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Menlo Park considers policy to help displaced renters

By Kate Bradshaw
Almanac Staff Writer

Following months of discussion by the public and the Menlo Park Housing Commission, the City Council scheduled a study session about a potential tenant relocation assistance ordinance in Menlo Park for Tuesday, Feb. 12.

Such ordinances typically require landlords to provide assistance, often in the form of cash payments, to renters who are evicted for no reason.

The discussion was scheduled to be held after The Almanac went to press. Go to almanacnews.com for the latest updates.

The council was initially supposed to discuss the topic at its Jan. 29 meeting, but the matter was postponed because it was being reviewed by the city attorney, according to Mayor Ray Mueller.

The City Council may have discussed the matter in a closed session held that day, but the topic of the closed session was reported as “anticipated litigation,” with no details available.

Several people assumed the closed session was about a possible tenant relocation policy and gave public comments in advance, including Housing Leadership Council organizer Angie Evans and Menlo Park Housing Commissioner Karen Grove.

Another woman, Ingrid Rogers, missed the cutoff to comment that day but shared her written comments with The Almanac.

“Tenant relocation assistance would prevent homelessness by requiring that landlords who displace tenants without cause or by significant rent increases provide their tenants with financial assistance to relocate,” she wrote.

The proposed policy has been under legal review because the city of Menlo Park in August received a letter from a law firm representing the owners of Anton Menlo, a new high-end apartment development at 3639 Haven Ave. in northeast Menlo Park, suggesting they might sue if the policy were enacted.

In a letter sent to the city on the owners’ behalf from Ofer Elitzur of law firm Cox, Castle & Nicholson, LLP, Elitzur argues that the proposal conflicts with state law. He says that the Anton Menlo development should be exempt based on the Costa-Hawkins Rental Housing Act, a law that governs rent control policy in California and restricts what types of housing can be subjected to rent stabilization.

Since, under the Costa-Hawkins law, landlords of many properties are entitled to impose whatever rent they think the market will bear, it would be “hostile” to the law to impose an ordinance that penalizes owners “who (choose) to exercise such rights,” he argued.

The Legal Aid Society of San Mateo County and Community Legal Services of East Palo Alto have responded that the Costa-Hawkins law would not apply to a tenant relocation assistance ordinance because landlords can still set whatever rental rates they wish, according to a staff report. However, courts have not yet ruled on this matter. Staff proposed a few options to work through that legal threat.

The ordinance

The Housing Commission began considering a possible ordinance in July. Over months searching for a developer for the site.

“In the concept, I think we had all the right ingredients,” Tenanes said. “We’ve been in Menlo Park for eight years, and this project is an extension of what we talked about when we first got here.”

Several elements in the proposal are based on requests that Facebook has heard from local residents since 2011, when the company and the city co-sponsored a “design charrette” to envision how to create a “sense of place” connecting Facebook with the Belle Haven neighborhood and other businesses near Willow Road and Bayfront Expressway.

During that process and those that followed, residents voiced interest in more housing, greener buildings, better bike and pedestrian infrastructure, and better connectivity to the Bay Trail, Tenanes said.

That preliminary meeting was followed by a yearslong process with hours of community meetings to update Menlo Park’s general plan, which was approved in December 2016 and massively increased what developers are permitted to build on the city’s eastern side, where Facebook is one of the largest landholders.

Since Willow Village was first proposed, Facebook has collected feedback from the community, including through the Planning Commission and City Council study sessions, as well as a series of town hall meetings on the proposal.

Transportation

The most obvious challenge Willow Village faces in the approval process is the traffic problem. The site is bordered on two sides by the gridlocked Willow Road and the defunct Dumbarton rail corridor, leaving little space for additional traffic. While Facebook has a strong track record of getting employees to commute by means other than solo driving, some argue that the transportation infrastructure isn’t there to allow thousands of new residents and workers.

See FACEBOOK, page 7
Will Ravenswood push back against charter school expansion?

By Elena Kadvany

A t a packed community meeting Tuesday, Feb. 5, Belle Haven parents and residents urged the Ravens-wood school board against uprooting any district school in order to provide space for an expanding public charter school, and some trustees indicated a desire to “fight” the charter’s request.

The meeting at Belle Haven Elementary School in Menlo Park was the third of six meet-ings the board held to solicit community input on KIPP Val-liant Community Prep’s request for a long-term site to accom-modate its growing enrollment. Public school districts are required under state Proposition 39 to make facilities available to charter schools to ensure all students have equal access.

Residents spoke Feb. 5 in defense of Belle Haven and urged the board to keep KIPP at its current location at the contiguous Brentwood and Los Rosales/McNair campuses, where the charter school has used shared space since it opened in 2017. They also pressed for more concrete data and voiced frustration that no specific proposals have been offered yet, limiting what they can provide feedback on.

“It really seems like we’re uprooting a flowering plant and putting it in a pot we don’t know what to put in its place,” said Belle Haven parent Andy Westhall.

Board President Tamara Sobomeh-nin stressed the importance of the community meetings as a source of information for the five board members. The trustees will decide whether Belle Haven, Brentwood, Costano or Willow Oaks will house KIPP starting this fall — unless they agree to put the petition met all the necessary legal requirements, warning that “the only way that we’re going to prevent the dis-trict from being eaten alive by every charter school... is to keep moving forward.”

KIPP, which serves both East Palo Alto and Belle Haven stu-dents, anticipates enrolling 558 students this fall. Since securing its charter three years ago, KIPP has intended to grow each year and funding in Ravenswood. Just under 2,400 students are enrolled in the district, down by more than 1,000 from seven years ago.

Wilson urged parents to “organize against the expansion of charter schools,” which she said “see this district as a great opportunity for them to wipe out the entire public school system.”

At the suggestion of a community member, Vice President Stephanie Fitch said she has reached out to trustees in the Ross Valley School District. The K-8 Marin County district last year offered a charter school fewer facilities than requested, prompting a lawsuit from the charter and bitter public controversy.

The tension between host school districts and charter schools is playing out across the state. On Feb. 5, Gov. Gavin Newsom called on State Super-intendent of Public Instruction Tony Thurmond to create a panel to study the impact of charter school growth on district finances.

Two current Ravenswood trustees — Wilson and Ana Maria Pulido — served on the board that approved KIPP’s charter in 2016. Pulido cast the sole dissenting vote. Wil-son reluctantly supported the charter at the time given that the petition met all the necessary legal requirements, warning that “the only way that we’re going to prevent the dis-trict from being eaten alive by every charter school... is to keep moving forward.”

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In response, Tenanes and Ghielmetti noted that the traffic is regional. “Facebook building here or not building here, candidly, does not change the regional traffic,” Ghielmetti said.

