

4228 Pomona Avenue, Palo Alto

Welcome home to this wonderful five bedroom two-story home in highly desirable Green Acres, Palo Alto.

Conveniently located close to three of Palo Alto's top rated schools—Gunn High, Terman Middle and Juana Briones elementary schools and stylishly remodeled throughout.

Well placed on a large sunny lot with a delightfully private yard, this nearly 3,000 sq ft home offers a flexible, yet traditional layout, with lots of space for comfortable living and easy entertaining.

Entry to this newly remodeled and well built home is through a private gated courtyard, bright with colorful azaleas and camellias.

At the heart of this wonderful home is a **spacious great room** with a large informal dining area, sitting area and its own sit-around wood burning fireplace. Big picture windows overlook the mature, sunny garden. Leading off the great room is a cozy formal dining area for intimate dining and which also overlooks the lovely rear garden.

A large **separate sitting room** offers traditional comfort and style, with its own views of the garden, wood burning fireplace and ample book shelves for books and ornaments. Off the great room, the spacious working kitchen has all new stainless steel appliances, granite counters and a smart sit-up counter bar.

Upstairs, the **private master suite** has a walk in closet and sunny balcony overlooking the lush garden. A large upstairs second bedroom with bathroom access can double as a second master bedroom, swish office or private den.

Downstairs are three newly remodeled bedrooms. The large bedroom three has its own new en-suite bathroom, with stylish tub and shower. Two more light and bright bedrooms provide flexible living accommodation for modern family life. These share an additional modern bathroom with state of the art touches. Under floor heating and heated mist free mirrors are sure to give every morning a good start.

With access from both sitting room and great room, the **large sunny patio** is ideal for summer barbecues and entertaining. A stylish pergola provides light



shade for the seating area on hot summer days. Mature trees and hedging provide privacy and beauty for the spacious rear garden and there is new landscaping, lawn and sprinkler systems in both front and back yards. Wide side yards provide easy access and extra storage for family outdoor fun.

For added flexibility, the large indoor laundry room can be used as an office, den or extra storage room.

Offered at \$2,100,000

Open House
Sunday 1:30-4:30pm

Stacey Archbell
(650) 269 3436 Cell
stacey.archbell@cbnocal.com

VANGUARD PROPERTIES TOP PRODUCER MARK CHOY

When we were searching for a top real estate professional in the Bay Area to profile, we were excited to come across Mark Choy, who is not only among the top agents in San Francisco real estate, a co-founder and co-owner of a 18 member strong sales team (ClimbSF.com), a highly recognized San Francisco real estate blogger (SFNewDevelopments.com), but has an interesting and diverse background that helps him stand out in the real estate community.

Mark grew up personally and professionally between Asia and America and has successfully thrived in both cultures. His parents are Chinese from Singapore and his in-laws are from Taiwan. He was born and raised in New York City, an energetic city that he credits with teaching him "street smarts", drive and persistence, and the ability to interact with a diverse range of people and personalities. "Because New York is such a competitive place, you learn to fight for everything. You have to work hard just to keep up. You don't take anything for granted," Mark says. Given his highly analytical personality, Mark studied Economics and Electrical Engineering and went on to receive a Master's Degree in Electrical and Computer Engineering specializing in the field of Artificial Intelligence. Later, he was Vice President in Citigroup's Chief Technology Officer's Emerging Technologies group, a think tank where Mark was leading research on applying wireless communications. Mark attributes his success with being able to communicate with people that are business-minded and bottom-line-driven while also able to keep up with the latest technology innovations. "I've learned to not let anything stop me," Mark says with a smile. "Working in highly competitive industries and growing up in a place like New York City, I realized that I benefitted from a sense of 'anything is possible'. You learn that if you want something, you have to figure out how to get it and go for it. I've had to learn how to think flexibly and look hard for the opportunities in order to leverage them."

Although Mark succeeded in the corporate world, he was drawn to real estate and began to invest in houses, condos, and multi-family units in various markets (New York, Arizona, Las Vegas, Missouri, and Texas) in his free time. Mark moved to Taiwan for a few years, worked for a few start-ups and started his own, honed his Chinese language skills, traveled extensively throughout Asia, and started his own company, leveraging the technological talent in Taiwan to launch an online travel agency. Mark felt ready to take on a new challenge and when he and his wife were ready to settle down, they headed for sunny California. "San Francisco has a great energy on par with the best cities in the world and high concentration of new ideas and innovation. [But in contrast to where I've grown up and lived], San Francisco's overall pace is more laid-back, friendly, and relationship-based." The city's ethnic diversity, growth and outlook, and culture were more in line with his own personal outlook on life and he readily embraced his adopted city.

While Mark was investing in real estate and searching for his next venture, his agent and later friend, Chris Lim a top real estate agent himself, convinced Mark that he had makings of a successful agent. Together with Chris, Mark co-founded Climb Real Estate Group, a sales team within Vanguard Properties. Climb has grown to 18 people with a strong presence in several micro markets, a solid marketing and branding system, and unique leverage of Web 2.0 technologies to reach out to new and existing clients. Climb continues to grow and thrive despite a softening real estate market. Climb also leverages Mark's successful and widely read blog (SFNewDevelopments.com) which informs readers about the latest real estate developments in the city, including the brand-new high-rises that are reshaping San Francisco's skyline.

