

About Kathy Papola



REALTOR® Broker/Owner

A Proven Professional and Multi Million Dollar Producer

Successfully representing buyers and sellers of estates, ranches, residential, subdivisions, land and commercial properties since 1977. Her background includes financial lending and recreational lake management.

"I take great pride in listening, giving current and accurate information and keeping in touch with clients every step of the way," says Kathy. "I work with honesty, integrity and enthusiasm so that your real estate experience will be both pleasant and successful. In today's rapidly changing market you deserve all the support you can get. That means strong advertising, an extensive web presence, personalized service and an experienced negotiator. My goal is to keep you informed with trends in the marketplace and to work diligently to assist you in meeting your goals whether buying or selling."

With extensive sales experience in subdivisions, estate properties, equestrian properties, unimproved land, large and small residential homes, Kathy is consistently in the Top 1% in sales volume in Nevada County Association of Realtors. Her average personal sales are consistently higher than MLS board averages.

AFFILIATIONS:

- NCAOR Realtor of the Year 2017
- The Union's Best of Realtor 2009
- Nevada & Placer County Association of Realtors
- Sierra/Tahoe & Sutter/Yuba Association of Realtors
- San Francisco Bay Association of Realtors
- National Association of Realtors
- California Association of Realtors
- Life Member of Placer & Nevada County Masters Clubs
- Nevada & Placer Masters Club Charter Member
- Licensed Broker State of California
- Leverage Global Partner
- Grass Valley/Nevada City/South County/Penn Valley Chamber of Commerce
- American Horse Show Association
- American Morgan Horse Association

Meet the Papola Team



Roberta Ollenberger, REALTOR® • 530-271-3817 • Kathy@papola.com BRE# 01207611
• Licensed Assistant • A licensed REALTOR® for 32 years, Roberta has been a Nevada County resident since 1994.
Originally from Marin County, CA she relocated to Sarasota, FL as a Property Manager, managing residential and commercial properties until 1987 when she took on 3 condominium associations as General Manager for an Arvida/ Disney Development. Roberta returned to Grass Valley in 1994 and has been associated with Network Real Estate in the Fine Homes Division, working directly with Kathy Papola since that time.



Ted Miller, REALTOR® • 916-719-3333 • Ted@papola.com BRE# 01701155 • Specializing in land and home sales, Ted joined the Papola Team in Grass Valley in 2016 bringing over 18 years of real estate experience with him. His knowledge of the real estate markets in Yuba, Nevada, Placer, El Dorado and Sacramento counties make him an exciting addition to the team. Ted has experience as a Production Coordinator at an advertising agency specializing in real estate sales and marketing in California, Nevada and Idaho. That background as well as being an executive associate, top producer, and numerous five star real estate professional award recipient has helped build his results-driven business. Ted provides outstanding service to clients, whether marketing a property or helping buyers purchase their dream home!



Kari Rich-Swann, REALTOR® • 530-271-3815 • Kari@papola.com BRE# 01986843 • Born & raised in Nevada County, Kari attended Nevada Union High School where she enrolled in ROP medical careers. There, she volunteered at Sierra Nevada Memorial Hospital and a local physical therapy office while working part-time in a mortgage office. She continued another four years after graduating until starting her real estate career as an assistant. She became licensed in January 2016 and has enjoyed the real estate industry immensely. Kari enjoys spending time with her husband while keeping busy with her two boys. As a Nevada County native, Kari has in-depth knowledge about the area that enhances what the Papola Team already offers to their clients.



Connie Morton, Assistant • 530-271-3815 • Connie@papola.com • Connie Morton began her real estate career selling homes in the East Bay area. Connie has worked on resales and new home sales. She has been a transaction coordinator and executive assistant for the past 20 years. Most of those years have been and currently are working with Kathy Papola and her team of professional agents and brokers.



Pat Hardin, REALTOR® • 530-271-3860 • gytc@network-realestate.com BRE# 01041319 • Broker Designee, Transaction Coordinator • Pat has been a resident of Nevada County since 1982 and a licensed REALTOR with Network Real Estate since 1991. Originally from the Bay Area, Pat moved to Nevada County to pursue her love of breeding and raising horses and livestock. She became Network's Transaction Coordinator and Broker Designee in 2001 after a decade long successful Real Estate career with the company.

Why Network Real Estate

Nevada County Real Estate; Trusted, Personalized Service

Network Real Estate was founded in 1982 based on high standards of integrity, ethics, professionalism, knowledge, and superior customer service. Over the years the company has enjoyed powerful community recognition built upon our trademark of personalized service to the many people moving in and out of the area. Nevada County is a special place. We feel fortunate to live and work surrounded by all types of recreational activities.

