



r^s RealSmart News

WINTER 2022

REALSMART'S 2021 IN REVIEW: YOUR NOT-SO-SECRET, SECRET AGENT

Since the inception of RealSmart Properties, our identity as a real estate brokerage has always been that of a local, “boutique” company. We are not a Coldwell Banker or Sotheby's office, where you will find a revolving door of 50+ agents working independently of each other at any given time. Instead, we are a small, agile team of highly experienced real estate professionals working synergistically to provide our clients with the most comprehensive real estate service possible. We aren't a collection of freshly licensed salespeople looking to build name recognition, we are a group of established agents with a breadth of industry experience and deep roots in the community.

With that being said, not having our office tied to a national brand means that we have always been able to operate with a degree of anonymity (yes, you can call us your “secret agent” if you like). Even after over a decade as a top producing real estate office in the peninsula, we still get asked the question, “You guys sell real estate?!”. The answer to which, of course, is yes. But what might surprise you is just how much real estate we sell! (Warning: tooting of our own horn incoming) Year after year, the RealSmart Team has ranked among the top Realtors in the Bay Area... which I suppose makes us not-so-secret, secret agents? Take a look at our 2021 numbers to the right for an idea of just how busy our small but mighty office stays.

So yes, we do in fact sell real estate. And while we do quite enjoy the secret agent moniker, the truth is the cat has been out of the bag for some time. Still, don't hesitate to spread the word to friends or family looking to buy or sell in the Silicon Valley area!



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REAL ESTATE



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LISTINGS COMING SOON:



1030 IRIS STREET
4BD/3BA - RWC



2727 WEMBERLY DR.
3BD/2BA - BELMONT



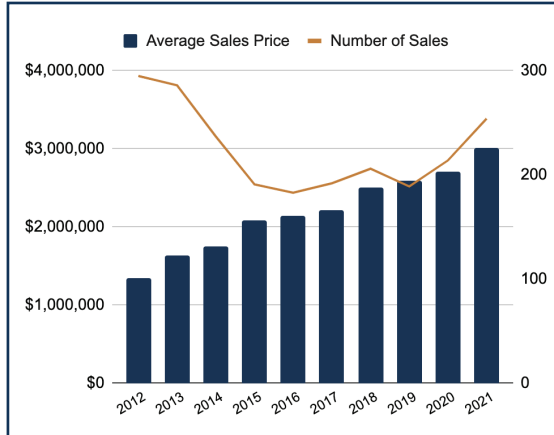
1079 MAYFAIR AVE.
2BD/1BA - DALY CITY



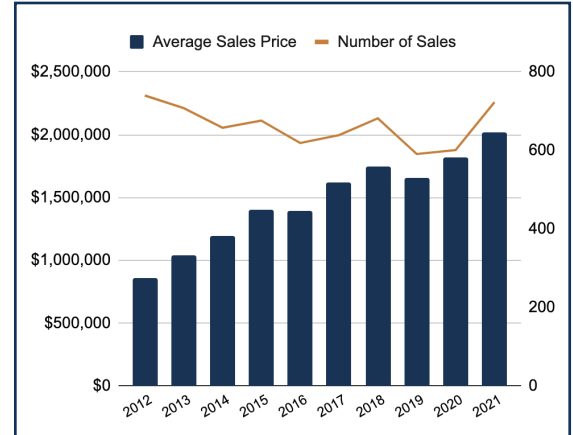
2043 ASHTON AVE.
4BD/4.5BA - M. PARK

THE MARKET AT A GLANCE

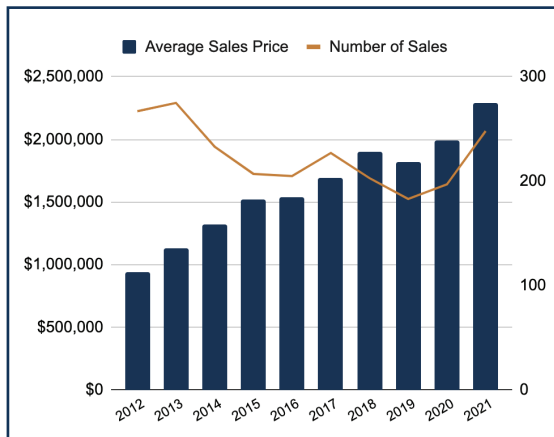
Burlingame



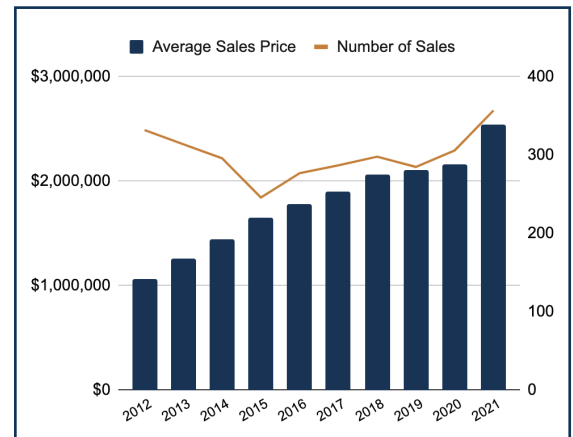
San Mateo



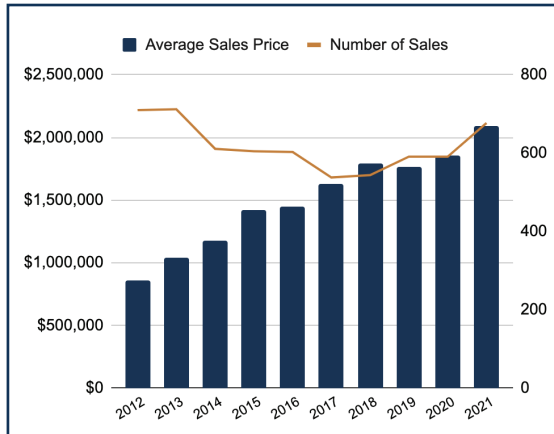
Belmont



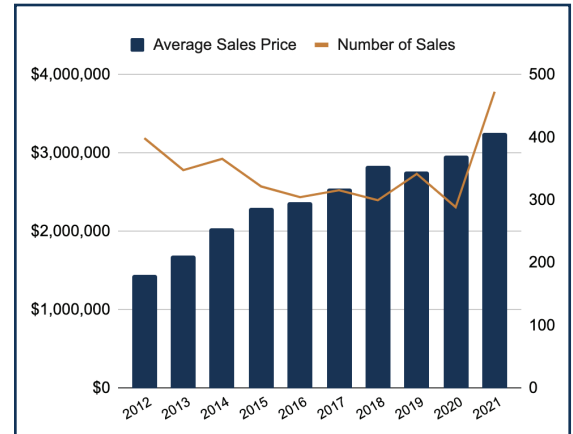
San Carlos



Redwood City



Menlo Park



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KEEPING UP WITH REALSMART



UPCOMING WEBINAR: IS CA'S NEW ZONING LAW CHANGING YOUR NEIGHBORHOOD?

Please join us for our next free webinar, as we take a look at California's new zoning law, SB9! We'll host a panel of real estate experts to provide some context to the bill's text, and offer some insights into how this could play out once local governments begin implementing it. This bill could have MAJOR significance, as it creates a path for additional units of housing to be built on properties currently zoned for single-family housing. You won't want to miss this! You can register for the event at:

realsmartproperties.com/webinar

Date: Thursday, February 24th, 2022

Time: 5:00pm

Hosted by:



Bryan Jacobs
Broker/Owner at
RealSmart Properties

With Guest Panelists:



Sailesh Mehra
City Planner, formerly at
San Mateo, RWC, SSF



Richard Fimmel
Real Estate Attorney with
over 40 years of experience

FROM THE BLOG: OUR MEETING WITH THE CHAN ZUCKERBERG INITIATIVE

At one of our recent Realtor Roundtable meetings, we were fortunate to meet with Andrea Jones, Director of Community Affairs at the Chan Zuckerberg Initiative. This is an opportunity we have been looking forward to ever since the CZI team leased out the majority of the new office complex on Jefferson and Broadway in Redwood City. But more generally, we've been curious to hear about the work they have been doing as one of Silicon Valley's most prominent and well funded non-profits.

CZI is a charity that was founded in 2015 by Mark Zuckerberg and his wife Priscilla Chan after the birth of their

first child. The Initiative is on track to become one of the largest nonprofits in the world, with Zuckerberg and Chan pledging to donate 99% of their Facebook stock over their lifetimes – which at the time was valued at around \$45 billion, and now far exceeds that.

We had a great discussion with Andrea, during which she walked us through some of the work CZI is doing not only in our community on issues like housing affordability, but also global issues such as the advancement of, and access to, modern medicine. For more on our chat with Andrea, head to:

realsmartproperties.com/blog

RECENT SALES:



2108 CAMINO D.L. ROBLES
4BD/3BA - M. PARK



328 HILL WAY
4BD/3BA - SAN CARLOS



153 MYRTLE STREET
4BD/3BA - RWC



920 CLOUD AVE.
4BD/3.5BA - M. PARK

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**SCAN TO
LEARN MORE
ABOUT J.D.**

