food, and new experiences.

As she steps into this next chapter, Katie hopes Silicon Valley’s real estate professionals understand exactly what they have in her and the team at Orange Coast Title.

“We show up, we follow through, and when something gets complicated, we dig in and don’t leave you hanging,” she says.

For Katie, being a true partner also means knowing that she doesn’t have to personally have every answer. She just needs to know how to help find it.

“Think of me as your first line of defense. Even if it’s not quite something I can answer, I’ll always point you in the right direction.”

across departments, and looks at the situation from different angles.

“We have the experience to dig into challenging title issues, ask the right questions, and explore options that may not be immediately obvious,” Katie says.

Multiple underwriter relationships provide additional avenues to explore, while the company’s collaborative culture means no one is expected to navigate a difficult situation alone.

“There isn’t one person who wouldn’t raise their hand to help another,” Katie

says. “People share their knowledge, jump in when someone needs support, and genuinely want to see each other succeed.”

She points to Sharon McMahon, Vice President and General Manager, and Daniel Dietrick, Sales Manager, as experienced, accessible leaders willing to step in when additional expertise is needed.

“The greatest advantage of working with Orange Coast Title is truly our people,” Katie says. “From beginning to end, you can expect responsive communication, hands-on support, and people who genuinely care about the transaction.”

Earlier Is Better

Of course, solving a problem is valuable. Catching it before it becomes a problem can be even better.

That is why Katie emphasizes the importance of pre-opening escrow, regardless of what the market is doing. Having information upfront and identifying potential clearances early gives everyone more time to address issues before they threaten a transaction.

“The more we know on the front end, the better positioned everyone is for a smooth and seamless transaction,” she says.



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Sabrina WEIDNER

PHOTOGRAPHY BY:
OLHA MELOKHINA
PHOTOGRAPHY

Sabrina Weidner's interest in real estate started long before she was old enough to earn a license. At 15, while working at a local coffee shop, she met real estate investor Ray Rekhi and began asking questions about his work. Recognizing her genuine interest in the industry, Ray became an early mentor and gave Sabrina an opportunity to learn more about real estate investing, business, and entrepreneurship.

Soon, she was observing his team as they made cold calls, attending industry events, networking, and getting a firsthand look at the business behind real estate.

"Those experiences gave me an early education in business, investing, networking, and entrepreneurship," Sabrina says.

So when the time came for Sabrina to pursue real estate professionally, the decision felt less like choosing a career and more like taking the next natural step in a journey that had started years earlier.

Something to Prove

Sabrina entered the real estate industry at 20 with

years of preparation behind her, but she quickly learned that experience wasn't something prospective clients could see.

Instead of trying to convince people that her age did not matter, Sabrina focused on being prepared, staying involved, and letting the quality of her work build her credibility.

"I wanted my work to answer that question for me," she says.

Her very first transaction put that approach to the test. Sabrina's client had understandable questions about her age and experience, while Sabrina, as a brand-new agent, was quietly wrestling with some of those same questions herself.

Then the transaction took an unexpected turn.

With little time to prepare, her client found herself competing against 31 other offers for a home. For Sabrina, any uncertainty had to give way to the responsibility in front of her.

"There was just a client depending on me," she says.

She focused on strategy, navigated the pressure, and put together the strongest offer she could.

They got the house.

That first win gave Sabrina more than a successful closing. It gave her confidence in her ability to perform when it mattered.

"I stopped thinking of myself as the young agent hoping someone would give me a chance and started trusting my ability to solve problems, compete, and advocate for my clients," she says.

Getting Comfortable Being Uncomfortable

That willingness to step forward before she feels completely ready has become a recurring theme in Sabrina's career.

She has knocked on doors, walked into rooms where she was the youngest person there, hosted events, taken on leadership responsibilities, and stepped onto stages to speak alongside people with considerably more experience.

People may see those opportunities now. What they do not always see, Sabrina says, are the uncomfortable moments that created them.

"A lot of the opportunities I'm grateful for today came from repeatedly being willing to get outside of my comfort zone, show up, and do things before I felt completely ready."

Over time, she has watched those efforts compound. One introduction creates another relationship. One event leads to another opportunity.

