

JOE SCHEMBRI

Ranked #1 Coldwell Banker Real Estate
Sales Agent for the
MOST HOMES SOLD
and
HIGHEST SALES VOLUME!



- ❖ Licensed Since 1985
- ❖ Top 1% Nationwide
- ❖ Previews Home Specialist
- ❖ Grand Master Board of Realtors
- ❖ International Presidents Elite
- ❖ Over 3,000 Homes Sold

WWW.JOESCHEMBRI.COM

(510) 608-7667 Direct

(510) 651-5979 Residence

(510) 774-4328 Cell

Joe@joeschembri.com Email

JOE SCHEMBRI

REAL ESTATE SPECIALIST

When residential real estate moves from a seller's market to a buyer's, it helps to have foresight, a game plan and a good reputation. Those qualities have helped Joe Schembri maintain a top producer position at Coldwell Banker Residential Real Estate Services in Fremont.

"A lot of people know me as someone who gets the job done when others can't," said Schembri, who closed who has closed over 3,000 home sales and is ranked in the top 1% of all realtors nationwide. Joe was also ranked the #1 agent in the East Bay from all real estate companies for 2007 by the East Bay Times. The Joe Schembri Team was ranked the #1 Coldwell Banker Team in the San Francisco Bay Area Region for 2008 –2015 YTD.

It's not the first kudos by a long shot. Schembri was Coldwell Banker's rookie of the year in 1986, and he has been in the top 1% of the company's sales agents for Northern California for the past 24 years. In 1994, he was the No. 1 sales agent for all of Northern California as well.

Joe has lived in Fremont for 30 years with his wife Anita and their two wonderful children, Matthew and Stephanie. Other than real estate, Joe's passions include: sailing, bicycling and traveling.



JOE SCHEMBRI

3340 Walnut Ave., Ste 110, Fremont, CA 94538

T: 510.774.4328

O: 510.608.7667

CalBRE#00890599

joe@joeschembri.com | joeschembri.com

JOE SCHEMBRI

SALES HISTORY

PROFILE

- Specializes in Fremont, Newark, Union City, Hayward, Pleasanton, San Ramon and Milpitas.
- Twenty-six years full-time experience in Residential Real Estate Sales.
- Committed to the highest level of sales performance and customer satisfaction.

ACHIEVEMENTS

- Named the #1 Residential Real Estate Agent for the entire East Bay from the East Bay Business Times in 2006 and 2007.
- Named the #1 Coldwell Banker Team for the San Francisco Bay Area Region designation for 2008, 2009, & 2010, 2011-2015 YTD.
- The #1 Coldwell Banker Fremont Sales Agent year to date for Fremont, Newark, Union City and the entire East Bay for Coldwell Banker in 2005 with over 163 closed sales and \$112 million in closed sales volume.
- The #1 Sales Leader (for the most buyer controlled sales) at Coldwell Banker Fremont from 1987- 2000, 2002-2015 YTD.
- The #1 Production Leader (for the most homes sold) at Coldwell Banker Fremont from 1987 - 1990, 1992 – 2000, 2002 – 2015 YTD.
- The #1 Listing Leader (for the most listings sold) at Coldwell Banker Fremont from 1992 - 2000, 2002, 2007, 2009-2015 YTD.
- The #1 Closed Sales Volume Leader for Coldwell Banker in all of Northern California in 1994.
- The #1 Closed Sales Volume for Fremont in 2002, and 2003 – 2015 YTD.
- A member of the "International President's Elite" from 1992 – 2015 YTD (a yearly award earned by the Top 1% of 75,000 Coldwell Banker agents in the United States who demonstrate excellence in sales performance).
- Recipient of the Distinguished District Grand Master's Award for having more homes sold than any other agent from any company in Southern Alameda County from 1989 - 2000 and 2002.
- Premier Agent Award Winner in 2002 – 2015.
- #1 Production Leader (for the most homes sold) for Coldwell Banker Residential Real Estate Services in the entire East Bay/Alameda Region with over 2500 homes sold to date.
- #1 Coldwell Banker Sales Associate for the East Bay/Alameda Region 1994 – 1999, 2002 and 2005.
- Ranked #28 out of 53,000 Coldwell Banker Agents throughout the U.S. in 2004.
- Ranked in the top 1% of Coldwell Banker Sales Associates for Northern California out of 4,000 for the last consecutive 16 years.
- Licensed REALTOR® member of the National Association of Realtors®
- The Wall Street Journal and Real Trends, Inc. have compiled a summary of the Top 1,000 real estate agents and teams in the United States. Joe Schembri has ranked 158 in the Top 250 of the real estate teams based on the number of closed transaction volume for 2010. Currently there are approximately 1.2 million real estate agents nationwide per the National Association of Realtors.

JOE SCHEMBRI

SALES HISTORY

CUSTOMER SERVICE ADVANTAGES

- Employs two full time office assistants and four licensed real estate agents, making him more easily accessible and effective to clients and enabling him to be more efficient in marketing and selling properties.
- Follows a "Best Seller System" in order to develop a unique marketing plan for each customer's home.
- Operates through Coldwell Banker's Nationwide Referral System that links buyers & sellers across North America and offices nationwide.
- Networks with agents in Coldwell Banker's 62 real estate offices in Northern California.
- Commits himself to the highest level of customer service - (over 70% of his business comes from referrals of satisfied past clients and business associates).
- Senior Real Estate Specialist (SRES).
- Relocation Specialist – provides access to Major Corporations throughout the United States.
- Joe Schembri has lived in the San Francisco Bay Area for the last thirty years and currently lives in the Mission San Jose district of Fremont with his wife and two children.

THE JOE SCHEMBRI TEAM

#1 Sales Associate - Coldwell Banker - East Bay/Alameda Region

3340 Walnut Avenue, Suite #110
Fremont, CA 94538

Bus: (510) 608-7667
Home: (510) 651-5979
Cell: (510) 774-4328
Email: joe@joeschembri.com
Website: www.joeschembri.com

PROFILE

- Specializes in Fremont, Newark, Union City, Hayward, Pleasanton, San Ramon and Milpitas.
- Twenty-eight years full-time experience in Residential Real Estate Sales.
- Committed to the highest level of sales performance and customer satisfaction.

ACHIEVEMENTS

- Named the #1 Residential Real Estate Agent for the entire East Bay from the East Bay Business Times in 2006 and 2007.
- Named the #1 Coldwell Banker Team for the San Francisco Bay Area Region designation for 2008-2015 YTD.
- The #1 Coldwell Banker Fremont Sales Agent year to date for Fremont, Newark, Union City and the entire East Bay for Coldwell Banker in 2005 with over 163 closed sales and \$112 million in closed sales volume.
- The #1 Sales Leader (for the most buyer controlled sales) at Coldwell Banker Fremont from 1987-2000, 2002-2015 YTD.
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- The #1 Closed Sales Volume Leader for Coldwell Banker in all of Northern California in 1994.
- The #1 Closed Sales Volume for Fremont in 2002, and 2003 – 2015, YTD.
- A member of the "International President's Elite" from 1992 – 2015 YTD (a yearly award earned by the Top 1% of 75,000 Coldwell Banker agents in the United States who demonstrate excellence in sales performance).
- Recipient of the Distinguished District Grand Master's Award for having more homes sold than any other agent from any company in Southern Alameda County from 1989 - 2000 and 2002.
- Premier Agent Award Winner in 2002 – 2015.
- #1 Production Leader (for the most homes sold) for Coldwell Banker Residential Real Estate Services in the entire East Bay/Alameda Region with over 2500 homes sold to date.
- #1 Coldwell Banker Sales Associate for the East Bay/Alameda Region 1994 – 1999, 2002 and 2005.
- Ranked #28 out of 53,000 Coldwell Banker Agents throughout the U.S. in 2004.
- Ranked in the top 1% of Coldwell Banker Sales Associates for Northern California out of 4,000 for the last consecutive 19 years.
- Licensed REALTOR® member of the National Association of Realtors®
- The Wall Street Journal and Real Trends, Inc. have compiled a summary of the Top 1,000 real estate agents and teams in the United States. Joe Schembri has ranked 158 in the Top 250 of the real estate teams based on the number of closed transaction volume for 2010. Currently there are approximately 1.2 million real estate agents nationwide per the National Association of Realtors.

CUSTOMER SERVICE ADVANTAGES

- Employs 2 full time office assistants and 4 licensed real estate agents, making him more easily accessible and effective to clients and enabling him to be more efficient in marketing and selling properties.
- Follows a "Best Seller System" in order to develop a unique marketing plan for each customer's home.
- Operates through Coldwell Banker's Nationwide Referral System that links buyers & sellers across North America and offices nationwide.
- Networks with agents in Coldwell Banker's 60 real estate offices in Northern California.
- Commits himself to the highest level of customer service - (over 70% of his business comes from referrals of satisfied past clients and business associates).
- Senior Real Estate Specialist (SRES).
- Relocation Specialist – provides access to Major Corporations throughout the United States.

Joe Schembri has lived in the San Francisco Bay Area for the last thirty years and currently lives in the Mission San Jose district of Fremont with his wife and two children.