Facebook is currently working with SamTrans and the Plenary Group on an environmental and fiscal analysis to evaluate a set of alternatives for a reinstated transbay rail line along the Dumbarton rail corridor.

However, Tenanes and Ghielmetti emphasized that the rail project would require collaboration from local, regional, state and federal agencies, and would have a longer entitle-ment process than the Willow Village development.

Facebook also plans to consider overpasses or underpasses at traffic choke points on Willow Road, they said, noting that environmental analysis and further studies need to be done before specific locations would be determined.

In addition, Tenanes explained, the development itself may enable more connectivity through the area than exists now.

“I think this plan is more porous than what exists today,” he said.

Menlo Park Mayor Ray Mueller said in a written statement that he didn’t want to give a “cheerleader quote” in response to the updated project. “There are many great benefits that a project like this can bring to a community, but there are also complex challenges.”

“It’s time to roll up our sleeves and dive in and determine what’s real,” he continued. “The outcome will be determined by the clarity of our vision, the conviction we maintain in our shared values, the availability and adequacy of supporting infrastructure investment, and importantly, our attention to detail. That being said, Facebook’s expressed commitment to support regional evaluation of traffic congestion relief infrastructure projects in proximity to the project, such as Bayfront Expressway grade separations and Dumbarton Rail, are great first steps.”

Jobs and housing
Willow Village as proposed would have 1,500 housing units, 225 of which would be designated for below-market-rate rent by the general public. Whether the other housing units would be intended for rent only by Facebook employees has not yet been determined, according to Tenanes.

It’s also not yet known how many new employees would be expected to work in the 1.75 million square feet of office space planned.

The site currently has about 3,000 employees working in 1 million square feet of office space, Tenanes and Ghielmetti said.

Grocery store and retail space
One request that the city heard often from Belle Haven residents in the years of the ConnectMenlo general plan update process was for a full-service grocery store, a pharmacy and a bank branch.

Ghielmetti emphasized an interest in unique, local retail and community-serving spaces on the ground floor of the buildings of the development — restaurants, cafes, fitness areas, a pharmacy, and a grocery store. Other, more outside-of-the-box options, he added, would be things like makerspaces, co-working spaces or artisan workshops.

“The greater the variety of uses, the greater the variety of people and activity and energy that are in these areas,” he said. In past experiences, he added, working with local businesses has helped to connect both existing and new residents to the area.

“We want this to work. The success of the community isn’t the last dollar for an individual retail space,” Ghielmetti said. “We will commit to work with the local neighbors so that there’s a diversity of products and a diversity of businesses that are reflective of the community.”

“I think you can count on Facebook as you have in the past to make sure this works,” Tenanes said.

Ghielmetti said that Signature Development Group has a track record of bringing desired services — such as a grocery store or bank branch — into “neighborhoods largely passed over.”

The developer is behind The Hive — a mixed-use development in Oakland with ofic- es, retail and residential space — and other developments in Oakland, as well as the Fair Oaks Transit Village in Sunnyvale.

He added that, in the developer’s experience, retail tenants moved in at a later stage in the development process after residents and some office workers had already occupied the site.

Next steps
Now that the updated plans have been submitted, Facebook plans to collect more feedback, launch the environmental review process, and initiate architectural designs.

“Our desire is for leadership to approve the project sometime next year (in 2020),” Ghielmetti said. From there, the project will be developed in phases, and construction would occur in the years to follow.

Facebook has created a website with additional information about the project at willowvillage.com.

What do you think of the revised plans? Email Almanac reporter Kate Bradshaw at kbradshaw@almanacnews.com.

The “Town Square” at Facebook’s proposed Willow Village development, as imagined in this conceptual rendering.
Atherton Rail Committee recommends restoring weekday train service

By Angela Swartz
Almanac Staff Writer

In a split vote, the Atherton Rail Committee recommended the City Council support resuming weekday train stops in Atherton, despite some members’ concerns about a recent state bill that could require new housing to be built along busier transit corridors.

The 10-member committee voted 4-3, with two committee members abstaining and one absent, to resume weekday service at a Feb. 5 meeting. In the fall, the committee recommended the council restore full weekday train stops in Atherton, but it backpedaled on the recommendation at a Jan. 9 joint council and committee meeting.

The concern: SB 50, a bill introduced in December by state Sen. Scott Wiener, D-San Francisco. The bill would require cities to allow new apartment buildings in any place that is either: within a half-mile of a rail transit stop, or within a quarter-mile of a high-frequency bus stop or within a “job-rich” neighborhood.

The town is examining this issue as Caltrain reviews and plans its service schedules as it prepares to electrify the rail service from around San Francisco down to San Jose. Caltrain has indicated that it may eliminate a stop on the overall train schedule, it might eliminate a stop in the Atherton station, within a quarter-mile of a high-frequency bus stop or within a “job-rich” neighborhood.

Caltrain suspended weekday stops in the town in 2005 due to low ridership. The train now stops at the Atherton station only on the weekends.

“Nostalgia is lovely, but history is history,” Jim Massey, a longtime Atherton resident and former Parks and Recreation Committee member, said at the Feb. 5 meeting. “This train station has been closed (on weekdays) for 14 years.”

The committee stuck with other recommendations it made before SB 50 was introduced:
■ Caltrain must complete a capital project to remove the “hold out station” designation in town. Atherton’s station has this designation because it has a center boarding platform only, meaning passengers can cross the tracks in multiple places to reach the center boarding platform. To change this, Caltrain would have to build separate platforms for northbound and southbound passengers and a fence separating the tracks.
■ Ensure that any long-term rail corridor plan limits the number of tracks to two through Atherton.
■ Modernization of the rail system must minimize and fully mitigate any environmental impact to the town.

The committee did modify the wording of one of its recommendations, which originally called for the town to advocate designating the Watkins Avenue crossing a “quiet zone,” adding quad gates at the crossing. During the Feb. 5 meeting, the committee changed the recommendation to state that, “Caltrain must take all necessary steps to make rail transit through the rail corridor as safe as possible, including the maintenance of quad gates at Fair Oaks Lane and the establishment of quad gates at the Watkins Avenue crossing.” It also added a clause requesting that Caltrain continue to enforce the Fair Oaks Lane quiet zone.

Some council members and committee members fear SB 50 could force Atherton to allow new housing, and take on the growth from other nearby jurisdictions that have growing job markets and populations.

If SB 50 does pass, Atherton should work with the weekend service it has currently to avoid this housing requirement, said committee member Malcolm Dudley. Otherwise, it would be ideal to add weekday stops in town, he said.

“It’s so critical for us to have Caltrain,” he said. “It’s had a long history for our town.”

The City Council will examine the committee’s Caltrain service recommendations at its Feb. 20 meeting, according to a staff report.

