

"Sophie has a positive mindset and the self-confidence of someone who has successfully adapted to a constantly changing market throughout her career. Her 30 years of experience give her an invaluable perspective on the housing market, as well as access to a vast network of loan officers, agents and contractors that is very re-assuring to the first time buyer.

We truly appreciated her professionalism, interpersonal skills and the fact that she knows how to be present and engaged while never imposing herself or overstepping her role. She was always available, patient and committed.

Sophie understood perfectly what we were looking for and helped us narrow down our search accordingly. She advised us on every step of the buying process, explaining each one ahead such that we never felt caught off guard. She worked with our budget, always making sure to align our expectations with the market reality. She advised us on every step of the buying process, explaining each one ahead such that we never felt caught off guard.

Last but not least, her services don't stop after finally closing the deal. Sophie went the extra mile to make sure that we were having a smooth smart while moving in.

We had an amazing experience with Sophie and we warmly recommend her".

-E. Roussel

"You are the BEST Realtor we've ever had. We were blessed to have you."

-Kirk Perry, Executive at Google

"Dear Potential Clients of Sophie,

I would like to offer my highest recommendation and most enthusiastic referral of Sophie Ravel. More detail follows, but our story with her was this. My husband, Jon Carter, and I had found a lovely home while browsing idly through listings in our Menlo Park neighborhood. We brought Sophie in (through a referral) just to represent us on the closing details. Long story short, there were major inspection problems and Sophie just could not become comfortable with the report. Rather than just take an easy commission, she subjected herself to finding us an alternative. This meant hours and hours of driving us around and scouring listings, only to have us annoyingly compare everything to the first house! Sophie dug in and, within a month, found us a house we liked much, much better. This was not without a lot of extra trouble! We closed on what is actually our "real" dream house in May 2011.

Details of her work with us were all positive. Highlights that might be of interest were:

Superior analysis. Sophie's work on the first (rejected) house and on through the end reflected painstaking attention to technical detail. Her years and years working in this market really showed, but so did her extreme diligence and orientation to facts and research.

Insight into us. Sophie got the hardest part right: understanding what we were really looking for. Jon and I were surprised at how quickly she internalized both our voiced and unvoiced priorities and emotions. She put that to work to screen (I don't know how many) possible listings and creative options. A lesser professional would probably have just given up on us at some point. She didn't and even seemed to enjoy our picky behavior.

Professional coverage and attention. Sophie's firm is also a great resource and very professional. When Sophie had a vacation in the process, her colleague, Anne King, picked us right up, understood the situation, and kept Sophie apprised of our progress daily. Not a step was missed here. Keller Williams' team work is outstanding.

Negotiations/process. This part of Sophie's work was truly valuable. She did all the market analysis, helped us come to a fact-based valuation view, and advised us on a multi-step, often emotional offer/counter-offer process. She was cool, insightful and effective. Her understanding of the needs of all parties brought us a tidy and advantageous transaction.

Personal network. Right though things, Sophie kept bringing us value. She recommended the best movers (at a great price). She introduced us to an interior designer who is a complete star. (Importantly, Sophie understood us so well at that point, she knew exactly whom we'd like.) Through these contacts, we got even more value: our (believe it or not) beloved contractor and personal organizer.

We just cannot say enough good things about our work with Sophie. Please do not hesitate to call us with any questions."

-Martha Josephson, Partner, Egon Zehnder International

"It's so nice that you give a Thanksgiving party every Holiday season and bring a big pumpkin to our front door prior to Halloween. It's a treasure having you for a real estate agent!"

-Vicky and Ed. Aguilar, Satisfied Customer