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TOP 100

COLDWELL BANKER

EAST BAY | NORTH BAY



1	The Beaubelle Group	Orinda	51	The Duran Team	Santa Rosa Mission
2	Elena Hood Group	Orinda	52	Soraya Golesorkhi	Orinda
3	The Joe Schembri Real Estate Team	Fremont	53	Suzi O'Brien	Orinda
4	Peg King and Jeremy King	Petaluma	54	Peter Hattersley	Orinda
5	Mary Anne Veldkamp	Santa Rosa Bicentennial	55	Scott Cherry	San Rafael
6	Marcus Robinson	Southern Marin	56	Reva Tolbert	Oakland - Piedmont
7	Everett Eslinger	Fremont	57	Kathy McCann	Orinda
8	Andrea Gordon	Oakland - Piedmont	58	Ben LeBerthon	Santa Rosa Bicentennial
9	Ann Harris	Sebastopol	59	Laura Arechiga	Berkeley
10	Don and Trudi Copland	Danville	60	Lana Fitzpatrick	Orinda
11	Bill Johnson	Greenbrae	61	Waelde Team	Pleasanton
12	Abby Tanem	Greenbrae	62	Leslie Mills and Debra Smith Team	Walnut Creek
13	Clark and Anne Johnson	Danville	63	Lynne Highfill and Stephanie Sposito Team	Walnut Creek
14	Les Belliveau	Fremont	64	Lee Spelman	Southern Marin
15	Annie and Honey	Greenbrae	65	Danielle Keil	Castro Valley
16	Ravasio Team	Greenbrae	66	Sharon He	Pleasanton
17	Michelle Bell	Southern Marin	67	Carol Hudson	Greenbrae
18	Jen Pennington	Southern Marin	68	Sharon Monticello	Petaluma
19	Doug Hecker	Petaluma	69	Clark Rosen	Petaluma
20	Kim and Barbara Marienthal	Berkeley	70	Randy Rousseau	Sebastopol
21	Elaine Arnt	Pleasanton	71	James Madison	Santa Rosa Bicentennial
22	The Henry Ohlmeyer Team	Danville	72	David Eckert	Oakland - Piedmont
23	Joshua Deitch	Southern Marin	73	Marilyn Garcia	Berkeley
24	Suzanne Bieser	Pleasanton	74	Shane Attell	Greenbrae
25	Tom Benoit	San Rafael	75	Tom Stack	Orinda
26	Candace Nordstrom	Greenbrae	76	Gary Sumner	Santa Rosa Bicentennial
27	Peter Pickrel	Greenbrae	77	Pamela Kraft	Santa Rosa Mission
28	Ron Susskind	Southern Marin	78	Jeanette Cling Narlock	Greenbrae
29	Ann Green	Southern Marin	79	Romar and Team	Pleasanton
30	Douglas J. Del Fava	Santa Rosa Mission	80	Josh Chen	Fremont
31	Valerie Vicente	Danville	81	John and Daisy Ng	Pleasanton
32	Kim Morgan	Greenbrae	82	Leah Tounger	Oakland - Piedmont
33	Maureen Wilbur	Orinda	83	Tony Bruno	Fremont
34	Team Erba	Sebastopol	84	Jeanne and John Delario	Santa Rosa Bicentennial
35	Kathleen Daly and Lisa Lange	Greenbrae	85	Bev Arnold	Orinda
36	Dunn Team	Danville	86	Dian Hymer	Oakland - Piedmont
37	Linda Gridley	San Rafael	87	Mary Raffa Edwards	San Rafael
38	Rick Booth	Orinda	88	Norm Brown	Santa Rosa Mission
39	Neel Bhatia	Walnut Creek	89	John Hammer	Novato
40	Mary Anne Rozsa	Pleasanton	90	Katie and Paul Salvoni	Danville
41	Susan Coleman	Greenbrae	91	Beth Urban-Purtell	Santa Rosa Mission
42	Team Spiro	Novato	92	Elizabeth Kilgore	Southern Marin
43	Laurel Strand	Oakland - Piedmont	93	Shannan Luft	Santa Rosa Bicentennial
44	Vlatka Bathgate	Orinda	94	Marilyn Montero and Jeff Simpson	Santa Rosa Bicentennial
45	Ernest Berghof	Santa Rosa Bicentennial	95	Farnoosh Hariri	Southern Marin
46	Jerry Jacques	Fremont	96	Zanna Knight	Berkeley
47	Lauren Kraus	Walnut Creek	97	Wendy and Michelle Holcenberg	Orinda
48	Melanie Snow	Orinda	98	Kal Siddiq	Fremont
49	Linda Van Drent	Orinda	99	Christine and Glenn Polanco	Danville
50	Laura Abrams	Orinda	100	Trish Radovich	Castro Valley

**COLDWELL BANKER SAN FRANCISCO BAY AREA
2015 TOP ONE HUNDRED SALES ASSOCIATES
4/30/2015**

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Elena Hood Group	Orinda	51	The Katy Team	Oakland-Piedmont
2	The Joe Schembri Real Estate Team	Fremont	52	Lauren Kraus	Walnut Creek
3	Marcus Robinson	Southern Marin	53	Ellen Lancaster	Danville
4	Peg King and Jeremy King	Petaluma	54	Laura Arechiga	Berkeley
5	Mary Anne Veldkamp	Santa Rosa - Bicentennial	55	Tim Johnson	Sebastopol
6	The Beaubelle Group	Orinda	56	Suzi O'Brien	Orinda
7	Laura Abrams	Orinda	57	Laurel Strand	Oakland-Piedmont
8	Farnoosh Hariri	Southern Marin	58	Tom Stack	Orinda
9	Joshua Deitch	Southern Marin	59	Jeanette Cling Narlock	Greenbrae
10	Everett Eslinger	Fremont	60	The Henry Ohlmeyer Team	Danville
11	Abby Tanem	Greenbrae	61	Jeanne and John Delario	Santa Rosa - Bicentennial
12	Jerry Jacques	Fremont	62	Diane Southworth	Berkeley
13	Les Belliveau	Fremont	63	Reva Tolbert	Oakland-Piedmont
14	Andrea Gordon	Oakland-Piedmont	64	Marie Young	Santa Rosa - Mission
15	Clark & Anne Johnson	Danville	65	Carol Augustus	Southern Marin
16	Elizabeth Kilgore	Southern Marin	66	Shannon Cresci	Petaluma
17	Woodward Jones Team	Orinda	67	Robert Rees	Novato
18	Jen Pennington	Southern Marin	68	Noni Robinson	Oakland-Piedmont
19	Don & Trudi Copland	Danville	69	Jean Mastagni	Southern Marin
20	Annie & Honey	Greenbrae	70	Mary Haufler	Santa Rosa - Mission
21	Candace Nordstrom	Greenbrae	71	Manda Mello	Santa Rosa - Mission
22	Leslie Mills and Debra Smith Team	Walnut Creek	72	Lois Scheinberg	Southern Marin
23	Team Spiro	Novato	73	Lynne Highfill and Stephanie Sposito Team	Walnut Creek
24	Shellie Kirby	Orinda	74	Kal Siddiq	Fremont
25	Waelde Team	Pleasanton	75	Stephanie Rice	Southern Marin
26	Dana Cipinko	Greenbrae	76	Joseph Fraguglia	Santa Rosa - Mission
27	Peter Pickrel	Greenbrae	77	Carol Courtney	Novato
28	Ravasio Team	Greenbrae	78	Maria Sun	Pleasanton
29	Tom Bolles	Southern Marin	79	Michelle Ruff	Greenbrae
30	Mary Anne Rozsa	Pleasanton	80	Irina Petrea	Fremont
31	Mark Rushford	Southern Marin	81	Dana Reedy	Orinda
32	Daniel Nebenzahl	Southern Marin	82	John Hammer	Novato
33	Susan Schlicher	Orinda	83	Sharron Daeley	Greenbrae
34	The Kummell Team	Danville	84	The Duran Team	Santa Rosa - Mission
35	Romar De Claro	Pleasanton	85	Steve Monasch	Walnut Creek
36	Ann Harris	Sebastopol	86	Carolyn Davidson	Danville
37	Josh Chen	Fremont	87	Scott Winburne	Orinda
38	Tom Benoit	San Rafael	88	Adrienne Roth	Greenbrae
39	Maureen Wilbur	Orinda	89	Steve Stahle	Orinda
40	Katie & Paul Salvoni	Danville	90	Rick Booth	Orinda
41	Kim and Barbara Marienthal	Berkeley	91	Jerry Piro	Greenbrae
42	The David Pierce Team	Orinda	92	Judy Grubb	Castro Valley
43	Ben LeBerthon	Santa Rosa - Bicentennial	93	Linda Gridley	San Rafael
44	John & Daisy Ng	Pleasanton	94	Lars Jakobsen	Southern Marin
45	Doug Hecker	Petaluma	95	Anna Roberts	Southern Marin
46	Stephanie Lopez	Walnut Creek	96	Jay Patterson	Southern Marin
47	Peter Supino	Greenbrae	97	Ave Couris	Southern Marin
48	Melanie Snow	Orinda	98	Michelle Bell	Southern Marin
49	Sharon & Darlene	Greenbrae	99	Ryan Elson	Fremont
50	Chad Morrison	Orinda	100	Dunn Team	Danville