Alpine Inn has new owners

Popular burger joint is closed until March for remodeling.

By Dave Boyce
Almanac Staff Writer

The Alpine Inn — the Portola Valley beer garden and burger haven also known as Rossotti’s and Zott’s — has new owners: Portola Valley residents Deke and Lori Hunter of the Hunter 1988 Revocable Trust.

A set of remodeling plans at Town Hall lists the trust as owner of the property at 3915 Alpine Road — home to the Alpine Inn and to roadhouses of some kind or another since 1866, according to a bronze plaque outside the restaurant. (The one-story building has long been designated as a historic structure, thereby protecting its exterior from modification.)

The Hunters bought the property in December, the previous owner, Geri Alexander of the Alexander family, said in an email Feb. 7.

The Hunters are part of a group of investors in the venture, according to Portola Valley resident Lucy Neely, who unsuccessfully bid for the property last year.

Greg St. Claire, president of the San Carlos-based Avente Restaurant Group, which owns three Peninsula restaurants — Town in San Carlos, Milagros in Redwood City, and Nola in Palo Alto — will be involved to ensure that the transfer in ownership “is a smooth transition,” Alexander said.

St. Claire and the Hunters did not return requests for comment.

Sighs on the doors say the inn is closed but set to reopen on March 1. A post on the inn’s website states that the new owners hope to reopen the eatery in mid-March.

“Know that all of the partners live in the neighborhood and hold Zott’s as an important part of our community,” an excerpt from the post reads. “We plan to maintain the casual good cheer and historical integrity of the place.”

Derek K. Hunter Jr. (Deke) is a developer and president of Hunter Properties, based in Cupertino, according to a bio on the company website. The bio states that Hunter is “active in community affairs, such as the Portola Valley School Foundation and Portola Valley Town Center redevelopment.”

The inn’s remodeling will be overseen by Woodside architect Stevan Patrick, according to plans submitted Feb. 6 at Town Hall. The tasks to be undertaken include repairing dry rot in the bar, the kitchen, the floors and the walls, adding accessibility features, including ramps, handrails and automatic doors; and replacing residential-grade equipment with commercial-grade equipment.

The list of equipment to be replaced includes the deep fryer, the range, three refrigerators, the griddle and the beer dispenser.

The historic features of the inn include the saloon doors out front and a beer cooler, the plans say.

Enthusiasm

In May 2018, when the inn went on the market, Neely formed a corporation — “Portola Valley Community Roadhouse, LLC” — with plans to raise enough money from local investors to buy the inn and thereby maintain its community character.

“Our intention,” Neely said in a statement at the time, “is to create an inclusive, welcoming restaurant that maintains the beloved character of a 156-year-old drinking establishment. We plan to serve delicious food and drink and offer a comfortable and inspirational space that functions as a vibrant community gathering place.”

She met with more than 100 people over a week and emailed a questionnaire asking how much people would be willing to invest. Of the 30 responses she received, 63 percent ticked the box for $10,000 to $50,000, she said.

But one month later, with bidders required to make final offers of at least $3.8 million, the Roadhouse group withdrew. At the time, Neely would not identify the couple who headed the winning group of investors, but said, “I know them and like them. We (in the Roadhouse group) just all felt confident that they have a similar vision for the place and that they will do a good job stewarding its future.”

The Hunters were that couple, Neely told The Almanac recently, adding that she didn’t see the need to elaborate on what she said in June.

Danna Breen, a member of the Roadhouse group, described the Hunters’ enthusiasm for the inn as aligned with that of the Roadhouse group. “Deke and Lori get it,” she said, adding that the group members were enthusiastic back in June when the Hunters and their co-investors won the bid. “They have impeccable taste,” she said.

As to what makes Rossotti’s special, Breen didn’t hesitate. “Anybody can go there,” she said. “There’s a CEO sitting next to a painter. I’m sure (the Hunters) feel the same way. I think that’s inherent to what it’s all about. I love that about Rossotti’s.”

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The Almanac AlmanacNews.com February 13, 2019

N E W S
They are ranked the #18 team in the nation in the Wall Street Journal Report of the Top Residential Real Estate Professionals (published in June 2018). Since these rankings were initiated, the Gullixsons have consistently been in the top 20, either individually or by team.

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T

here's been an update to your application," stated an email Menlo School senior Santy Mendoza received Dec. 14. Standing behind him, his mom, sister and grandma clustered together as he logged into his student portal. Dad appeared in the room virtually, via FaceTime.

Heart racing, Santy said a silent prayer.

His mom told him, "It doesn’t matter what happens. You’ve worked so hard." He clicked the button. "Congratulations," the email read.

In shock, Santy turned to his mom. "Oh," he said quietly. "I got in."

Differences aren’t just academic — socioeconomic differences manifest, for instance, in smaller things, like how people get to school, Jimenez explained.

Santy — short for Jose Santiago Mendoza Real — was born in a small town outside of Guadalajara, Mexico, where he lived until his family moved to Kansas. When he was around 9, his family moved to East Palo Alto.

He attended middle school at Cesar Chavez Academy in East Palo Alto. He recalls the support of Principal Amika Guillaume, and being told that a large percentage of kids in East Palo Alto don’t graduate high school, and that about a quarter of the students at the school were homeless, or had to live in a shelter or with extended family.

An avid soccer player, Santy explained that the only reason he even heard about Menlo School, a private school in Atherton, was because of an after-school program, Citizen Schools, where he would wait out the gap of time between the end of school and the start of soccer practice and took an extracurricular course about local private school opportunities.

His mentor in that after-school program, Rene Jimenez, recalls that Santy, as a middle school student, had decided he wanted to apply to private high schools. At the time, Jimenez said, he was working in a teacher assistant-type role and all he had to offer Santy was an Independent School Entrance Exam prep book. “You have three weeks — good luck,” he remembers saying. “That was all the resources I could give him. He came back after taking the test — and that’s when I found out how brilliant this kid was. He scored high on every section.”

Around that time, Jimenez made a career switch into academic advising at Peninsula Bridge, a nonprofit that helps low-income students succeed in college preparatory high schools and four-year colleges. He brought Santy into the program before his freshman year at Menlo.

Once at Menlo, where he receives financial aid, Santy continued to excel academically, but adjusting to the world of private-school privilege wasn’t always easy.

Differences aren’t just academic — socioeconomic differences manifest, for instance, in smaller things, like how people get to school, Jimenez explained. Whereas in East Palo Alto, families drive “everyday” vehicles or students walk to school, kids come to Menlo in luxury cars, he said.

“It can be intimidating to see that,” Jimenez said. “Students come in and ... feel like they don’t belong or like it’s not for them.”

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The lack of funding in schools is a big reason kids in East Palo Alto may not be as engaged in school, he said. They lack art and music programs, and often have less-experienced teachers, he explained.

