

AGENT PROFILE



Sandy Patel-Hilferty

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I am originally from Jamaica and graduated from Georgetown University in Washington, D.C. Before my career in real estate, I worked in marketing and management in the high-tech and telecommunications industries. I traveled extensively both nationally and internationally, leading to a love of different ethnic cuisine and a better understanding of how to work best with people from different cultures and walks of life. My experiences taught me how to listen closely and truly understand what others wanted. I learned the importance of attention to details—nothing gets lost in the translation! With my high-tech background and being computer-savvy, I know how to market and communicate utilizing the power of the Web—skills vital in the 21st Century.

Chris Ehlers-Hardie

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I graduated from UCLA and worked in sales and management before my career in real estate. As an executive sales manager at McGraw-Hill, Inc., I had extensive training and experience in organizing, communicating and negotiating. I left the textbook publishing industry to sail the Pacific with my husband. We spent two and a half years at sea—with no one else on board. My sailing experience taught me a great deal about human nature. These lessons serve me well in the real estate profession. I understand how important buying a home is for our clients and what a huge financial commitment they make when they buy. I know the many issues of selling homes from both professional and personal experience and what they mean to our clients. At sea, I learned to deal with the moment and be calm during the storm—a great skill in the real estate transaction!

Chris Ehlers-Hardie & Sandy Patel-Hilferty



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Our Professional Philosophy

We have teamed together to give our clients superior service. Having two agents to double the energy and efforts needed to deliver results for our clients, is always an added benefit for the client. We make sure our clients understand every aspect of buying and selling. From the first meeting through inspections to the close of escrow, our clients know all details will be handled promptly, thoroughly, and professionally.

Thank you very much for helping us through the process of house hunting and home buying. You've been very patient, understanding and sincere with us throughout. Your negotiating skills are awesome.

—P. & T., Berkeley

Let us handle the details!

Buyers have said that they appreciate our keen ability to locate the right home without wasting their time and disrupting their schedules. Sellers have benefited from our thorough knowledge of the real estate market and our skill at representing our clients' best interests throughout all phases of the sale. We strive to ensure that our clients' real estate dealings are straight-forward and proceed smoothly. We work hard to guide our clients through the progressively complex maze of steps and decisions involved with real estate transactions in California, so that they are educated about their options at each juncture and can make the best decision.

Our business comes from the referrals of satisfied clients!

With over 20 years of experience in buying and selling real estate, our business is comprised almost exclusively of referrals from satisfied clients. Again and again, we are able to find just the right home or buyer for properties through the intense determination to "make things happen." We always say that one of our greatest joys is to get a phone call from a former client, reinforcing their confidence and trust in us, saying it's time to "do it again" for themselves, a relative, or friend.

Please feel free to contact us if you are looking to purchase a home or to sell your current home or investment property.

You were great to work with the whole way through. Because of your professionalism and determination, we now live in a wonderful house that we love!

—E.& S., Oakland

Many, many thanks for all the effort you put in to sell my place so quickly. I so appreciate all the ways you helped me make this transition as painless as possible.

—N.& H., Oakland