******Ranking position out of 1,124 Sales Agents in the San Francisco Bay Area Division.**

Certified Agent Advantage Specialist

Cartus Broker Network

This certifies that

Joe Schembri

has successfully completed the course of study and exam to earn this advanced accreditation. This certification offers the advantage of proven expertise and Cartus resources in serving clients at the very highest professional level. Joe has earned the designation of

Cartus Network Marketing Specialist

for the period

4/22/2015 through 12/31/2016



Denise Porter

Denise Porter
Senior Vice President

Coldwell Banker Residential Brokerage

Achievement Club Pinnacle

Presented to
Joe Schembri

*In recognition of outstanding achievement in
Residential and/or Commercial Sales/Listings*

2014

Date

BAYEAST
ASSOCIATION OF REALTORS®

George Brachini





NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 5300
FAX 973 407 5307
bruce.zipf@nrtllc.com

June 2015

The Joe Schembri Real Estate Team
Joe Schembri
Coldwell Banker Residential Brokerage
Fremont
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Joe:

It is with great pleasure that I welcome you to elite company – the NRT Top 100 Teams for the first quarter of 2015. Congratulations on this well-deserved honor!

While tight inventory levels and various other real estate market obstacles continue to provide formidable market challenges, your team has demonstrated the kind of professionalism that produces results and earns new business regardless of the real estate climate. By placing your clients' needs first and dedicating yourselves to outstanding service, you've risen to a position of unquestioned leadership. On behalf of myself and everyone at NRT, thank you for all of your hard work.

With such an impressive first quarter behind you, I look forward to seeing what you have planned for an encore and I'd like to wish you the very best throughout the remainder of 2015. Thank you again for helping make NRT "The Place to Be."

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', is written over the word 'Sincerely,'.

Bruce Zipf



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

May 27, 2015

Joe Schembri
Fremont

Dear Joe,

It is with great pride that I congratulate you on being the No. 1 Independent Agent in the Fremont office for Top GCI Sales Associate, #1 Agent for Buyer Controlled Sales and #1 Listing Agent in April for the San Francisco Bay Area region of Coldwell Banker Residential Brokerage! This is a tremendous accomplishment and one you should be extremely proud to have achieved. You finished ahead of more than 3,000 Agents in 45 offices in our region. This recognition is a testament to your hard work, commitment to your clients, and passion for your business. Congratulations on turning in a truly remarkable performance in April and my best wishes for continued success throughout all of 2015.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike James'.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbtnorcal.com

April 24, 2015

Joe Schembri
Fremont

Dear Joe,

As we approach the end of the first quarter of 2015, I am so pleased by the level of commitment and passion that you brought to your real estate business, your clients and to Coldwell Banker Residential Brokerage to get 2015 off to a prosperous start. As the #1 Independent Agent for Gross Commission Income and #1 Listing Agent in the Fremont office for March, you are among a remarkable group of real estate professionals. This recognition is a testament of your hard work and dedication for your business and is very well deserved; and for this, you should be proud. I wish you all the best as you continue to grow and prosper throughout the rest of this year, and many more years to come!

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike James'.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnocal.com

March 12, 2015

Joe Schembri
Fremont

Dear Joe,

Congratulations on a tremendous 2014! You finished the year strong and kicked off 2015 with an even stronger enthusiasm and passion for your business, earning the title of #1 Independent Agent in the Fremont office for Gross Commission Income (GCI) for January 2015. I cannot think of a better way for any Independent Agent to start their year! Your tremendous energy, talents and expertise as a real estate professional will continue to bring you success in our industry throughout this year and the years to come. On behalf of Coldwell Banker Residential Brokerage, we wish you all the best in 2015.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



March 10, 2015

The Joe Schembri Real Estate Team
Coldwell Banker Fremont

Dear The Joe Schembri Real Estate Team:

It is with great pride that I congratulate you on earning the coveted designation of Coldwell Banker International President's Premier Team for 2014. This accomplishment is one of the company's most distinguished honors and is earned by only an elite few Coldwell Banker Independent Sales Associate Teams worldwide.

This recognition is a testament to your talents as real estate professionals, your continued commitment to your clients and your dedication to service excellence. Thank you for representing the Coldwell Banker brand with the utmost professionalism, skill and care. You are true leaders in our industry and stand as examples for others. I am honored to have you affiliate with Coldwell Banker.

Congratulations once again on your exceptional achievement. May you enjoy continued success in the new year!

Sincerely,

A handwritten signature in black ink that reads "Mike James". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Mike James
President
Coldwell Banker Residential Brokerage
San Francisco Bay Area

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INTERNATIONAL
PRESIDENT'S
PREMIER



COLDWELL BANKER IS PLEASED TO HONOR

JOE SCHEMBRI

THE JOE SCHEMBRI REAL ESTATE TEAM

In 2014 for exemplifying the Coldwell Banker
commitment to professional integrity, marketing expertise
and exceeding client expectations.

MIKE JAMES
PRESIDENT
SAN FRANCISCO BAY AREA



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

March 3, 2015

Joe Schembri
Fremont

Dear Joe,

What a year 2014 was for you and for the housing market! You finished up the year in award-winning fashion, earning the title of #1 Independent Agent in the Fremont office for Listings and GCI for December. Congratulations! I cannot think of a better way to end the year. Your tremendous energy, talents and expertise will continue to bring you success in 2015 and for many years to come. Thank you for your contributions to the success of Coldwell Banker Residential Brokerage, and best wishes for a wonderful 2015.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike James'.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
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FAX 973 407 5307
bruce.zipf@nrtllc.com

February 2015

The Joe Schembri Real Estate Team
Joe Schembri
Coldwell Banker Residential Brokerage
Fremont
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Joe:

There's nothing quite like ending the year on a high note, and I'm pleased to report that your outstanding recent performance has earned you a place in the NRT Top 100 Teams for the fourth quarter of 2014. Please accept my heartfelt congratulations on this significant accomplishment.

Whether it's declining unemployment levels, a possible easing of credit regulations or pent-up buyer demand, a number of encouraging trends point to even greater opportunities in 2015. Through your hard work, professionalism and dedication to serving your clients, you've not only established yourselves as leaders in our field, but have positioned yourselves to take advantage of these increasingly favorable market conditions. I hope you'll continue to enjoy the rewards you so richly deserve.

In closing, I'd like to thank you for all that you do to help make NRT "The Place To Be" in real estate brokerage. Here's to a prosperous 2015!

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', is written over the word 'Sincerely,'.

Bruce Zipf



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 5300
FAX 973 407 5307
bruce.zipf@nrtllc.com

September 2014

The Joe Schembri Real Estate Team
Meiling Duong
Coldwell Banker Residential Brokerage
Fremont
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Meiling:

Your outstanding achievements these past few months have earned your team special distinction as an NRT Top 100 Team for the second quarter of 2014. Congratulations on what is truly a performance to remember!

The year began with some uncertainty, as the real estate climate turned out to be surprisingly sluggish in many markets. The arrival of the second quarter signaled some renewed strength in the real estate marketplace, and your team certainly managed to deliver. While your hard work, dedication and untiring commitment to your clients are enduring hallmarks of accomplished professionals, I'd also like to commend you on your resilience and ability to adapt to rapidly-changing market conditions.

As we enter the second half of 2014, please accept my best wishes as well as the thanks and admiration of the entire NRT family.

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', written over a horizontal line.

Bruce Zipf



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

June 27, 2014

Joe Schembri
Fremont

Dear Joe,

It is my pleasure to announce that you have achieved the honor of #1 Agent for Buyer Controlled Sales and Top Listing Agent for the Fremont Office for the month of May 2014. Congratulations! It brings me great joy to recognize you as a truly outstanding real estate professional and I want to thank you for all you contribute to the Coldwell Banker team. This is a wonderful accomplishment and I hope the rest of 2014 continues to be filled with great success for you and your business.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James", written in a cursive style.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

June 11, 2014

Joe Schembri
Fremont

Dear Joe,

I am so pleased by the level of enthusiasm and passion that you brought to your real estate business and to Coldwell Banker Residential Brokerage to get 2014 off to a prosperous start. As #1 Listing Agent and Top GCI Sales Associate in the Fremont office for April, you are among a remarkable group of real estate professionals and I appreciate having Independent Sales Associates of your caliber affiliate with our company to help make us who we are today. Your success and talent are admired by so many and they set a high level of standard that other Independent Sales Associates work to achieve. For that, you should be proud.

I wish you all the best as you continue to grow and prosper throughout the rest of this year, and many more years to come!