“If you’re not in the right mindset, you get bored of it,” he said.

Bridging two worlds

Santy lives close to Menlo Park’s Facebook headquarters, and two years ago he had the opportunity to complete an internship there. It was a

"...and being told that a large percentage of kids in East Palo Alto don’t graduate high school, and that about a quarter of the students at the school were homeless, or had to live in a shelter or with extended family."

"An avid soccer player, Santy explained that the only reason he even heard about Menlo School, a private school in Atherton, was because of an after-school program, Citizen Schools, where he would wait out the gap of time between the end of school and the start of soccer practice and took an extracurricular course about local private school opportunities."

"His mentor in that after-school program, Rene Jimenez, recalls that Santy, as a middle school student, had decided he wanted to apply to private high schools. At the time, Jimenez said, he was working in a teacher assistant-type role and all he had to offer Santy was an Independent School Entrance Exam prep book. “You have three weeks — good luck,” he remembers saying. “That was all the resources I could give him. He came back after taking the test — and that’s when I found out how brilliant this kid was. He scored high on every section.”"

"Around that time, Jimenez made a career switch into academic advising at Peninsula Bridge, a nonprofit that helps low-income students succeed in college preparatory high schools and four-year colleges. He brought Santy into the program before his freshman year at Menlo."

"Once at Menlo, where he receives financial aid, Santy continued to excel academically, but adjusting to the world of private-school privilege wasn’t always easy."

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"Bridging two worlds"

"Santy lives close to Menlo Park’s Facebook headquarters, and two years ago he had the opportunity to complete an internship there. It was a
different world, full of free food, beautiful new buildings and "tech everywhere," he said. "It's crazy to think, just outside that little gate, kids are homeless."

A big reason he works so hard, he said, is "for the kids who weren't as lucky as me, who didn't have a supportive family and didn't have mentors in their life."

According to Santy's college counselor at Peninsula Bridge, Jenny Uribe, Santy is "a real leader amongst his peers — a very humble leader, in fact. He's a student we lean on here in the program to bring the cohort together. He's inclusive and wants to make everyone feel included."

Santy's college counselor at Menlo School, Matt Mettille, added that Santy is very involved in student affairs as the student body vice president and an admissions tour guide and panellist. He also, somewhat bravely, Mettille reflected, volunteered to participate in a student panel in which students from under-represented backgrounds shared their perspectives.

"He's worked super hard to get where he is," Mettille said. "I'm thrilled for him."

"He has a good attitude," Santy's mom said in Spanish. "He focuses on the things he thinks are important." She said the family is very excited, happy and nervous for Santy.

As he was growing up, Santy said, his family emphasized the importance of education. His older sister is attending Notre Dame de Namur University in Belmont.

Santy explained one of the sayings he's learned from his father: "The pencil is lighter than the shovel." To him, it means that studying will lead to a less physically taxing job.

Santy said he'd always respected his father's work ethic, but it wasn't until he took a Spanish literature course at Menlo, and eagerly shared the short stories he read with his family, that he came to appreciate his father's intellectual side. Together, they analyzed and discussed the stories he brought home, and Santy was impressed by his dad's insights about the stories. That experience would form the basis of his college application essay.

Ever since he was a kid, Santy has wanted to be a lawyer — in particular, an immigration lawyer. Immigration is something he's paid a lot of attention to over the years as a DACA recipient. His own documentation through DACA will remain in effect until next year. After that, it's still unclear what's ahead.

As a DACA recipient, another huge consideration for him was how to pay for college, since he's not eligible for federal aid. Public California universities have resources dedicated to support DACA recipients and undocumented students, but outside of the state, mainly only well-resourced, selective private universities have the means to offer the amount of financial aid needed, Mettille said. Santy said that the offer from Harvard means that his parents essentially won't have to pay anything out of pocket.

He said his parents remind him how lucky he is to have some form of legal status. For them, he explained, their lack of documentation has "always been very limiting in terms of jobs." It's also kept his parents afraid of getting into trouble, or contacting the police for help.

His mother said that the family emigrated from Mexico for their children because there weren't career or work opportunities where they were.

"We're still in shock," Santy's father said. "We are so proud of him."

An informed decision

Throughout his college application process, Santy worked closely with college counselor Uribe at Peninsula Bridge. For first-generation students, applying to college can be motivating or overwhelming — or both, she explained.

"Santy's really learned to value hard work from his parents," she said. "He really puts in his full effort into everything."

But despite his credentials, "There was that level of doubt of whether this was going to be possible," given how difficult it is to get into Harvard, she said.

"I think it is a question mark for every DACA student right now," she said. "For even a low-income, first-gen student to be thriving in this way is a huge accomplishment. To be a DACA student in the current political climate, and (to) continue to show up every day and put in full effort and not (allow) the negativity that surrounds DACA right now to get in the way of their performance speaks to the brilliance of the student."

Jimenez said that Peninsula Bridge has contacted attorneys in Boston who work on immigration law to help Santy understand what risks he will take in moving to Massachusetts.

Uribe noted that she and Santy have talked about the reality that his family may not be able to visit him at school, and there's a big question of what will happen when his DACA status ends.

"Saying yes to Harvard means saying yes to all of those challenges," she said. "We know he's ready."

About the cover: Jose Santiago Mendoza, "Santy" for short, is a DACA recipient from East Palo Alto who found out in December that he was admitted early to Harvard.
Selling your Menlo Park home?

First, meet with Michael Repka of the DeLeon Realty team.

Unlike most real estate agents, Michael holds two law degrees, including an LLM in taxation from NYU School of Law, and has years of experience as a real estate and tax attorney, giving his clients a unique advantage. Further, Michael studied negotiation and conflict management in graduate school at Rutgers School of Law and Rutgers Graduate School of Business, as well as Harvard University. In addition, the expertise and marketing available through the team at DeLeon Realty are the very best in the business.

Meet with Michael to discuss any preliminary tax and legal questions about selling your home, and let him tell you more about what makes DeLeon Realty’s innovative approach to real estate so successful. There is no cost or obligation for this consultation.
In addition to Michael’s love for real estate and tax law, he also enjoys many recreational hobbies, including piloting the DeLeon plane around the Bay Area, to Napa for world-class dining with DeLeon teammates and clients, and around the state for real estate and legal events. Michael and his wife Rachel are members of the Palo Alto Hills Golf & Country Club, where they enjoy dining, socializing, and embarrassing themselves on the golf course. In Michael’s spare time, he also loves riding his Harley Davidson along the Pacific Coast Highway. Michael dabbles in adrenaline sports, has run eight marathons, including the NY City Marathon (twice) which was his favorite, and has climbed both Mount Kilimanjaro and Yosemite’s Half Dome! He loves taking cruises to beautiful destinations such as the Caribbean, Mexico, Israel, Greece, Russia, South America, and Dubai.

