

Stefan Walker
has been proudly
serving as a real
estate agent
since 1992.

“I have the opportunity to come into someone’s life in what is often a fairly stressful time. I help them make sense of their situation and what needs to be done to transition from one point to another,” Stefan said. “It’s an intense relationship and a very rewarding thing to do.”


“At the end of the day,” Stefan continues, “I’m committed to ensuring that the people who have put their trust in me get the very best deal possible. I’m willing to move mountains to make that happen.”

Stefan’s strong work ethic was ingrained in him during his childhood.

“I’ve always been willing to work hard,” he said. “It’s the way I was raised. I’m willing to do what needs to be done to make things happen. I want to do the best possible job for the people I work for.”

While hard work is certainly needed in the real estate business, Stefan doesn’t necessarily fit the mold of a real estate agent.

“I’m probably a bit more introverted than most agents,” he said. “I think this business attracts extroverts and they



▶▶ profile

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Stefan WALKER

Helping Clients Make the Best Decisions



are really comfortable talking and presenting, but they don't always take the time to listen. I'm the opposite. I'm a strong listener and I utilize my resources well. When people tell me what their situation is and what they need to do, I internalize that and act on it."

Stefan's unwavering commitment to serving his clients led him to be a successful agent early on in his career.

"It was a different time back then," he said. "There was no internet. It was much more of a word-of-mouth type of business, and I've always been very

service-oriented. I've always tried to deliver the best experience I possibly can. My name tended to get passed around a lot because of that."

Despite being considered a leading real estate professional in the Bay Area, real estate wasn't Stefan's first career choice.

"I come from a real estate family," Stefan said. "My mom, uncle, and cousin are all real estate agents, as were my grandparents. I initially wasn't interested in getting into the real estate business because I heard stories at the dinner table almost every night, and

it just seemed like a really challenging way to spend your days. I'm financially very conservative. I wanted stability. I wanted a regular paycheck coming in."

Stefan obtained a bachelor's degree in finance from Santa Clara University and worked as a financial analyst at IBM. His decision to switch careers after three years at IBM was the result of the company offering buyouts to employees, as well as Stefan learning about his entrepreneurial cousin having huge success in Sonora subdividing old apple orchards and selling the newly created lots.

"I was really unsatisfied in the corporate world," Stefan said. "Real estate started to become a lot more attractive. I had this confluence of my cousin telling me stories about how much

fun he was having, and IBM offering more and more money for people to go away."

Stefan ended up taking the buyout from IBM and obtained his real estate license. He has since worked for various companies, including Contempo Realty, Alain Pinel Realtors, and Keller Williams Realty.

Stefan plans to continue to help clients with their real estate needs for many years to come.

"I can't see myself retiring," he said. "I'm not that guy. I don't golf. I don't watch TV. I like sitting on a beach, but I get bored with it after a day or so. I like action, I like things going on. There are few things I do that are as interesting and fulfilling to me as helping people I enjoy and respect with their housing and investment needs."

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