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike James'.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbrnorcal.com

May 19, 2014

Joe Schembri
Fremont

Dear Joe,

It takes a tremendous amount of professionalism, dedication and determination to earn the title of Top Agent for Buyer Controlled Sales in the Fremont office for March– and you did! Your exceptional service has helped position you as a leader among your peers and I feel fortunate that you have chosen to affiliate with Coldwell Banker Residential Brokerage. Thank you for your commitment to your clients and our company. I wish you all the best in the year to come and may you enjoy continued success in 2014!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James", written in a cursive style.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Will Butler



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS

415.431.3035 FAX

E-MAIL: rturley@cbtnorcal.com

2355 Market Street

San Francisco, CA 94114

March 11, 2014

Joe Schembri
Fremont

Dear Joe,

What a year 2013 was for you and for local real estate. You finished up strong and kicked off 2014 with an even stronger enthusiasm and passion for your business, earning the title of Top BCS Sales Associate in the Fremont office for January. I cannot think of a better way for any agent to start their year! Your tremendous energy, talents and expertise as a real estate professional will continue to bring you success in our industry throughout this year and the years to come. Thank you for your contributions to the success of this company; we wish you all the best in 2014.

Warm regards,

A handwritten signature in cursive script that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
(415) 437-4505 BUS
(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbnorcal.com

January 10, 2014

Joe Schembri
Fremont

Dear Joe,

What an incredible month November was for you! Your stellar performance helped you earn the position of Top GCI Sales Associate and Top Listing Agent in the Fremont office. Congratulations! Your consistent commitment to going above and beyond for your clients is what makes you successful and in turn, greatly contributes to the success of Coldwell Banker Residential Brokerage. I thank you for your efforts and look forward to following all your accomplishments in the months and years to come.

Warm regards,

A handwritten signature in cursive script that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler

TOP 100 OF 2013

COLDWELL BANKER EAST BAY | NORTH BAY

Congratulations to the 2013 Top 100 Sales Associates



1	The Beaubelle Group	Orinda	73	Reva Tolbert	Oakland-Piedmont
2	Peg King & Jeremy King	Petaluma	74	Laurel Strand	Oakland-Piedmont
3	Joe Schembri Team	Fremont	75	Stephanie Lopez	Walnut Creek
4	Elena Hood Group	Orinda	76	Robert Beadle	Greenbrae Bon Air
5	Marcus Robinson	Southern Marin	77	Ed Vail	Sebastopol
6	Mary Anne Veldkamp	Santa Rosa Bicentennial	78	The Katy Team	Oakland-Piedmont
7	Don & Trudi Copland	Danville	79	Romar De Claro	Pleasanton
8	Ann Harris	Sebastopol	80	Carolyn Davidson	Danville
9	David Schwartz	Southern Marin	81	Rebecca Celli	Petaluma
10	Andrea Gordon	Oakland-Piedmont	82	Suzi O'Brien	Orinda
11	Annie & Honey	Greenbrae Bon Air	83	Tim Johnson	Sebastopol
12	Maureen Wilbur	Orinda	84	Thomas Ivarson	Pleasanton
13	Kathy McCann	Orinda	85	Pat Trager	Danville
14	Everett Eslinger	Fremont	86	John & Daisy Ng	Pleasanton
15	Laura Abrams	Orinda	87	Warren Lei	Berkeley
16	Jen Pennington	Southern Marin	88	Cheryl Hammond	Walnut Creek
17	Les Belliveau	Fremont	89	Pam Wojciechowski	Walnut Creek
18	Elaine Arnt	Pleasanton	90	Kate Almassi	Santa Rosa Bicentennial
19	Danielle Keil	Castro Valley	91	Carol Courtney	Novato
20	Clark & Anne Johnson	Danville	92	Vanessa Klein	Castro Valley
21	The Henry Ohlmeyer Team	Danville	93	The Kummell Team	Danville
22	Jerry Piro	Greenbrae Bon Air	94	Waelde Team	Pleasanton
23	Team Erba	Sebastopol	95	Patti Camras	Orinda
24	Faye Carlson	Fremont	96	Trish Radovich	Castro Valley
25	Lisa Thomas	Santa Rosa Bicentennial	97	Gregg Lustig	Berkeley
26	Jeff Gillett Team	Walnut Creek	98	Germana Fabbri	Greenbrae Bon Air
27	Clark Rosen	Petaluma	99	Lee Ann O'Brien	Walnut Creek
28	Ben LeBerthon	Santa Rosa Bicentennial	100	Kim & Barbara Marienthal	Berkeley
29	James Madison	Santa Rosa Bicentennial			
30	Lauren Kraus	Walnut Creek			
31	Dian Hymer	Oakland-Piedmont			
32	Leslie Mills & Debra Smith Team	Walnut Creek			
33	Suzanne Bieser	Pleasanton			
34	Mary Anne Rozsa	Pleasanton			
35	Lana Fitzpatrick	Orinda			
36	Bev Arnold	Orinda			
37	Candace Nordstrom	Greenbrae Bon Air			
38	Melanie Snow	Orinda			
39	Farnoosh Hariri	Southern Marin			
40	The Bowman Group	Greenbrae Bon Air			
41	Susan Schlicher	Orinda			
42	Leila Santos	Danville			
43	Jim Ellis	Orinda			
44	Valerie Vicente	Danville			
45	Charo Bhatt	Fremont			
46	Jerry Jacques	Fremont			
47	Peter & Darlene Hattersley	Orinda			
48	Joe Cuttone	Danville			
49	Christine & Glenn Polanco	Danville			
50	Lynne Highfill & Stephanie Spósito Team	Walnut Creek			
51	Wendy & Michelle Holcenberg	Orinda			
52	Andi Brown	Orinda			
53	Bob Mitchell	Danville			
54	Linda Van Drent	Orinda			
55	Karen Lum	Oakland-Piedmont			
56	Greg Ricchini	Castro Valley			
57	Kevin Kearney	Southern Marin			
58	Steve Monasch	Walnut Creek			
59	Jean Mastagni	Southern Marin			
60	George Karsant	Oakland-Piedmont			
61	Gary Sumner	Santa Rosa Bicentennial			
62	Neeru Rahan	Fremont			
63	Mark Van Metre	Castro Valley			
64	Katie & Paul Salvoni	Danville			
65	Murline Monat	Castro Valley			
66	Jack Jackson	Fremont			
67	Dunn Team	Danville			
68	Zanna Knight	Berkeley			
69	Ernest Berghof	Santa Rosa Bicentennial			
70	Randy Rousseau	Sebastopol			
71	Lauren Hamblet	Greenbrae Bon Air			
72	Marc Guay	Berkeley			

The following Sales Associates joined Coldwell Banker in late 2013 and we are proud to honor them for qualifying among the East Bay/North Bay Top 100 for 2013.

Falla Associates	San Rafael
Bob & Pat Ravasio	Greenbrae - Sir Francis Drake
Lois Scheinberg	Mill Valley Downtown
Bill Johnson	Greenbrae - Sir Francis Drake
Tom Benoit	San Rafael
Kim Morgan	Greenbrae - Sir Francis Drake
Doug Hecker	Petaluma
Abby Tanem	Greenbrae - Sir Francis Drake
Susan Coleman	Greenbrae - Sir Francis Drake
Blaine Morris	Greenbrae - Sir Francis Drake
Doug J. Del Fava	Santa Rosa Mission
Kathleen Hilken	San Rafael
Beth Urban-Purtell	Santa Rosa Mission
Carol Augustus	Tiburon
Randi Brinkman	Tiburon
Michael Burke	Greenbrae - Sir Francis Drake
Linda Gridley	San Anselmo
Scott Cherry	San Rafael
Pat Barter	Greenbrae - Sir Francis Drake
B.G. Bates	San Rafael
Cristie Marcus	Santa Rosa Mission
Margo Schein	San Rafael
Pam Kraft	Santa Rosa Mission
Carol Hudson	Greenbrae - Sir Francis Drake
Ron Susskind	Mill Valley Downtown
Mary Raffa Edwards	San Anselmo
Abby Kagan	San Rafael
Jay Larson	San Rafael
Ann Green	Tiburon
Rosalie Weigle	Greenbrae - Sir Francis Drake
Megan Pomponio	Greenbrae - Sir Francis Drake
Peter Pickrel	San Rafael
Adrienne Roth	Greenbrae - Sir Francis Drake
Emy Cosio-Barron	Tiburon
Justine Fairey	San Rafael
Florence Sheffer	Santa Rosa Mission
Steve Larson	Greenbrae - Sir Francis Drake
Gail Koren	Greenbrae - Sir Francis Drake
Jennifer Boesel	Greenbrae - Sir Francis Drake
Kathy Jensen	Petaluma