Michael appreciates the opportunity to travel the world for business, especially to China and India for international real estate shows and seminars. However, his favorite place to go is Japan and his favorite food is Japanese cuisine, especially sushi.
Three Woodside horses win national honors

By Maggie Mah
Special to The Almanac

The United States Equestrian Federation is the governing body for equestrian sports in the country. At the conclusion of each year, the top scoring horse in each USEF category of competition is named “Horse of the Year.” This year, three horses owned by Woodside residents have won a total of four Horse of the Year titles, three in vaulting and one in jumping.

Atterupgaards Sting, a 12-year-old Danish Oldenberg gelding owned by Jim and Linda Bibbler, was named Horse of the Year for the individual vaulting category. Sting, who began vaulting in 2015, has been named Individual Horse of the Year for the last three years and in 2017 also won in the pas de deux (or pairs) category.

Diva is an Oldenberg mare imported from Germany in 2017 by Sydney Frankel, longtime Woodside resident and pillar of the vaulting community. For 2018, Diva captured two Horse of the Year titles in the pas de deux and team categories. Diva also came in second in the individual category.

Top Top and owner/rider Sara Jorgensen bested 748 other competitors to win Horse of the Year and Rider of the Year in the amateur owner 1.30 to 1.35 meters (or 4 feet, 3 inches to 4 feet, 5 inches) jumping division. Top Top was also honored for 2018 by the Pacific Coast Horse Shows Association and the Northern California Hunter Jumper Association, and received a Lifetime Achievement Award from the Belgian Breeder’s Association.

“T’m so proud of him. To say the least, 2018 was good for us,” Jorgensen said.

Physical ability is a must for each of these horses, but much depends on the connection between the horses and their human partners. A strong partnership requires mutual trust and confidence, an understanding of the animal’s history and an appreciation for their personality.

For Jorgensen, a top jumper rider for many years, establishing a relationship with Top Top has been a journey.

“There is a trust, a bond that is hard to explain but it’s wonderful,” she said. “It wasn’t always like this — it took a lot of patience and correct riding to find the bond. If I push too hard even now, Top Top will dump me. I fell off four times in 2018, and all four falls were because I asked for too much too fast over fences and scared him.”

In vaulting, human and equine athletes compete together but are judged separately, with the horse’s score contributing as much as 25 percent of the total. The horse carries one, two or four vaulters and provides a moving platform while a series of gymnastic movements is performed along the entire length of the horse’s back. For the horse, there’s a lot more to it than going around quietly in a circle. Most disciplines teach the horse to move away from pressure, but a vaulting horse must move up under the vaulter’s weight and keep balanced while maintaining a steady pace.

The horse must also be sensitive to the voice and body movement of the lunger.

Sting stands 17.3 hands tall — just a shade under 6 feet at the shoulder. Woodside resident Krista Mack discovered the horse in Denmark and trained him for vaulting. She is also his lunger.

“Sting is an impressive horse to meet,” she said. “Right away his build and handsome face caught my eye. Watching a vaulter on him for the first time gave me chills. He’s the perfect combination of good breeding, brains, athleticism, build and solid training. This combination creates a drive in him that I haven’t seen in many other horses I’ve worked with. He loves to compete, but he also loves his dressage work and hacking out too.”

Diva is a seasoned vaulting competitor. Originally trained for dressage, the 16-year-old mare has carried European and American teams in international competitions for eight years. Diva also lives up to her name, according to Carolyn Bland, Diva’s trainer, lunger and a gold medalist in her own right.

“She is very particular about a lot of things and can be picky about who vaults on her,” Bland said. “She likes attention but you had better bring a banana!”

At 18.2 hands (or 6 feet, 2 inches) the Oldenburg mare’s size is impressive. “She is really big,” Bland said. “She can be very intimidating when she gets a little hot because of her size.”

Capturing the top spot in each discipline requires more than the ability to withstand the rigors of competition. Frequent long-distance travel and being lodged in unfamiliar places for weeks on end is part of the job, and although some horses take traveling in stride, others don’t. Making the trip as comfortable as possible for the animals becomes a priority.

In the end, winning may not be the most important thing. Jorgensen puts it this way: “I spend a lot of time with my horse. We enjoy each other’s company and he has made me a happier person and a better rider. I’m forever grateful to him for that.”
Teen shot in Willows neighborhood

By Dave Boyce
Almanac Staff Writer

A 17-year-old boy was taken to the hospital on Feb. 5 with non-life-threatening injuries after he was shot in the leg in the Willows neighborhood of Menlo Park, according to a police press release.

Officers responding to a report of a shooting around 10:40 p.m. found the teenager sitting on a sidewalk in the 100 block of East O’Keefe Street with a gunshot wound in his right calf, police said Wednesday morning.

The boy had been walking his dog with a friend and was on his way back from a convenience store at the nearby 76 service station when the shooting occurred, police said.

Officers searched the area and found a shell casing just south of where the boy was sitting, the statement said.

Medics transported the teen to a hospital “with non-life-threatening injuries,” according to police.

Police said in the statement that no further information is available and detectives are investigating. A police spokesperson could not be reached for an update before The Almanac went to press Monday afternoon.

Police are asking witnesses or anyone with information on the incident to call the department’s non-emergency phone number at 650-330-6300 or to leave an anonymous tip at 650-330-6395.

Students advance to regional spelling bee

Four local students are advancing to the Bay Area Regional Spelling Bee, according to an email from the Scripps National Spelling Bee.

Fifth-grader Paige McGaraghan and fourth-grader Riann Shetty of Encinal Elementary, eighth-grader Quinn Follmer of Hillview Middle and eighth-grader John Paul Killmond of Nativity Elementary are among the 57 spellers who qualified for the regional event in Pleasanton on Sunday, Feb. 17.

Winners of the local school spelling bees participated in an online spelling bee challenge and had to earn a score of at least 36 to qualify for the regional event. The winner of the Bay Area Regional Spelling Bee will advance to the Scripps National Spelling Bee in May.

—Angela Swartz
of discussion and hours of public comment over the controversial policy, the commission fleshed out its recommended policy into the current iteration.

The ordinance would require landlords to provide cash assistance to tenants they evict for no reason, or who are no longer able to afford rent following an annual increase in rent greater than the annual rise in the consumer price index (an indicator of cost of living) plus 5 percent. Tenants would be eligible for this assistance if they earn up to 150 percent of the area median income, which is $177,600 for a family of four. The policy would be applied to tenants in all rental units except for secondary dwelling units, affordable housing units already restricted to income-qualified tenants, or homes where someone rents out a room.