It has also shaped how Sabrina approaches real estate. She thinks like an entrepreneur, constantly asking how she can add value, create an opportunity, build a collaboration, or approach something differently.

"Real estate isn't simply a sales career," she says. "You're building a business."

Building Something Bigger

That entrepreneurial instinct has already taken Sabrina beyond real estate.

She is the founder of Silk & Spritz, a mobile coffee and cocktail bar inspired by her previous experience in coffee and bartending and the environments

she encountered through real estate.

Open houses, broker tours, corporate events, and industry gatherings showed her an opportunity to combine hospitality, branding, events, and entrepreneurship.

So she built it.

Silk & Spritz has since grown into a team, attracted repeat clients, and become another expression of something Sabrina loves: taking an idea and turning it into something tangible.

She has also created a women's community centered around connection and events and become increasingly involved in the real estate industry itself. After beginning behind the scenes organizing events, Sabrina has gone on to speak on industry panels and share her experiences with others.



Silk & Spritz, a mobile coffee and cocktail bar.



Yet real estate remains at the center of what she is building.

“I want to be the kind of agent people think of when they want someone who is going to be completely invested in making something happen,” she says.

She wants her name associated with strong representation, creativity, connection, and a willingness to recognize opportunities others might overlook.

Opening Doors

Sabrina credits two people with helping shape that path.

Ray was one of her earliest mentors, introducing her to real estate investing and entrepreneurship while she was still in high school. Later, Jen Miller, the Team Leader at Sabrina’s office, played an important role in her professional development by trusting her with a leadership position early in her career.

That opportunity allowed Sabrina to work alongside agents at different stages of

their careers, coach newer agents, organize events, and contribute to the growth and culture of the office.

Both experiences showed Sabrina how meaningful it can be when someone recognizes potential and creates an opportunity to learn.

Now, she wants to do the same for others.

She has enjoyed working with newer agents, hosting career nights, creating communities and events, and sharing what she has learned. She remembers what it was like to be the youngest person in the room and simply want an opportunity to learn.

“Whenever I can be the person who opens that door for someone else, that’s incredibly meaningful to me,” she says.

Still Curious

Sabrina’s ambition has not diminished, but her definition of growth is changing.

Earlier in her career, progress meant more opportunities, events, transactions, and projects. Today, she is increasingly interested in building a career and businesses that can grow sustainably.

“I still have very big goals,” she says. “I just want to build them in a way that allows me to actually enjoy what I’m creating.”

Five years from now, Sabrina hopes to have more experience, a thriving real estate career, larger businesses, greater financial freedom, and opportunities she cannot yet predict.

What she does not want to lose is the curiosity that started everything.

She wants to remain the person who walks into a



room, notices something interesting, starts a

“I still have very big goals.
I just want to build them in a way that allows me to actually enjoy what I’m creating.”

conversation, and thinks, “Why couldn’t I do that?”

It is the mindset that has taken Sabrina from an ambitious teenager eager to learn the business to a real estate professional, entrepreneur, speaker, and mentor creating opportunities of her own.

And Sabrina still sees plenty of room to grow. 🌱

You can connect with Sabrina on Instagram @_sabinaweidner_



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RP AGENT UPDATE

Monique Anton

We connected with Monique Anton for our new SVRP feature, Cover Alumni, to catch up on what's changed since her original cover story and what's ahead for Modern Homes Realty.

Since your original Real Producers cover feature, what have been some of the biggest milestones or changes in your business?

After our last cover feature, the firm almost doubled in size with the additions of Greg Goumas, Michelle Molfino, and Alison McCubbin.

Greg, a resident of Los Altos Hills, has a background in corporate finance, property appraisal, and real estate taxation, and he is well known in the luxury market. He is a graduate of UC Berkeley and holds an MBA in Finance.

Michelle, based in San Francisco, works with clients across the Bay Area. She has long-standing personal and professional relationships stemming from her background in luxury travel, as well as a strong network within the finance and business sectors.

Alison began her real estate career in Washington, D.C., 13 years ago and quickly became a top producer before relocating to the Bay Area. Based in San Mateo, she is well connected throughout the Bay Area and Southern California. Her goal is always to deliver exceptional results through a positive, stress-free experience.