**COLDWELL BANKER SAN FRANCISCO BAY AREA
2013 TOP ONE HUNDRED SALES ASSOCIATES
9/30/2013**

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	The Beaubelle Group	Orinda	51	Jack Jackson	Fremont
2	Peg King and Jeremy King	Petaluma	52	Dian Hymer	Oakland-Piedmont
3	Schembri Team	Fremont	53	Christine and Glenn Polanco	Danville
4	Elena Hood Group	Orinda	54	Lauren Hamblet	Greenbrae
5	Don & Trudi Copland	Danville	55	Valerie Vicente	Danville
6	Marcus Robinson	Southern Marin	56	Zanna Knight	Berkeley
7	Annie & Honey	Greenbrae	57	Carolyn Davidson	Danville
8	Mary Anne Veldkamp	Santa Rosa	58	Linda Van Drent	Orinda
9	Andrea Gordon	Oakland-Piedmont	59	Jim Ellis	Orinda
10	Maureen Wilbur	Orinda	60	Ernest Berghof	Santa Rosa
11	Ann Harris	Sebastopol	61	Patti Camras	Orinda
12	David Schwartz	Southern Marin	62	Romar De Claro	Pleasanton
13	Kathy McCann	Orinda	63	Bob Mitchell	Danville
14	Clark & Anne Johnson	Danville	64	Tim Johnson	Sebastopol
15	Laura Abrams	Orinda	65	Robert Beadle	Greenbrae
16	Everett Eslinger	Fremont	66	Katie & Paul Salvoni	Danville
17	Jen Pennington	Southern Marin	67	Laurel Strand	Oakland-Piedmont
18	Les Belliveau	Fremont	68	Stephanie Lopez	Walnut Creek
19	Elaine Arnt	Pleasanton	69	Thomas Ivarson	Pleasanton
20	Ben LeBerthon	Santa Rosa	70	Lana Fitzpatrick	Orinda
21	Danielle Keil	Castro Valley	71	Waelde Team	Pleasanton
22	Lisa Thomas	Santa Rosa	72	Peter Hattersley	Orinda
23	James Madison	Santa Rosa	73	Rebecca Celli	Petaluma
24	Bev Arnold	Orinda	74	Mark Van Metre	Castro Valley
25	Clark Rosen	Petaluma	75	Kevin Kearney	Southern Marin
26	Debra Smith and Leslie Mills Team	Walnut Creek	76	Kim McAtee	Orinda
27	Susan Schlicher	Orinda	77	Mitch Grisso	Fremont
28	Faye Carlson	Fremont	78	Jerry Piro	Greenbrae
29	Candace Nordstrom	Greenbrae	79	Marc Guay	Berkeley
30	Suzanne Bieser	Pleasanton	80	Gary Sumner	Santa Rosa
31	Charo Bhatt	Fremont	81	Margaret Deedy	Greenbrae
32	Team Erba	Sebastopol	82	Susan Iacovides	Greenbrae
33	Jean Mastagni	Southern Marin	83	Murline Monat	Castro Valley
34	Karen Lum	Oakland-Piedmont	84	Mary Carpenter	Walnut Creek
35	Melanie Snow	Orinda	85	Pat Trager	Danville
36	Leila Santos	Danville	86	Carol Courtney	Northern Marin
37	Lauren Kraus	Walnut Creek	87	Warren Lei	Berkeley
38	Joe Cuttone	Danville	88	Valerie Durantini	Orinda
39	Wendy and Michelle Holcenberg	Orinda	89	John & Daisy Ng	Pleasanton
40	The Henry Ohlmeyer Team	Danville	90	Cheryl Hammond	Walnut Creek
41	Greg Ricchini	Castro Valley	91	Leah Tounger	Oakland-Piedmont
42	Neeru Rahan	Fremont	92	Lisa Hctor	Walnut Creek
43	Mary Anne Rozsa	Pleasanton	93	Viatka Bathgate	Orinda
44	Randy Rousseau	Sebastopol	94	Katy Anderson	Oakland-Piedmont
45	Jerry Jacques	Fremont	95	Dunn Team	Danville
46	Steve Monasch	Walnut Creek	96	Rosie Martinoni	Sebastopol
47	Jeff Gillett Team	Walnut Creek	97	Pam Wojciechowski	Walnut Creek
48	Lynne Highfill and Stephanie Sposito Team	Walnut Creek	98	George Karsant	Oakland-Piedmont
49	The Bowman Group	Greenbrae	99	Donald Huey	Castro Valley
50	Farnoosh Hariri	Southern Marin	100	Karen Gartz	Oakland-Piedmont

******Ranking position out of 797 Sales Agents in the San Francisco Bay Area Division.**

Certificate of Achievement

THE SCHEMBRI TEAM

has been awarded

Recognition of Top 25 Remount Office 2013

Keep up the great work!



Bill Butler
Managing Broker





NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 5300
FAX 973 407 5307
bruce.zipf@nrtllc.com

November 2013

Schembri Team
Joseph Schembri
Coldwell Banker Residential Brokerage
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Joseph:

I'm delighted to welcome you to the ranks of a rather exclusive club – the NRT Top 100 Teams for the third quarter of 2013. This distinguished achievement places you in the Top 10% of NRT's Team membership.

Overall, the 2013 market demonstrates continued signs of strengthening; however, as you know, the current real estate market and overall economic climate has had its challenges also. Through a combination of hard work, professionalism, and an unyielding commitment to meeting your clients' real estate needs, you have managed to keep your performance truly elevated. You have distinguished yourselves as leaders and innovators in the real estate profession.

With contributions like yours, NRT is poised to build on the size and resource advantages that make us the nation's largest residential real estate brokerage company. On behalf of the NRT family, more than 41,000 Sales Associates strong, please accept our heartfelt congratulations and our best wishes for your continued success.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bruce Zipf', is written over the word 'Sincerely,'.

Bruce Zipf



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
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(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbnocal.com

November 20, 2013

Joe Schembri
Fremont

Dear Joe,

Phenomenal is the word that comes to mind as I review your performance for September. You have truly deserved the recognition that comes with being the #1 Agent for Buyer Controlled Sales and the Top GCI Sales Associate of the Fremont office! I just wanted to take a moment to thank you for your significant contributions; it is because of Sales Associates like you that Coldwell Banker Residential Brokerage maintains its prestigious reputation. Good luck to you in the near future, and congratulations on your achievement.

Warm regards,

A handwritten signature in cursive script that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

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(415) 577-5538 CELL
E-Mail: rturley@cbnorcal.com

October 3, 2013

Joe Schembri
Fremont

Dear Joe,

Your incredible rate of sales in August has culminated into you being honored as the #1 GCI Sales Associate and #1 Listing Agent of the Fremont office. The hard work and dedication you displayed throughout the month was phenomenal, and I hope you are taking as much pride in this achievement as I am for you. Thank you for your efforts, as you are the reason Coldwell Banker Residential Brokerage continues to be the best in the business.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
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(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbrnocal.com

September 16, 2013

Joe Schembri
Fremont

Dear Joe,

Congratulations! I am pleased to inform you that you have been recognized as the #1 Listing Agent and #1 Agent for Buyer Controlled Sales the month of July in our Fremont office. You should be proud of this tremendous accomplishment, as you rose to the top of a group of already high-achieving Sales Associates. Your consistent and continued diligence is much appreciated, and we here at Coldwell Banker Residential Brokerage are proud to have you on our team.

Warm regards,

A handwritten signature in cursive script that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225
415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com
2355 Market Street
San Francisco, CA 94114

August 1, 2013

Joe Schembri
Fremont

Dear Joe,

It is with tremendous pride and excitement that I'm writing you today to congratulate you on being named #1 Listing Agent for the month of June for Coldwell Banker's Fremont office. What a great accomplishment! As the number one brokerage company in the world, Coldwell Banker is only as good as its agents, and you have proven to be the best of the best. We're indeed fortunate to have you on our team and look forward to many more years of watching your star shine brightly.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 5300
FAX 973 407 5307
bruce.zipf@nrtllc.com

May 2013

Joe Schembri
Coldwell Banker Residential Brokerage
Fremont
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Joe:

It is my great pleasure to welcome you to an exclusive group of real estate professionals –the NRT Top 100 Teams for the first quarter of 2013. Congratulations on this richly deserved honor.

Heading into 2013, we felt optimistic that the emerging market rebound would continue to build momentum and that our talented Teams and office staff would be ready to seize the opportunity. Your exceptional first quarter performance shows that our confidence was well warranted. Your clients are extremely fortunate to enjoy the benefits of your hard work, expertise and commitment to providing the highest levels of customer service.

With approximately 1,400 Teams nationally and leaders like you guiding the way, the strength of NRT remains unmatched and our direction is clear. Thank you for helping make us the nation's largest residential real estate brokerage company.

I look forward to your team's continuing success and I wish you all the best in the future.

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', with a long horizontal flourish extending to the right.

Bruce Zipf



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com
2355 Market Street
San Francisco, CA 94114

May 22, 2013

Joe Schembri
Fremont

Dear Joe,

It is my privilege to commend you for earning #1 GCI Sales Associate for the month of March for the Fremont office. You are an incredibly talented professional and I am proud to see you reach this level of achievement. Thank you for your ongoing commitment to your clients and providing them with exemplary service. My best wishes for ongoing success in 2013.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com

2355 Market Street
San Francisco, CA 94114

March 15, 2013

Joe Schembri
Fremont

Dear Joe,

It is my honor to congratulate you for being named the #1 Listing Agent for the Fremont office for the month of January. Your strong start to the year is a reflection of your hard work, talent, dedication and commitment to providing your clients with service excellence. I am proud to have you as a member of our fine company and wish you continued success in the new year.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com
2355 Market Street
San Francisco, CA 94114

March 8, 2013

Joe Schembri
Fremont

Dear Joe,

What a tremendous accomplishment it is to achieve the top status as the #1 Listing Agent for the Fremont office. December 2012 was an incredible month for you. Your talents as an outstanding real estate professional truly make you shine! I congratulate you on your achievement and look forward to you continuing your successes in 2013.