Mark dove into his new profession with a passion. With a strong work ethic, he developed a deep and comprehensive knowledge of the San Francisco market, strong relationships with the top high-rise developments in the city, and honed his

ability to locate the best investments and negotiate hard to get the best deals for his clients. While he had previously worked primarily desk jobs, he now enjoys stepping out from behind the desk and working with all types of people. He believes that in the end, his job is to help people and he thrives on exceeding their expectations. In fact, "making the sale" isn't his top priority. He regularly advises clients, if the situation isn't right for them, not to buy. "It depends on what is best for the client. I've advised clients to walk away if it's not a good deal for them. I'd rather not make the sale if my client isn't getting as much as they can, whether they're selling or buying. Nearly 40% of my business comes from referrals - former clients referring their family, friends, and colleagues to me. That's how I like to do business, looking to the long-term. It's a relationship-based business. I'm honest and direct and I work very hard for my clients," says Mark.

Mark believes that San Francisco has always been and will continue to be one of the most highly desirable places to live in the U.S. and in the world, with its astonishing natural beauty, panoramic views and vistas, a great mixture of diversity, culture, and ideas that will always attract people to doing business and living here. He admits that the real estate market has softened quite a bit but deals can still be found. But not all properties on the market, Mark notes, are worth their asking price. To buy in San Francisco, especially in our current market, he cautions, sellers and buyers need an experienced professional to help them navigate potential pitfalls and be a strong advocate for them to ensure that they get the best deal that they can get.

Mark's clients are very diverse and have worked with him from locales as far away as Hong Kong, Australia, and Taiwan. Mark's ability to converse in Mandarin Chinese, work with people from diverse backgrounds, and leverage online technologies to complete transactions remotely has expanded his business to many international clients. He leverages his analytical ability to make the necessary calculations on whether an investment is worthwhile for his clients, his web-savvy to reach out and communicate with his clients, and his honest and direct approach to gain his clients' trust and confidence.

His current client base falls into 3 major categories. The first are empty nesters and retirees who are looking to sell their house and downsize to a condo in order to enjoy the variety and convenience the city has to offer. A brand-new high-rise condo with amenities like pool, gym, and 24-hour security offer the luxury and peace of mind that they are looking for. Young professionals in their 20s and 30s are another group he works with frequently. They're looking for an easy commute to work and the ease of the full-service building. A third group are middle-aged couples or families who are looking for a 2nd home in San Francisco, whether they live in the Bay Area, Los Angeles, East Coast, Asia or even Europe, they have a soft spot for San Francisco and are looking for a pied-a-terre in the city.

Mark, his wife, and young son live in one of the luxury high-rises in South Beach and naturally, he is intimately aware of all that city living has to offer. He has become the #1 agent at the Infinity with over 40 transactions in the building and has risen to the ranks to be among the Top 5 agents in sales in SOMA, South Beach, and Mission Bay, where the highest concentrations of new real estate development is reshaping the city. "It's an exciting place to be and in some ways, remind me of New York. It's booming and it's exciting to experience that and be a part of it," says Mark.

Although the real estate market has experienced some turmoil recently, Mark believes that the long-term prospects for owning real estate, especially in San Francisco, are strong. "People are drawn to a city like San Francisco," says Mark, "its unique beauty, diversity, and drive towards innovation really sets it apart. It's a great place to live and thrive. It's a great place to be and will continue to be a great place to be for years and years to come."



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- 3 Bathrooms
- Recently remodeled
- Lot size 9300 sq ft
- Spacious living

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Your Key to the Infinity

Mark Choy

Top Producer
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#1 Agent at the Infinity

#1 in Total Sales and Dollar Volume



Recent Sales

Tower 2:	23rd Floor	2bd	\$960K
	19th Floor	2bd	\$1.4M
	17th Floor	2bd	\$1.3M
Tower 1:	30th Floor	3bd	\$1.8M
	16th Floor	2bd	\$950K
C Building:	4th Floor	2bd	\$850K

Resales

Building A	1bd	\$649K	SOLD
Tower 1:	2bd	\$799K	In Contract!

INFINITY RENTALS

High Floor 2bd	\$5,650/mo
Furnished 2bd	\$4,600/mo
City view 2bd	\$4,600/mo



Infinity 1BD Views

Tower 1 bedroom Resale w/spectacular views! Gorgeous one bedroom with hardwoods throughout. Don't miss this one.

\$799,000



SoMa

Penthouse loft with 1bd+bonus room/2ba w/dramatic 17' ceilings w/exposed wood & steel beams, and hwd flooring. Spacious liv/din, db-height windows and 2 skylights. Pvt terrace overlooks the courtyard.

\$699,000



One Rincon Hill

One Rincon Hill Bay Bridge and Water view one bedroom. Tremendous value - extra large balcony - great upgrades throughout!

\$639,000

800 Haight Street, San Francisco, CA 94117 | 415.864.7800
2501 Mission Street, San Francisco, CA 94110 | 415.321.7000



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