- Over 55 Agents Strong
- Premier Customer Service For Over 35 Years
- Full Time Administrative & Support Staff
- Aggressive Marketing Plan
- Two Highly Visible Locations
- The Most Comprehensive & Detailed MLS Listings In The County
- Brokers Support Membership In Five Counties Including The Bay Area
- State Of The Art Website: www.Network-Realestate.com
- Member Of Buffini 17,000 Member Referall Program
- Featuring Fine Homes Network Specializing In Luxury & Estate Properties At www.Finehomesnetwork.com
- Exclusive Nevada County representative for Leverage Global Partners. www.LeverageRE.com
- Also Featuring Network's Commercial Division Specializing In Commercial & Investment Opprtunities At www.Network-Commercial.com

Network Support Staff

Lynn Kaye - Bookkeeper Haidee C. Reyes - Career Development Director Lizzy Merchant - Office Coordinator Pat Hardin - Transaction Coordinator - Broker Designee Lance Hahner - IT Systems Administrator



Legal Support

Vince MacIssac - Attorney at Law Cindy Cara - Administrative Legal Support Officer - General Manager CAR - California Association of Realtors Attorney Panel

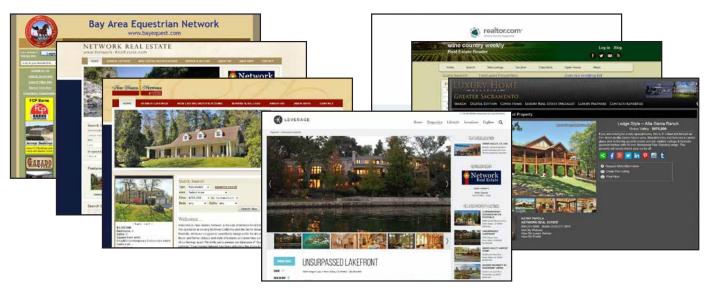
Two Network Offices to Better Serve You

GRASS VALLEY OFFICE • 167 South Auburn Street • Grass Valley • CA 95945 • (530) 272-8885 NEVADA CITY OFFICE • 436 Broad Street • Nevada City • CA 95959 • (530) 265-2551

Largest independently owned Real Estate Company in Nevada County.

Internet Advertising

DEPENDING UPON THE TYPE & LOCATION OF YOUR PROPERTY, your listing will appear on several of these sites



- www.papola.com
- www.network-realestate.com
- www.finehomesnetwork.com
- www.bayequest.com
- www.realtor.com
- www.rereader.com

- www.leveragere.com
- www.luxuryhomemagazine.com

A WEB PAGE FOR YOUR PROPERTY WITH MUSIC



OTHER INTERNET LINKS MAY INCLUDE:

www.nevadacountyaor.com
www.metrolistmls.com
www.tahoemls.com
www.homes.com
www.vinesmart.com
www.bayequest.com
www.trulia.com
www.landsofamerica.com
www.loopnet.com
www.realup.com

www.costar.com www.wsj.com www.nytimes.com www.zillow.com www.usawaterviews.com www.lakehouse.com www.beachhouse.com www.horseproperties.net www.youtube.com www.propgoluxury.com

Which real estate web sites are fielding the most traffic on the web?

The top most visited real estate sites are:

• Realtor.com • Trulia.com • Homes.com • Zillow.com

PLEASE NOTE: All of my listings show up on all of these sites as they are picked up from a multitude of sources Some of the sites we can monitor & make corrections, others we cannot control.

Internet Advertising

WHY LIST YOUR HOME WITH KATHY PAPOLA? - Have Confidence - An Experienced Nevada County Agent Is Negotiating for You. In every town, a few real estate agents outsell the others. Who is representing you at the negotiation table?

Your Home Featured On www.Papola.com

Kathy Papola's top website is promoted across the Internet on many sites including, but not limited to, those shown at the bottom of this page.

Kathy Papola will advertise your home across the Internet.

























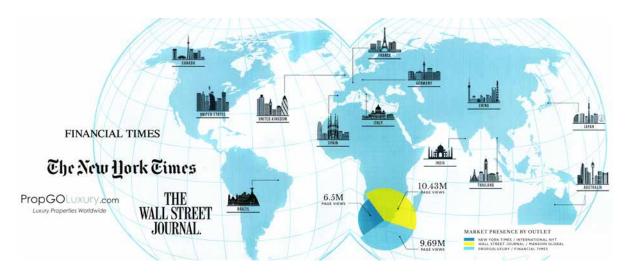


Internet Advertising





LEVERAGE YOUR LUXURY - Through our exclusive affiliation with Leverage Global Partners, we can promote your property to an international audience with buying power. With combined analytics of more than **26 million monthly page views and 6 million monthly visitors,** we expose your home to the most affluent buyers around the world - one more tool to get your property sold. With the Leverage Luxury Package, your property will be searchable in the real estate channels of: WSJ.com, NYTimes.com, International.NYTimes.com, Prop-GoLuxury.com, LeverageRE.com.