Warm regards,

A handwritten signature in cursive script that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



RICK TURLEY
President, San Francisco Bay Area
DRE #00928225

2355 Market Street
San Francisco, CA 94114

415 437 4505 BUS
415 431 3035 FAX
E-MAIL: rturley@cbnorcal.com

February 28, 2013

Joe Schembri
Coldwell Banker Fremont

Dear Joe:

It is with extreme pleasure that I congratulate you on achieving the designation of Coldwell Banker International President's Premier Team for 2012. Membership in this elite group is one of our company's highest honors and ranks you among a select few Coldwell Banker Associates worldwide who have earned this tremendous honor.

Because of your tremendous skill, talent, work ethic and determination in providing "truly remarkable service," you have not only proved yourself to be among the industry's finest Sales Associates, but you have also helped make Coldwell Banker the first-rate, first-class company that Coldwell and Banker envisioned. Thank you for your dedication to your clients and our company.

To commemorate this pinnacle of success in your career, I have included a President's Premier Team certificate of achievement.

Again, my heartfelt congratulations to you for your superb efforts in 2012. I wish you a new year filled with happiness and prosperity.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

TOP 100 OF 2012



COLDWELL BANKER EAST BAY | NORTH BAY

Congratulations to the 2012 Top 100 Sales Associates

1	The Beaubelle Group	Orinda	51	Ron Larson	Santa Rosa
2	Peg King and Jeremy King	Petaluma	52	Patti Camras	Orinda
3	The Bowman Group	Greenbrae	53	Sharon Sprecher	Danville
4	Ann Harris	Sebastopol	54	Ernest Berghof	Santa Rosa
5	The Hood Team	Orinda	55	Jill Hill	Greenbrae
6	Joe Schembri	Fremont	56	Charo Bhatt	Fremont
7	Annie and Honey	Greenbrae	57	Debra Smith and Leslie Mills Team	Walnut Creek
8	Mary Anne Veldkamp	Santa Rosa	58	Katie & Paul Salvoni	Danville
9	The Henry Ohlmeyer Team	Danville	59	Lynnette Kling	Greenbrae
10	Marcus Robinson	Southern Marin	60	John and Daisy Ng	Pleasanton
11	Jeff Gillett Team	Walnut Creek	61	Pat Trager	Danville
12	James Madison	Santa Rosa	62	Greg Ricchini	Castro Valley
13	Andrea Gordon	Oakland-Piedmont	63	Shannan Luft	Santa Rosa
14	Les Belliveau	Fremont	64	Clark and Anne Johnson	Danville
15	Don and Trudi Copland	Danville	65	Tom Kreidler	Walnut Creek
16	Maureen Wilbur	Orinda	66	Suzi O'Brien	Orinda
17	Ben LeBerthon	Santa Rosa	67	Bob Accornero	Santa Rosa
18	Jen Pennington	Southern Marin	68	Laurel Strand	Oakland-Piedmont
19	Candace Nordstrom	Greenbrae	69	Laura Abrams	Orinda
20	Juan's Team	Pleasanton	70	Stephanie Lopez	Walnut Creek
21	Everett Eslinger	Fremont	71	Betsy Young	Greenbrae
22	Mary Anne Rozsa	Pleasanton	72	Rick Booth	Orinda
23	Kim and Barbara Marienthal	Berkeley	73	Bev Arnold	Orinda
24	Jerry Jacques	Fremont	74	Shellie Kirby	Orinda
25	Susan Ferrington	Southern Marin	75	Reva Tolbert	Oakland-Piedmont
26	Lee Spelman	Southern Marin	76	Sarah Carlson	Santa Rosa
27	Clark Rosen	Petaluma	77	John Caronna	Orinda
28	Rebecca Celli	Petaluma	78	Poyen Gono	Fremont
29	Lauren Kraus	Walnut Creek	79	The Kummell Team	Danville
30	Lisa Thomas	Santa Rosa	80	Melann Mushet	Greenbrae
31	Susan Schlicher	Orinda	81	Lana Fitzpatrick	Orinda
32	Germana Fabbri	Greenbrae	82	Shannon Arterburn	Pleasanton
33	Wendy and Michelle Holcenberg	Orinda	83	Sharon and Darlene	Greenbrae
34	Kathleen Waelde	Pleasanton	84	Bitia Azizi	Berkeley
35	Dunn Team	Danville	85	Marilyn Garcia	Berkeley
36	Jerry Piro	Greenbrae	86	Elise Fornaci	Walnut Creek
37	Valerie Vicente	Danville	87	Chris Neddersen	Berkeley
38	Dian Hymer	Oakland-Piedmont	88	Leila Santos	Danville
39	Christine and Glenn Polanco	Danville	89	Mary Carpenter	Walnut Creek
40	Bob Mitchell	Danville	90	Lisa Hoctor	Walnut Creek
41	Warren Lei	Berkeley	91	Randy Rousseau	Sebastopol
42	Lynne Highfill and Stephanie Sposito Team	Walnut Creek	92	Linda Van Drent	Orinda
43	Tony Bruno	Fremont	93	Laurie Pfohl	Pleasanton
44	Elaine Arnt	Pleasanton	94	Gary Sumner	Santa Rosa
45	Danielle Keil	Castro Valley	95	George Karsant	Oakland-Piedmont
46	Marc Guay	Berkeley	96	Margaret Deedy	Greenbrae
47	Melanie Snow	Orinda	97	Judy Grubb	Castro Valley
48	Suzanne Bieser	Pleasanton	98	Jeannette Bettencourt	Orinda
49	Vlatka Bathgate	Orinda	99	Shilpa Venka Rao	Pleasanton
50	Sharon Monticello	Petaluma	100	Leah Tounger	Oakland-Piedmont



Congratulations

COLDWELL BANKER IS PLEASED TO HONOR

JOE SCHEMBRI

In 2012 for exemplifying the Coldwell Banker commitment to professional integrity,
marketing expertise and exceeding client expectations.

A handwritten signature in black ink that reads "Rick Turley".

RICK TURLEY
PRESIDENT
SAN FRANCISCO BAY AREA



RICK TURLEY
President, San Francisco Bay Area
DRE #00928225



2355 Market Street
San Francisco, CA 94114

415.437.4505 BUS
415.431.3035 FAX
E-MAIL: rturley@cbsnorcal.com

August 29, 2012

Joe Schembri
Fremont

Dear Joe,

The amount of hard work and determination you displayed in July to achieve the honor of #1 Listing Agent for the Fremont Office was absolutely outstanding! Your achievement is one to celebrate and applaud. I congratulate you on your fine success and wish you the best of luck through the remainder of 2012.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Will Butler



N R T L L C
1 CAMPUS DRIVE
PARSIPPANY, NJ 07054
TEL 973 407 5300
FAX 973 407 5307
bruce.ziff@nrtllc.com

May 2012

Joe Schembri Team
Joe Schembri
Coldwell Banker Residential Brokerage
Fremont
3340 Walnut Ave Ste 110
Fremont, CA 94538

Dear Joe:

Congratulations on an outstanding beginning to the year – a performance that has earned you a place in the NRT Top 100 Teams for Q1 2012.

All around us, we're starting to see signs of increased sales activity and a business climate that appears to be trending in the right direction. Based on your recent success, you've established yourselves as true market leaders – the kind of professionals who are going to help usher in the next chapter in our industry's promising future.

I'd like to personally thank you for your hard work, dedication and commitment to service. Your contributions distinguish you in the eyes of your clients and colleagues alike, and provide compelling evidence that no collection of real estate talent in the world can match the combined might of NRT.

In closing, I'd like to wish you continued success in all of your endeavors and I hope to be honoring you again in the very near future.

Sincerely,

A handwritten signature in black ink, appearing to be 'B. Ziff', is written over the word 'Sincerely,'.

Bruce Ziff

THE THOUSAND

Like 548

22

Tweet

+1

The Wall Street Journal and REAL Trends, Inc. have compiled a summary of the Top 1,000 real estate agents and teams in the United States. Listed below are the Top 250 real estate teams based on the number of closed transaction volume for 2010.