Additionally, Ben Peterson, Alex Wang, and Chris Fisher remain with Modern Homes Realty, each bringing a long tenure with the firm.

Ben started his real estate career with Modern Homes Realty five



years ago. With his passion for architecture and excellent service, he has become a go-to agent for first-time homebuyers and clients seeking expert advice and knowledge of San Francisco's unique neighborhoods.

Prior to joining Modern Homes Realty, Alex and Chris worked together for a top-producing firm that consistently ranked among the top three nationally.

Alex has been with Modern Homes Realty for nearly seven years. As both a licensed real estate broker and an attorney, Alex provides his clients and colleagues with knowledgeable guidance, strategic advice, and strong representation from start to finish. He is actively involved with his children's school and the Los Gatos community, reflecting the same commitment to service that he brings to his clients every day.

Chris has been with Modern Homes Realty for nearly nine years. Currently

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living in Willow Glen, Chris was raised in the Mid-Peninsula. He has nearly 20 years of real estate experience and specializes in demystifying the real estate process and navigating his clients through complex transactions.

What sales accomplishments or professional achievements are you most proud of since we last featured you?

I am most proud of continuing my mission to preserve unique architecture, most notably from visionaries such as Frank Lloyd Wright, Richard Neutra, and Joseph Eichler. With my listings, it is always a priority for me to find the right buyer who has a deep love and appreciation for these beautiful homes.

How has your business evolved since your original feature, and what are you doing differently today than you were then?

In addition to maintaining a strong focus on mid-century modern homes, we have moved into the luxury market. We have also helped numerous clients with private sales and off-market opportunities.

What are you working toward next? Are there any new goals, projects, expansions, or opportunities on the horizon?

With our depth of knowledge, passion for architecture, and commitment to white-glove service, it's important to me to continue our mission and take it to the next level. Additionally, our network has grown and continues to expand through strong partnerships within the Eichler community. Together, we maintain a commitment to excellent service.

Outside of real estate, what has changed in your personal life since we last caught up with you?

Outside of real estate, my husband, Peter, and I lived in a beautiful mid-century modern home designed by architect Alan Blair before purchasing a brand-new modern home in Los Altos. Peter and I are actively involved in the Los Altos community, and we enjoy spending time with the wonderful members of the Los Altos Golf and Country Club. 🏌️



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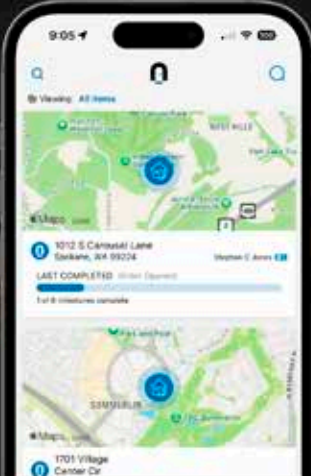
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A Summer Soirée to Remember

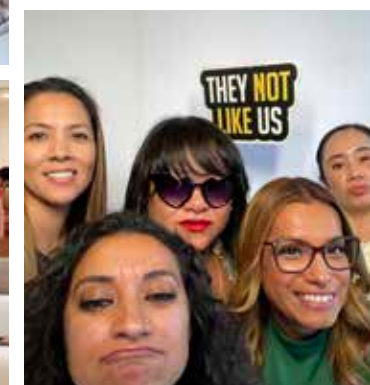
Our *Silicon Valley Real Producers* Summer Soirée was an unforgettable evening filled with meaningful connections, incredible energy, and the community spirit that makes Real Producers so special.

We want to extend our heartfelt gratitude to everyone who joined us and helped make the evening such a success. Your continued support, enthusiasm, and commitment to building genuine relationships are what allow our community to thrive.

A tremendous thank-you to our generous sponsors. Your partnership and support made this beautiful celebration possible, and we are incredibly grateful to have you as part of the *Silicon Valley Real Producers* community.

We would also like to recognize the talented teams who captured the evening so perfectly. Thank you to **Evoke** for the stunning event photography, **House Hub Media** for creating an amazing event video, and **Axiom House** for the fun and memorable photo booth experience.

To everyone who attended, sponsored, supported, and celebrated with us—thank you for making our Summer Soirée one to remember. We can't wait to gather together again!





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