Staffers want the council to weigh in on whether there should be an exception to the policy to permit landlords to not renew a lease after one year; how the city should define “significant rent increase” as a trigger for tenant relocation funds; whether the ordinance should apply to tenants in all housing units, with a few exceptions; and how the relocation assistance payments should be structured.

Some residents of Menlo Park facing imminent displacement have asked that the city apply a retroactive element to the policy so that landlords who unilaterally asked tenants to leave to try to avoid paying relocation fees would also have to pay.

Toby Sanchez, who lives as a long-term tenant at the Stanford Inn, has been served with eviction papers. He and his roommate, who asked to not be named, say relocation help is greatly needed — they can’t find anything in their budget in the $1,100 range and considering moving back to Europe where she is from.

Evans, from the Housing Leadership Council, has been hearing from other people facing evictions. “What we’ve heard is not uncommon in places where they start to talk about tenant protections,” she said. “In many places where there are tenant protections brought up, you see increases in rent, landlord harassment and increases in evictions.”

Other cities have moved far more quickly to pass such policies. The city of Palo Alto discussed and passed an emergency tenant relocation assistance ordinance in August, which initially restricted assistance to people earning under the area median income, or about $90,000 for a one-person household. Weeks later, the Palo Alto City Council acted to remove that income qualification.

The numbers
At a public hearing on the potential policy held before the Housing Commission Sept. 12, Shirley Gibson, directing attorney at the Legal Aid Society of San Mateo County, reported that nearly half of the evictions the organization has documented among its clients in Menlo Park between the start of 2016 and Aug. 1, 2018, were “no-fault” evictions.

During that period, she said, 46 percent of the 43 evictions that the Legal Aid Society documented in the city were no-fault evictions. Thirty-three percent came from non-payment and 21 percent were due to breach of contract or nuisance ordinances.

“We cannot know specifically what percentage of overall eviction activity in Menlo Park is represented by these 43 households, since service of eviction notices is not generally counted or recorded in any consistent way,” she said. “We can be sure that 43 evictions reported to Legal Aid over a 32-month period is a small fraction of the actual eviction activity,” she stated in a report.

These statistics are comparable to what the Legal Aid Society finds in the county as a whole — however, they are different from other Bay Area counties, Gibson notes. Generally, not paying the rent is the leading reason tenants are evicted. In Oakland, for instance, 75 percent of eviction notices between 2011 and 2016 were for non-payment of rent, while less than 1 percent were “no-fault” evictions, she said.

More often than not, she explained, no-fault evictions are due to business-related decisions by landlords. Perhaps they do so because they want to sell a house or duplex, rehab an old building, or meet investor expectations.

“Part of what we’re suffering from is the insatiable appetite for real-estate income,” she said. “It’s an investor-oriented housing market.”

At the September meeting, she encouraged the city to move quickly to pass the ordinance.

“We don’t want to create lead time,” she explained, noting that in other cities, landlords have acted preemptively to evict tenants if they know the city is considering an ordinance that would require them to pay relocation fees.

“Fisher, evictions in Menlo Park are disproportionately leveled toward households that identify as Hispanic or Latino, as African-American or black, and as families with children, she explained.

Tenants who identified as Hispanic or Latino were “dramatically” over-represented among the no-fault evictions the Legal Aid Society recorded, Gibson said. People who identified as Hispanic or Latino were represented twice as often among victims of no-fault evictions than their population numbers would suggest, if such evictions were administered equally across the population, she noted. Tenants identified as Black or African-American also appeared at a rate higher than the general population in cases recorded by the Legal Aid Society.

“Given that the Black/African American population in Menlo Park is now very small and steadily shrinking, it is not surprising that our sample size is also small,” Gibson said in the report. “While it is hard to draw conclusions from this limited data, it is extremely likely that displacement by eviction is increasingly likely to be selected in the city’s Black/African American population.”

In addition, Gibson notes, no-fault evictions disproportionately impact households with children. The Legal Aid Society’s findings, according to the report, “indicate that where landlords exercise business discretion in initiating ‘no-fault’ evictions, families with children are increasingly likely to be selected for displacement.”

On the other hand, landlords have uniformly come back to the council with a roundabout way to penalize them for giving substantial rent increases to tenants. Over the likely 100 or so emails and comments submitted to the City Council over the previous months as the Housing Commission discussed the matter, many landlords in Menlo Park have spoken against the proposed ordinance, describing it as a form of rent control.

“This is rent control in disguise,” wrote Christine Chan, a self-described “small rental owner,” in an email to the City Council. “These proposals jeopardize my ability to continue (to) provide safe, stable and reliable housing for Menlo Park residents,” she added.

“If housing providers are required to pay a relocation penalty after every termination of tenancy or any time a tenant moves out after getting a rent increase, then housing providers will set rents higher to cover their costs,” wrote Bruce Ruep- pel in an email to the council. Ruepapel identified himself as a “housing provider.”

Others argue that the measure could deter housing development. “Rather than trying to make Menlo Park’s rental housing affordable by decree the City should adopt regulations that reduce development costs,” wrote Curt Conroy, who identified himself as a local housing provider, in an email to the council.

The council was also scheduled to discuss an appeal of the Planning Commission’s approval of an office building at 40 Middlefield Road and the city’s travel policy at its Feb. 12 meeting.
Roughly $640K in repairs underway at flooded middle school

By Angela Swartz
Almanac Staff Writer

Crews have begun repairs at La Entrada Middle School after the school flooded three times over a five-week span late last year, causing about $640,000 in damages. The repair work began in late January and should be completed at the end of March, Las Lomitas Elementary School District officials said.

The Menlo Park school flooded on Oct. 25 and twice on Nov. 29 because of separate water main breaks near the school’s campus. In the October incident, water leaked into nine of the 21 classrooms in the school’s new two-story building, which opened in August. Classes in those rooms, which are on the first floor, have been moved to portable on campus until repairs are finished, said Eric Holm, the school district’s director of bond projects.

“You’d rather not have a flood anytime, but the La Entrada school community has been very supportive in making adjustments to deal with it,” he said. “It’s an unfortunate thing that occurred and we reacted the best we could.”

Insurance is covering the repair costs, said Superintendent Lisa Cesario. Workers are removing walls, insulation, carpets and door frames, Holm said. A water specialist will then test for mold. If everything is clear of mold, these materials will be replaced and the classrooms can be reopened, he said.

La Entrada hadn’t flooded before last year’s incidents, but an aging pipe system is probably the main culprit, Cesario said. The district has since worked with the city to install sandbags around the back of the campus, which borders a residential area, along with a flood gate to divert water away from classrooms, Holm said.

The city plans to replace the water main at Monte Rosa Drive by February 2020, according to Menlo Park Public Works Director Justin Murphy. The Menlo Park City Council approved a water system master plan that outlines $90 million in planned capital improvements. The water main replacement should improve the reliability of the system near La Entrada, Murphy said.