Top 250 Teams by Transaction Volume 1-50 51-100 101-150 151-200 201-250

The LISTS: Top Sales Professionals by Sides Top Sales Professionals by Volume Top Teams by Sides

Rank Team Name Company Volume Website

156	Judie Crockett Concord, OH	Howard Hanna Real Estate Services	\$49,573,576.00	www.thecrocketteam.com
157	The Builders Wife Group/Sharon Katko Piano, TX	Keller Williams Realty	\$49,419,386.57	
158	→ Joe Schembn Fremont, CA	Coldwell Banker San Francisco Bay/NRT	\$49,294,022.00	
159	Tim Carr Group Newport Beach, CA	Coldwell Banker Orange County/NRT	\$49,164,996.00	
160	The Hardy Team Prescott, AZ	Keller Williams Realty	\$49,010,493.02	
161	Dan Douglas/Eileen Lajtharis Team New York, NY	The Corcoran Group/NRT	\$48,904,250.00	
162	Brenda Hereth Ravenna, OH	Coldwell Banker Seal	\$48,886,786.70	www.cbseal.com

Joe has been selling real estate in the area for nearly 30 years. He has sold over 3,000 homes which ranks him in the top 1% of Realtors in the nation. His team has been named the #1 selling team for Coldwell Banker Real Estate for the San Francisco Bay Area Region for the past six years. **He has been named by the Wall Street Journal as one of the top 200 REALTORS in the United States.**

I have referred over 20 sellers to Joe and his team and they have been very impressed with the high level of service he provides and the results he has achieved. I give Joe my highest recommendation.

- Chuck Harris

Date: Tue, 27 May 2014 16:02:32 -0700
Subject: Request
From: jacle59@email.net
To: schembrirealestate@hotmail.com

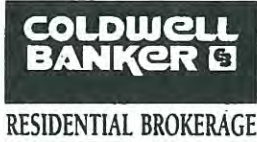
Hi Joe,

In late 2011, you helped my sister, Bev Kearney, and I redo our deceased sister's condo in Fremont. Your team was amazing, working miracles in days. Then the condo sold the first day it was on the market! Needless to say, we were delighted.

My husband and I are still in Santa Maria, but I have a friend who's in need of finding a rental place in the Palo Alto area. Her son-in-law has a 2 year internship at Stanford, and they can't find a place they can afford. Is there any chance you have a colleague in the area who would know of a possible place or someone who we could contact. Thanks very much.

Forever grateful for what you've done for us.

Lee Van Bergen



*Excellent Source!!
Wm*

WILL BUTLER
DRE # 00499631

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbtnorcal.com

April 16, 2014

Salesperson: Joe Schembri and Joe Suryan
Property: 4910 Windermere Drive

Mr. and Mrs. Robert Hubenette
135 Robles Dr
Santa Cruz, CA 95060

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Joe Suryan notices/calendars
Sent to my son.

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: JOE DID AN EXCELLENT JOB OF
STAGING THE HOUSE AND PROVIDED STRATEGY FOR THE SALE.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager



WILL BUTLER
DRE # 00499631

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbnorcal.com

February 3, 2014

Salesperson: Joe Schembri and Joe Suryan
Property: 35587 Scarborough Drive

Mr. and Mrs. Patrick Lanzing
PO Box 412
Newark, CA 94560

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

- 1. How did you come to select Coldwell Banker? Joe Schembri,
with whom we bought our home -
- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: GREAT SERVICE & TEAM!
Both Joe Schembri and Joe Suryan
are TOTAL PROS!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager



October 1, 2013

Randy and Nancy Finch
2340 Us Hwy 180 E #208
Silver City, NM 88061

Salesperson: Joe Schembri & Star Santa Cruz
Property: 41990 Via San Gabriel

WILL BUTLER
DRE # 00499631

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbudler@cbnocal.com

Dear Randy and Nancy:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Joe Schembri was our previous agent.

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: There is no better person to work with than Joe Schembri. Star Santa Cruz was wonderful to work with & we appreciate her extraordinary efforts on our behalf.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager



WILL BUTLER

Managing Broker

DRE #00499631

Bus 510-608-7600

Fax 510-795-7187

wbutler@cbtnorcal.com

Great Job!!
Wm

3340 Walnut Ave Suite #110

Fremont, CA 94538

September, 3 2013

Salesperson: Joe Schembri Team

Property: 1014 Central Avenue

Kesaia Raiwalui
330 Accipiter Court
Tracy, CA 95376

Dear Kesaia:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Referral

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: My experience as a first-time homebuyer was overwhelming and very scary. I am so grateful and there are no words that can explain my gratitude. Star Santa Cruz & Joe Schembri team is the best!! Is my number 1 choice for future real estate dealings and I will highly recommend.
It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

Thank you!!

From: Vicki Buehrle <greensierra@comcast.net>
To: wbutler <wbutler@cbnorcal.com>; joe.schembri <joe.schembri@cbnorcal.com>
Cc: starsantacruz1 <starsantacruz1@aol.com>
Subject: Star Santa Cruz - Simply the Best
Date: Mon, Sep 2, 2013 2:15 pm

Dear Will and Joe,

I wanted to send a glowing review of Star to you both, I really can't say enough good things about her. From the first phone call to Star requesting an evaluation from a flyer in the mail to the close of escrow, Star was there every step of the way. She didn't just do a job, she did so much more. The decision we made to sell our home was a huge financial decision for us and we were not sure what the outcome would be as we had been "under water" like so many others, but we thought what the heck, let's call a realtor. I am so glad we chose Star!!

Joe and Star came to our home and knowing we were interviewing other realtors and didn't do the hard sell. That would not have worked for us. They patiently answered all our questions while we set our expectations of "breaking even". They expressed confidence they could sell our home. Once we made the decision to chose Coldwell, mostly based on reputation and our ease with Joe and Star, we braced ourselves for the unknown. Star had top notch people for staging and painting our house. We are so glad we followed Liz's recommendations for packing 75% of our things! It was a lot of work and stressful, but it paid off. Our house looked amazing and all our family and friends commented how fabulous it looked. Although it wasn't really like how we live it was still comfortable, "Thank You Liz". In the end we sold our home for more than we planned, totally unexpected too!

Star and I developed quiet the rapport and she made me laugh more than once and she was as excited for us as we were to sell our home. Star became not just our realtor but a trusted advisor and sanity saver. If there is one thing we wish, it is a clone of Star when we buy our next home in another state. Can we take her with us?

Star is truly a top notch professional and knows her business, but more than that she is genuine and it comes across in every encounter no matter how small or large.

Thank you so much to Star, we couldn't have done it without her.

Best Regards
Vicki and Jamie Buehrle



Handwritten signature and initials

WILL BUTLER
Managing Broker
DRE #00499631

Bus 510-608-7600
Fax 510-795-7187
wbutler@cbnorcal.com

3340 Walnut Ave Suite #110
Fremont, CA 94538

April 11, 2013

Salesperson: Joe Schembri and Melling Duong
Property: 32904 Lake Bluestone St

Ms. Barbara Ung Fong
34276 Cornwallis Place
Fremont, CA 94555

Dear Ms. Fong:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Recommendation

- | | | |
|---|---|-----------------------------|
| 2. Was our salesperson courteous? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 3. Were you kept well informed? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 4. Did you understand the transaction? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 5. Would you recommend Coldwell Banker to your friends? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |

Remarks or suggestions: Melling is the best! Will definitely use her and recommend her

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Handwritten signature of Will Butler
Will Butler
Branch Manager



WILL BUTLER
Managing Broker
DRE #00499631

Bus 510-608-7600
Fax 510-795-7187
wbutler@cbnorcal.com

Joe Schembri
Wa

3340 Walnut Ave Suite #110
Fremont, CA 94538

Salesperson: Joe Schembri and Star Santa Cruz
Property: 3610 Dunbar Ct

April 1, 2013

Ms. Lynn Reade
3800 Walnut Ave #145
Fremont, CA 94536

Dear Ms. Reade:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

- 1. How did you come to select Coldwell Banker? Had used Joe Schembri when we bought this house
- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: _____

Very pleased with both Joe Schembri and Star Santa Cruz!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager



WILL BUTLER
Managing Broker
DRE #00499631

Bus 510-608-7600
Fax 510-795-7187
wbutler@cbnorcal.com

March 26, 2013

3340 Walnut Ave Suite #110
Fremont, CA 94538

Salesperson: Schembri Team
Property: 1010 & 1024 Mowry Ave

Phyllis Waranoff, Trustee
29 Valley View Road
Orinda, CA 94563

Dear Phyllis:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? _____

- | | | |
|---|---|-----------------------------|
| 2. Was our salesperson courteous? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 3. Were you kept well informed? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 4. Did you understand the transaction? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 5. Would you recommend Coldwell Banker to your friends? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |

Remarks or suggestions: Team is fantastic!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,


Will Butler
Branch Manager

From: Ed "Mike" and Mary Meyer
Sent: Tuesday, August 23, 2011 1:12 PM
To: Joe@JoeSuryan.net
Cc: joe@joschembri.com
Subject: Thank You

Hi Joe,

Well, it all started with a conversation with the Pappas' on their moving day. They had very positive things to say regarding Joe Schembri and the fact that their home had sold so quickly impressed us. When I called to set up an interview with Joe Schembri, he told us he was out of the country and had recommended you to help us until he returned in August. I told him that was fine and that if he had confidence in you, that was all we needed.

And, as you know, we had four interviews set up, you were the third, and after our interview with you, we no longer had a need to interview the fourth person. We had found a 'fit' for our needs. I had told Mike before we started interviewing that we would 'know' when we found the right person to help us sell our house.

