

CELEBRATING MARIN VISIONARIES



Radhi Ahern & Scott Kalmbach

AHERN + KALMBACH

Scott and Radhi bring a modern and collaborative approach to real estate and always put the client first.

What is it about you and your business that makes you a visionary in your field?

We are a top producing real estate team in Marin and San Francisco. Our goal is to bring a modern perspective to our real estate business. We always try to anticipate what's coming around the corner and we like to be part of the process of making the trends, not following them. We aspire to produce results for our clients that previously seemed unattainable and we are always striving to set new price per square foot thresholds.

What is unique about your approach to serving your customers?

We treat every client and every transaction as if it were our own property that we were buying or selling. We put our clients' best interests above our own and always maintain constant, transparent communication, trust and mutual respect. We treat our clients

like partners and we look at the relationship as a long-term investment rather than a single trade.

How are you adapting your business practices to deal with the current unprecedented times we find ourselves in?

With the new restrictions, buyers are being very selective about which properties they want to tour. Our targeted marketing campaigns utilize social media, 3D tours, interactive floor plans and, when appropriate, virtual staging, to connect with a broad audience of motivated and qualified buyers.

What sets your business apart from others?

Our keen eye for design is our secret sauce. We have extensive experience remodeling and developing homes, so we can help buyers visualize their dream home with the right modifications. We often collabo-

rate with a talented group of designers and architects to help us create a signature look.

What are you doing to give back to your locally community?

We volunteer and donate to several organizations like Habitat for Humanity and Grateful Gatherings, where we have participated in building and furnishing homes for families in need.

What do you want people to know about you?

We make the process of buying and selling real estate drama free and 99 percent of the time our clients come back to us for their future real estate needs. We are down-to-earth but no nonsense. We take our business very seriously, but we don't take ourselves too seriously. We have a work hard, play hard philosophy and always try to balance work and family.