GLOBAL REACH - At Network Real Estate, we offer the type of global exposure for listings that luxury properties require and sellers deserve. Our international audience includes but is not limited to: Canada, Brazil, United Kingdom, Spain, France, India, China, Thailand, Japan, Australia, Italy, Germany, Sweden, Ireland, Hong Kong, Bahamas, United States





Kathy Papola



Local Roots, Global Reach.



EQUESTRIAN FACILITY ON 80± ACRES

A first class Equestrian training facility with development potential. Two homes, 3110±sf, main residence with pool and 1900±sf, modular home. Facility consists of two covered arenas, 32 stalls, pipe fenced and cross fenced, outdoor arenas.



Rollins Lakefront Home on 5.7±acres. 3461±sf, 5bd/4bath plus office. Great room design with floor to ceiling windows. Gourmet kitchen, natural design pool with waterfalls. Energy efficient Solar. Walking path to the lake.



\$995,000 | NEVADA CITY, CA

WALK TO SCOTTS FLAT LAKE

Scotts Flat Lakeshore from this Contemporary 5017±sf, 3270±sf, 3bd/4bath, office/guest room plus library. Gourmet bath home with guest quarters on 10 usable acres. Spacious kitchen, formal dining, wet bar, family room and sunroom. Master with grantle counters. Barn wi5 stalls, hay storage & pipe suite on main floor. Wrap-around porch with lush landscaping, baddocks. Outbuilding for storage or work shop. fire pit, Pergola with an outdoor bar.

TRADITIONAL FAMILY HOME ON 2.5± ACRES

\$979,000 | NEVADA CITY, CA

Country Weekly, 1,000 distribution points with 2 million annual readers



Sac. Luxury Home Mag. 18,000 copies bi-monthly

Print Advertising





\$220,000

The Union Newspaper 14,000 distribution

\$120,000



Sierra Foothill Magazine

Showing Feedback







Personalized Brochures





Multiple Listing Services

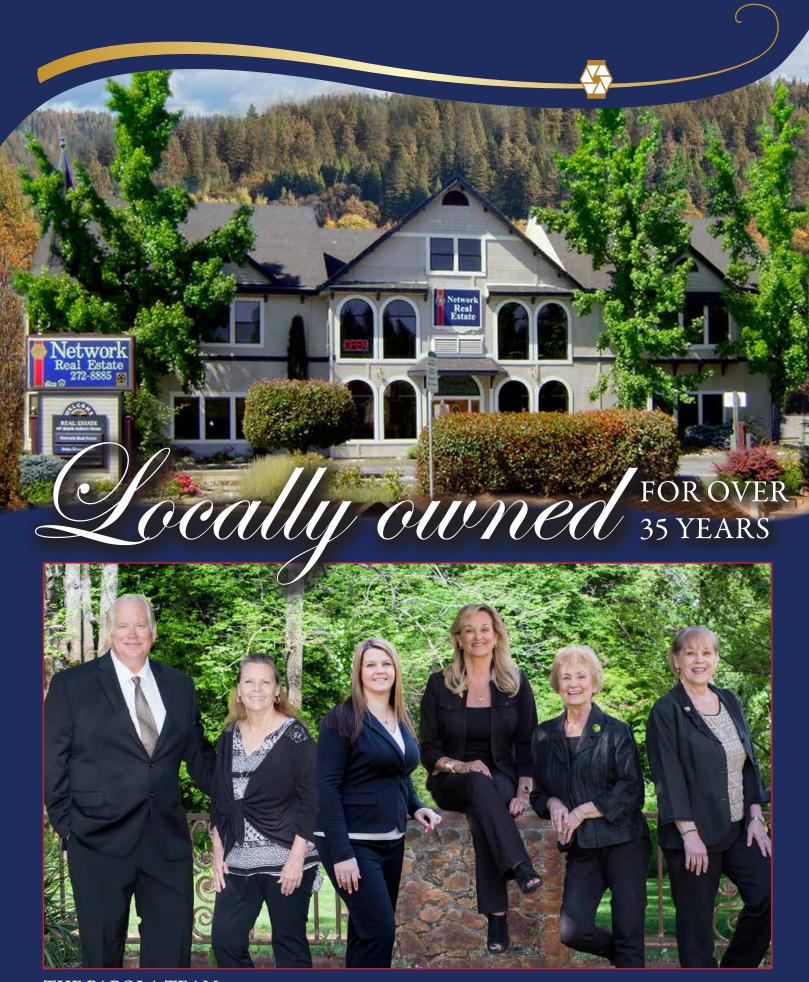








Your home will be listed in the Nevada County Multiple Listing Service, Tahoe/Sierra Multiple Listing Service, Placer-Metrolist Multiple Listing Service & Sutter-Yuba Multiple Listing Services depending on the location of your property.



THE PAPOLA TEAM: From left to right, Ted, Pat, Kari, Kathy, Roberta, Connie