Through this entire process, you showed good judgment and professionalism and helped us to make the right decision...the many occasions of humor helped too. We could have turned down Hans' offer and waited until our house was 'ready to show' but when we discussed the possibility of passing up a buyer who had fallen in love with our big yard, we came to the conclusion that the risk was worth taking and agreed to a lesser sale price. We will never know if we might have ended up with more money but the fact is, the house has a new owner and we are very pleased with that!

Mike and I "Thank You" so much for being such a great representative for us in the sale of Crystalline. It seemed like everything just kept falling into place as if someone had written a script for it to go so smoothly.

We would definitely recommend you to others who may need an agent in the future, as we did with our neighbor, Tabor up the street. We hope he has a success story to go with his sale too.

As for Joe Schembri, we have no doubt he would have represented us well too. All through the years we lived at 474, he used to drop off his calling card but we never met him until last Monday as we were moving out. He should be very proud to have you as part of his team.

We are serious about you coming to visit us in South Tahoe! Call when you know you will be in that area...then we can meet your 'other half' too!

And now, on to the next part of our lives'!

Sincerely,
Mary and Mike

Mary Meyer



Handwritten signature/initials

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbrnocal.com

April 26, 2011

Salesperson: Joe Schembri
Property: 327 Anza Street

Ms. Lisa Faria
44597 Mesquite Ct
Fremont, CA 94539

Dear Ms. Faria:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

- How did you come to select Coldwell Banker? Because I wanted Joe Schembri to sell the house. I picked the agent not the agency
- Was our salesperson courteous? Yes No
- Were you kept well informed? Yes No
- Did you understand the transaction? Yes No
- Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe was great as I knew he would be. I had a BAD experience with an agent in the past. I knew Joe was bright, dependable & honest!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Handwritten signature of Will Butler
Will Butler
Branch Manager

WB/vc



Excellent!!
WB

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BLJS
510.795.7187 FAX
E-MAIL: wbutler@cbnorcal.com

April 4, 2011

Salesperson: Joe Schembri
Property: 1009 Josh Place

Mr. and Mrs. Ken Schroeder
17310 Oak Leaf Drive
Morgan Hill, CA 95037

Dear Mr. and Mrs. Schroeder:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Internet

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe exceeded our expectations.
He is very professional and well informed.
We are still working with him on another property.
I thank you The Schroeders.
It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc



*Outstanding!
Wm*

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cblnorcal.com

January 4, 2011

Salesperson: Joe Schembri
Property: 42541 Fern Circle

Khatera Ahrary
39270 Paseo Padre Pkwy #258
Fremont, CA 94538

Dear Khatera:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Neighbor was listed w/ Joe Schembri.

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe Schembri and Karen were fantastic! I couldn't have asked for a better team to be on my side. Thank you Joe, Karen and Coldwell Banker.
It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc



WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbrnocal.com

May 19, 2010

Salesperson: Joe Schembri
Property: 1235 Oasis Ct

Mr. and Mrs. Barry Weir
2657 Palatino Ct
Dublin, CA 94568

Dear Mr. and Mrs. Weir:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Evaluated years of mailers
Interviewed three of most aggressive, Selected Joe

- | | | |
|---|---|-----------------------------|
| 2. Was our salesperson courteous? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 3. Were you kept well informed? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 4. Did you understand the transaction? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| 5. Would you recommend Coldwell Banker to your friends? | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |

Remarks or suggestions: Felt that Coldwell Banker offered
large company reputation to do transactions fairly
and honestly. Liked Joe's personality and approach.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc



Handwritten signature: Joe Schembri

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbsnorcal.com

April 21, 2010

Salesperson: Joe Schembri
Property: 697 Longfellow Drive

Mr. and Mrs. James Leidigh
8745 Spyglass Circle
Auburn, CA 95602

Dear Mr. and Mrs. Leidigh:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? PRIOR KNOWLEDGE

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: JOE SCHEMBRI & HIS TEAM WERE TOP NOTCH! GREAT SERVICE, FAST RESPONSE, EXCELLENT COMMUNICATIONS & FOLLOW-UP!!!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Handwritten signature: Will Butler
Will Butler
Branch Manager

WB/vc



WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbnorcal.com

March 31, 2010

Salesperson: Joe Schembri and Joe Suryan
Property: 3148 Malvasia Court

Mr. and Mrs. Eric Cartwright
40 Japala Court
Fremont, CA 94539

Dear Mr. and Mrs. Cartwright:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Joe and his team helped us sell our Fremont home.

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe Schembri and his team did an excellent job in helping us find a house, negotiating the deal, and making sure the close went smoothly. We would highly recommend Joe. It was an absolute pleasure working with him. Very professional.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc



Outstanding Service

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX

E-MAIL: wbutler@cbnorcal.com

March 9, 2010

Salesperson: Joe Schembri & Joe Suryan
Property: 40 Japala Court

Mr. and Mrs. Eric Cartwright
40 Japala Court
Fremont, CA 94539

Dear Mr. and Mrs. Cartwright:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? Joe Schembri's great reputation!

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe Schembri and Joe Suryan did a great job in a complicated transaction that allowed us to sell our existing home and buy our dream home!

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc

Sorry it is late



Outstanding Team Work!

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbnorcal.com

September 15, 2009

Salesperson: Joe Schembri & Meiling Duong
Property: 38140 Parkmont Drive

Mr. and Mrs. Alvaro Rodriguez
38803 Canyon Heights Drive
Fremont, CA 94536

Dear Mr. and Mrs. Rodriguez:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? We know Joe Schembri from our church.

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Both Joe Schembri and Meiling Duong are wonderful people and are amazing realtors.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc



May 4, 2009

WILL BUTLER

3340 Walnut Avenue, Suite 110
Fremont, CA 94538

510.608.7600 BUS
510.795.7187 FAX
E-MAIL: wbutler@cbnorcal.com

Salesperson: Joe Schembri
Property: 1149 Baur Court

Mr. and Mrs. David Brubeck
1149 Baur Court
Pleasanton, CA 94566

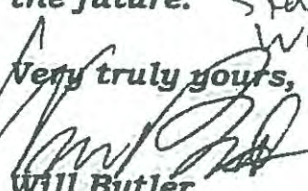
Dear Mr. and Mrs. Brubeck:

We Need Your Help! May We Ask A Favor of You?

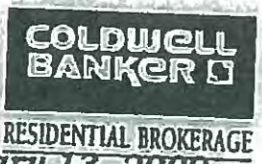
We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

- 1. How did you come to select Coldwell Banker? We were looking for the best selling agent in our area and based on our research Joe Schembri was clearly number one.
- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe is a terrific agent. He knew exactly what type of buyer we should seek to, and how to stage our home for these buyers. He even put his money where his mouth was by paying for most of the staging costs. We had 2 offers in less than a week, and a few days later we had a back offer. This was at the bottom of the market and we sold for a very fair price. Joe is an excellent selling agent.

Very truly yours,

 Will Butler
 Branch Manager

WB/vc



January 13, 2009

Joe Schembri

3340 Walnut Avenue, Suite 110
Fremont, CA 94538
510.608.7600 BUS
510.795.7187 FAX

Salesperson: Joe Schembri & Joe Suryan
Property: 6500 Outlook Ave

The Mantra Group
3832 Alder Ave
Fremont, CA 94536

Dear The Mantra Group:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

- 1. How did you come to select Coldwell Banker? _____

- 2. Was our salesperson courteous? Yes No _____
- 3. Were you kept well informed? Yes No _____
- 4. Did you understand the transaction? Yes No _____
- 5. Would you recommend Coldwell Banker to your friends? Yes No _____

Remarks or suggestions: Joe & Joe are excellent
realtors with unique abilities. Certainly
recommend to friends & neighbors.

It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Will Butler
Branch Manager

WB/vc



Outstanding Service!
Joe

WILL BUTLER

3340 WALNUT AVENUE, SUITE 110
FREMONT, CA 94538
(510) 608-7600 BUS
(510) 785-7187 FAX

July 9, 2007

Salesperson: Joe Schembri
Property: 1134 Bedford Street

Patricia McLaughlin
12 Coppersmythe Way
Lexington, MA 02421

Dear Ms. McLaughlin:

We Need Your Help! May We Ask A Favor of You?

We are constantly trying to improve our business and create goodwill. Since it wasn't possible to meet and talk to you personally, we would appreciate your answers to the following questions so that we may better serve our clients.

1. How did you come to select Coldwell Banker? I wanted Joe Schembri as my agent

- 2. Was our salesperson courteous? Yes No
- 3. Were you kept well informed? Yes No
- 4. Did you understand the transaction? Yes No
- 5. Would you recommend Coldwell Banker to your friends? Yes No

Remarks or suggestions: Joe Schembri was "Enatic"
He was extremely helpful & giving. His
real estate knowledge was superb!
He was beyond all my expectations!
It's been a pleasure to serve you and we sincerely hope we may be of help to you in the future.

Very truly yours,

Will Butler
Branch Manager

WB/vc