

*It's Always  
Sunny in OC*



## "SUNNY" ESTHER VALENZUELA

It's always sunny in Orange County, so it is fitting that Realtor® "Sunny" Esther Valenzuela introduces herself as - "Sunny, like the weather." A Southern California native, Sunny loves matching people with the right homes and helping them experience the region's incomparable, sun-drenched lifestyle. After a first career in marketing with for-profit colleges, Sunny met and mar-

ried her husband and real estate broker, Art Valenzuela. With her upbeat personality and love of people, she quickly realized that real estate was her ideal career. Today, Sunny is partner and sales manager of Nationwide Real Estate Executives in Irvine, where she continues to represent buyers and sellers under her signature brand, Sunshine Homes.



Sunny says that she chose Nationwide Real Estate Executives because the business practices and values of the company are congruent with her own. "The philosophy of faith and family really speaks to me," she says. "This is an environment of continuing improvement, where agents can prosper. As sales manager, I'm here to help agents with their business plans so they can grow and create sustainable businesses. I help them set up a plan and encourage them and keep them accountable. Each of our branches has a school, as well. A lot of companies don't want to take on new licensees, but we do. We will even take on pre-licensees. We get a pre-commitment from them and nurture them all the way through. We like the idea of training people to do business the right way, before they have learned any bad habits. Our vice president, Tarah Walker, and I excel at working one-on-one with people who want mentorship. It's a joy to see the results when someone puts in the hard work."

If you ask Sunny's clients what qualities make working with her so special, you're likely to hear that it is her positive attitude, communication and professionalism. Sunny's optimism helps her move mountains to help her clients achieve their goals. She believes there is always a solution to a problem, and she won't stop until she finds it. "It drives me crazy when someone says, 'I don't know.' I'm like a little bulldog, and my clients appreciate it that I go to bat for them."

By far, the majority of Sunny's business comes from referrals and repeat clients. "It's gratifying knowing someone else is pleased with what I did and trusts me enough to recommend me to their friends and family members."

A recent client described how Sunny helped her with the arduous task of relocating from Japan to Orange County: "She was so helpful and worked her schedule to video tour homes even with a crazy time change! We ran into a few hiccups during escrow, and Sunny was truly a great resource during a few uncertain weeks and helped see us through to closing. We've lived in our new home for over a month now, and we are so happy and pleased with both our house and neighborhood. We put a lot of trust in Sunny, and she did not let us down! Highly recommend to anyone looking to buy or rent!"

When it comes to marketing homes for sale, Sunny's representation is second to none. She has an eye for the elements that will make a home appeal to buyers, and she gives each seller a thorough staging consultation, complete



with her expert advice about what improvements will support the highest selling price. Sunny also commits sizable resources to marketing. "I do a lot of social media marketing, and I hire a professional photographer to make the home look its best."

Sunny's sense of adventure has taken her to exotic destinations and inspired her to do everything from managing a funk band to jumping out of airplanes. Next on her list is a family trip to Ellis Island. "My parents are both immigrants and proud Americans now. My mom has been saying she would love to take her grandkids to Ellis Island and the Statue of Liberty and tell them stories about coming to the U.S. They're from Indonesia, which is formerly the Dutch East Indies, with Dutch ancestry, and theirs are the last names included in the Ellis Island registry."

With her sunny disposition and love for the community she lives and works in, Sunny makes the real estate experience seamless and stress-free for her clients. "My goal is to help every client buy or sell a home for the price they want and in the time they need so they can get on with the next part of their journey. The most satisfying thing for me is helping people get to a place they want to be."

"Sunny" Esther Valenzuela  
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