A water main break at 720 Monte Rosa Drive caused the flooding in October. The incident impacted 17 classrooms at the school, which has about 800 students enrolled. One classroom on the first floor of the new building was not affected by the flooding, and students are still attending classes there and in second-story rooms. Water leaked into four classrooms during the November incidents.

West Bay Opera stages rarely performed Verdi work

By Renee Batti
Almanac Editor

Local music lovers are in for a treat with the two-weekend staging by West Bay Opera of the rarely performed “I due Foscari” by Giuseppe Verdi, which opens Friday, Feb. 15, in Palo Alto.

One of Verdi’s early operas, the three-act “Foscari” is a retelling of Lord Byron’s verse play, “The Two Foscari,” loosely based on the real story of the political and moral dilemma faced by the doge of Venice after his son is accused of murder and treason in the early period of the Renaissance.

The West Bay production, which will be the Bay Area’s premiere of the work, will be faithful to the opera’s original setting and will be sung in Italian, with English titles on screen.

“I due Foscari” is one of those overlooked gems, and I wanted to give it more exposure,” said West Bay’s general director, Jose Luis Moscovich, who will conduct the work. But why has it been overlooked if it’s such a gem? The first reason, Moscovich said, is that it’s hard to cast.

“This is a piece that requires a major Verdian baritone, in the same league with ‘Macbeth’ and “Boccanegra,” a major Verdian spinto soprano with a killer coloratura and really expressive voice ... and a major tenor,” he said. “Those are casting requirements that are hard to fill, especially in the West.”

But, he added, the singers in the West Bay production “are ambitious enough and ready to sing” the challenging roles. Soprano Christina Major, who sang the lead role in West Bay’s 2017 “Norma,” and more recently at the Teatro Colon opera house in Buenos Aires, will sing the part of Lucrezia Contarin; tenor Nathan Granner, who sang the role of Rodolfo in West Bay’s “La bohème” last fall, will perform as her husband, Jacopo Foscari; baritone Jason Duika, “Bohème’s” Marcello last fall, is cast as the doge, Francesco Foscari; and Benjamin Brady, who took the top prize at the Metropolitan Opera auditions in San Francisco recently, sings the part of Jacopo’s enemy, Loredano.

The opera premiered in 1844 at the Teatro Argentina in Rome. The local premiere is attracting attention nationally in the opera world, with ticket orders “from many places in the U.S.”, Moscovich said. “People want to see it, but it doesn’t get programmed.”

“This is a major score ... (with) wonderful ensemble writing,” he said. The chorus for the local production has been expanded to 30 people, he added, to deliver the “grandeur that some of the ensembles demand.”

Moscovich said “Foscari” is a work that fits with his determination, during this performance season, to “reclaim the relevance of opera to today’s reality. Because I always say that opera, which reflects on topics so inherent to the human condition, like love, ambition, envy, greed, etc., is a slice of life.”

Stage direction for “I due Foscari” is by Richard Harrell. Performances are Friday, Feb. 15; Saturday, Feb. 23; and Sundays, Feb. 17 and 24. The Feb. 17 matinee performance is followed by a discussion with the cast and directors seated onstage.

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201 Baldwin Ave., San Mateo, CA 94401
Corporation. This business is conducted by: An Individual.

The following person (persons) is (are) doing business as:

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IN ATHERTON, THERE ARE 2 DOMINANT CHOICES

Sales in Atherton 2018

Please contact Michael Repka of the DeLeIon Team
the No. 1 Team in Northern California
to find out how our innovative approach reaches today’s most active buyers.

Although the Gullixons and the DeLeIon Team have very different
approaches to preparing and marketing properties, they are both
great choices to list your Atherton home. All Atherton sellers should
interview both teams to determine which one is the best for them.

Michael Repka, Esq.
CEO & General Counsel
650.900.7000
michael@deleonrealty.com
DRE #01854880

Using MLS Data: January 1st, 2018 - December 31st, 2018, Atherton, Residential Property. (Single Family Home, Condominium, Townhouse,
Manufactured Home, Floating Home, Duet Home, Multiple on Lot, Farm/Ranch, Other Residential, Double Wide Mobile Home, Duplex).
60 Winchester Drive, Atherton

Luxe Rustic Vibe in West Atherton

Located in a prestigious community, this 6 bedroom, 4 full, and 2 half-bath estate of 4,613 square feet (per county) infuses high-end designer styles with rustic, Tahoe-inspired luxury. Enter through the private front gate past the sprawling front lawn. The open-concept interior is bathed in ambient natural light with expansive windows at every turn. Oak floors carry through the formal gathering rooms, full in-law suite, and outstanding chef’s kitchen that overlooks the charming patio and pool. The upstairs family room gives way to additional suites, including the ultra-refined master with two walk-in closets, electric heated marble floors, and a steam shower. Enjoy strolling to downtown Menlo Park, Holbrook-Palmer Park, Facebook headquarters, esteemed private schools, and more just minutes from this central yet exclusive setting.

For video tour & more photos, please visit:
www.60Winchester.com
Offered at $7,988,000

OPEN HOUSE
Saturday & Sunday
1:00 pm - 5:00 pm
Jazz, Lattes, & Gourmet Snacks

Listed by Michael Repka of the DeLeon Team
中文諮詢請聯繫Audrey Sun 電話: 650.785.5822
650.900.7000 | michael@deleonrealty.com | www.deleonrealty.com | DRE #01903224
Located in desirable Midtown, this recently-remodeled duplex totaling 4 bedrooms and 2 bathrooms offers a flexible lifestyle with great investment and rental opportunities across a 4,635 square foot lot (per county). Unit 717 offers upgraded features including AC, a tankless water heater, and Ring doorbell and camera systems, while both units feature chef’s kitchens with stainless-steel appliances, peaceful backyards fit for entertaining, individual in-unit laundry, and private garages. Tucked away on a quiet street just steps away from Midtown Shopping Center and Hoover Park, you’ll love the centrality of nearby conveniences and amenities. Top-rated Palo Alto public schools and esteemed Silicon Valley headquarters also rest a short drive away from this excellent location.

**TURN-KEY DUPLEX IN PRIME PALO ALTO**

717 & 723 Ellsworth Place, Palo Alto

Located in desirable Midtown, this recently-remodeled duplex totaling 4 bedrooms and 2 bathrooms offers a flexible lifestyle with great investment and rental opportunities across a 4,635 square foot lot (per county). Unit 717 offers upgraded features including AC, a tankless water heater, and Ring doorbell and camera systems, while both units feature chef’s kitchens with stainless-steel appliances, peaceful backyards fit for entertaining, individual in-unit laundry, and private garages. Tucked away on a quiet street just steps away from Midtown Shopping Center and Hoover Park, you’ll love the centrality of nearby conveniences and amenities. Top-rated Palo Alto public schools and esteemed Silicon Valley headquarters also rest a short drive away from this excellent location.

**Offered at $2,488,000**

**OPEN HOUSE**

Saturday & Sunday 1:00 - 5:00 pm

Complimentary Refreshments

For more information, video tour & more photos, please visit:

[www.717and723Ellsworth.com](http://www.717and723Ellsworth.com)

中文諮詢請聯繫Audrey Sun 電話：650.785.5822
DESIGNER CONTEMPORARY STYLES REIGN IN NORTH PALO ALTO

1087 Fife Avenue, Palo Alto

Located in the desirable Community Center neighborhood, this 5 bedroom, 2.5 bath home of 3,086 square feet (per county) embodies a chic ambiance inside and out. Stunning open-beam ceilings, integrated indoor-outdoor spaces, and a European-style kitchen with top-of-the-line appliances comprise the main level. An oversized master suite with a private office, additional bedrooms, and a sun-lit loft await upstairs. Enjoy year-round outdoor entertaining in the fully-fenced backyard, complete with a wraparound deck and patio, enchanting solar-heated pool, spa, and large open lawn. In this prime and central setting, you’ll be minutes away from world-class schools, award-winning downtown restaurants, Rinconada Park and Library, Palo Alto Art Center, and Lucie Stern Community Center.

Offered at $3,988,000

OPEN HOUSE

Saturday & Sunday
1:00 - 5:00 pm

Complimentary Refreshments

For more information, video tour & more photos, please visit: www.1087FifeAve.com

中文諮詢請聯繫Audrey Sun 電話: 650.785.5822
LUXURIOUS CAPE COD STYLE IN MENLO PARK

35 Oak Hollow Way, Menlo Park

Offered at $3,988,000

Extensive upgrades and modern elegance astound in this beautiful 4 bedroom, 3.5 bath home of 3,060 square feet (per county) located on a 10,000 square foot lot (per county) in prestigious Sharon Heights. Travertine tile and walnut hardwood floors underlie the formal gathering rooms. You will love the chef’s kitchen, butler’s pantry, main level guest suite, and upstairs master suite with a sitting area, fireplace, and heated bathroom floors. Take a dip in the enchanting 40-foot-long outdoor lap pool and entertain away in the private, all-season backyard. Nearby amenities include the Stanford Dish Trail, scenic Sharon Park, Sand Hill Road VC’s, and Michelin-star restaurants.

OPEN HOUSE
Saturday & Sunday
1:00 - 5:00 pm
Complimentary Refreshments

For more information, video tour & more photos, please visit:
www.35OakHollowWay.com

中文諮詢請聯繫Audrey Sun 電話：650.785.5822
# 2018 Menlo Park
Top Real Estate Agents and Teams Ranking

For the first time
The DeLeon Team is

#1 in Menlo Park

<table>
<thead>
<tr>
<th>Name</th>
<th>Brokerage</th>
<th>Total Volume in Menlo Park*</th>
<th>Total Listing Volume in Menlo Park</th>
<th>Total Listing Volume Everywhere</th>
<th>SP/LP on All MLS Transactions**</th>
</tr>
</thead>
<tbody>
<tr>
<td>DeLeon Team</td>
<td>DeLeon Realty</td>
<td>$121,824,000</td>
<td>$75,004,000</td>
<td>$494,965,500</td>
<td>108.5%</td>
</tr>
<tr>
<td>Keri Nicholas</td>
<td>The Parc Agency (Formerly with Alain Pinel)</td>
<td>$98,461,000</td>
<td>$70,336,000</td>
<td>$107,980,500</td>
<td>99.9%</td>
</tr>
<tr>
<td>Judy Citron</td>
<td>Compass (Formerly with Alain Pinel)</td>
<td>$64,371,050</td>
<td>$32,530,000</td>
<td>$84,833,000</td>
<td>100.0%</td>
</tr>
<tr>
<td>Elyse Barca</td>
<td>Pacific Union/Compass***</td>
<td>$26,671,000</td>
<td>$19,523,000</td>
<td>$21,824,000</td>
<td>99.5%</td>
</tr>
<tr>
<td>Carol and Nicole Team</td>
<td>Alain Pinel Realtors</td>
<td>$18,651,000</td>
<td>$18,651,000</td>
<td>$80,319,425</td>
<td>105.3%</td>
</tr>
<tr>
<td>Billy McNair</td>
<td>Compass (Formerly with Coldwell Banker)</td>
<td>$23,700,000</td>
<td>$18,620,000</td>
<td>$32,825,000</td>
<td>102.6%</td>
</tr>
<tr>
<td>Annette Smith</td>
<td>Golden Gate Sotheby’s</td>
<td>$25,695,000</td>
<td>$17,671,000</td>
<td>$26,671,000</td>
<td>101.1%</td>
</tr>
<tr>
<td>Hossein Jalali</td>
<td>Coldwell Banker</td>
<td>$22,478,000</td>
<td>$16,758,000</td>
<td>$22,158,000</td>
<td>96.6%</td>
</tr>
<tr>
<td>Elaine White</td>
<td>Coldwell Banker</td>
<td>$18,681,000</td>
<td>$14,175,000</td>
<td>$22,457,100</td>
<td>105.7%</td>
</tr>
<tr>
<td>Jason Sewald</td>
<td>Pacific Union/Compass***</td>
<td>$13,478,000</td>
<td>$13,478,000</td>
<td>$13,478,000</td>
<td>103.2%</td>
</tr>
<tr>
<td>Maya Sewald</td>
<td>Pacific Union/Compass***</td>
<td>$13,478,000</td>
<td>$13,478,000</td>
<td>$13,478,000</td>
<td>103.2%</td>
</tr>
<tr>
<td>Mary &amp; Brent Gullixson Team</td>
<td>Compass (Formerly with Alain Pinel)</td>
<td>$16,535,000</td>
<td>$12,535,000</td>
<td>$175,740,000</td>
<td>93.2%</td>
</tr>
</tbody>
</table>

Search Criteria as compiled by BrokerMetrics* using MLS Data: January 1st, 2018 - December 31st, 2018, Menlo Park, Residential Property; (Single Family Home, Condominium, Townhouse, Manufactured Home, Floating Home, Duet Home, Multiple on Lot, Farm/Ranch, Other Residential, Double Wide Mobile Home, Duplex)

* Total volume includes both the buyer and seller sides in Menlo Park
** Sale price to List Price Ratio on all MLS Transactions in 2018
*** Compass acquired Pacific Union. These agents did not proactively leave Pacific Union.