



**BERKSHIRE HATHAWAY**  
HomeServices  
Drysedale Properties  

---

COMMERCIAL PROPERTY GROUP



**Katherine J. Higgins**

**The Market Leader in North Bay Apartments**

**Broker Associate/Investments  
Top Producer/Chairman's Club/Top Agent Network Marin**

**Berkshire Hathaway/Drysedale Properties**

**851 Irwin Street, Suite 100  
San Rafael, California 94901**

**415-302-7730  
BRE#: 00942916**

Katherine is a 34 year veteran of the investment real estate market in Marin County where she specializes in multifamily and mixed use property sales.

She works with both the first time investor to build real estate portfolios in the San Francisco North Bay and the seasoned investor who completes tax deferred exchanges with portfolio trades. Katherine is known for her superior negotiating skills, experienced local Marin County market knowledge and a market leader in apartment market sales.

Katherine has been a top producing agent at Frank Howard Allen Realtors, Remax of Southern Marin, Bradley Commercial Real Estate, and Berkshire Hathaway where she achieved the highest sales award, the Chairman's Club. She is a member of the invitation only Top Agent Network of Marin County, open to the top producing agents in the Marin real estate community.

She writes regularly for the North Bay Business Journal on the state of the Marin County apartment market and has been featured in the San Francisco Chronicle, The San Francisco Business Times and the Marin Independent Journal.

Katherine holds a Bachelor's Degree in Journalism from San Francisco State University. She attended the University of California, Berkeley, for her Master's in Journalism & Communications.

She is an active member of the Marin Association of Realtors, the California Association of Realtors and the National Association of Realtors.



**BERKSHIRE HATHAWAY**  
HomeServices  
Drysdale Properties  

---

COMMERCIAL PROPERTY GROUP

## My Recent Marin County Apartment Sales

### **Corte Madera**

29 1<sup>st</sup> Street, 9 units — \$3,200,000

### **Fairfax**

1607 Sir Francis Drake, 6 Units—\$650,000

1 Bolinas Road, Mixed Use—\$1,725,000

69 Broadway, Mixed Use—\$1,000,000

47 Broadway, Mixed Use—\$2,030,000

1-21 Bolinas Road, Mixed Use—\$1,895,000

95 Bolinas Road, Office—\$2,800,000

### **Forest Knolls**

103 Juarez, Mixed Use—\$950,000

### **Greenbrae**

52-67 Lower Via Casitas, 16 Units—\$1,900,000

500 Via Hidalgo, Greenbrae, 8 units, sold for \$3,200,000

### **Kentfield**

145 Kent Avenue, 10 Units—\$3,200,000

### **Larkspur / Corte Madera**

230 Onyx Court, 3 Units—\$730,000

74 Corte Madera Avenue—\$1,650,000

29 1st Street, 9 Units—\$3,200,000

### **Mill Valley**

25 Roque Moraes Court, 6 Units—\$1,610,000

5 & 7 So. Knoll Road, 10 Units—\$2,325,000

268 Shoreline Drive, 3 Units—\$1,200,000

10 Manor Terrace, 4 Units—\$1,595,000

28 Gomez Way, 8 Units—\$2,225,000

131 Camino Alto, Office Building—\$3,900,000

7 N Knoll Road, Office Building—\$3,700,000

531 Ethel, Fourplex—\$2,015,000

24-26 Hillcrest, 4 units — \$2,700,000

### **Mill Valley (cont.)**

14-17 Gomez Way, Fourplex—\$1,875,000

10 Gardner, 5 Units—\$2,500,000

24-26 Hillcrest, 4 Units—\$2,700,000

### **Novato**

1035 6th Street, 4 Units—\$840,000

4 Commercial Blvd., Office/Warehouse—\$1,900,000

1504 Vallejo, 4 Units—\$850,000

### **Ross**

35 Poplar, Ross, 2 units— \$1,850,000

### **Rohnert Park**

1400 East Cotati Avenue, 28 Units—\$2,100,000

### **San Anselmo**

24 Ross Avenue, 8 Units—\$1,850,000

26 Tamalpais Avenue, 5 Units—\$945,000

1107 San Anselmo Avenue, 4 Units—\$880,000

1512-1516 San Anselmo Ave., 6 Units—\$840,000

1605-1607 Sir Francis Drake, 6 Units—\$725,000

4 Greenfield Court, 6 Units—\$1,025,000

2-4 Florence Avenue, 2 Units—\$410,000

29 Belle Avenue, 7 Units—\$1,920,000

252 Red Hill Avenue, 6 Units—\$1,175,000

40 Canyon, 3 Units—\$1,125,000

93 Florence, 2 Units—\$1,225,000

194 Tunstead, 5 Units—\$1,245,000

15 San Rafael, 8 Units—\$2,600,000

93 Florence, Duplex—\$1,300,000



**BERKSHIRE HATHAWAY**  
HomeServices  
Drysdale Properties  

---

COMMERCIAL PROPERTY GROUP

## My Recent Marin County Apartment Sales

### San Rafael

1409 Fifth Avenue, 5 Units—\$1,160,000	23 Fairfax, 4 Units—\$840,000
132 Park Street, 3 Units—\$1,000,000	328 D Street, 4 Units, \$1,300,000
212 Villa Avenue, 2 Units—\$775,000	128-130 Belle Avenue, 7 Units—\$1,572,000
105-107 El Prado Avenue, 2 Units—\$885,000	918 Mission, 6 Units—\$1,160,000
27 Brookdale Avenue, 4 Units—\$850,000	28 Ross Street, 7 Units—\$1,130,000
1232 Irwin Street, 8 Units—\$1,100,000	531 D Street, 3 Units—\$900,000
45 Woodland Avenue, 29 Units—\$3,200,000	3-5 Jones, 2 Units—\$705,000
1103 Lincoln Avenue, 14 Units—\$1,900,000	12 Ross Street, Duplex—\$1,550,000
27 Harbor Avenue, 11 Units—\$1,595,000	1959 Fifth Avenue, 2 units— \$1,760,000
1533 Fourth Street, 7+ Units—\$1,410,000	1470 Lincoln, 6 units — \$2,000,000
1142 Mission Street, 4 Units—\$1,200,000	532-536 Fifth Avenue, 3 units — \$1,400,000
289 Woodland Avenue, 8 Units—\$1,025,000	250 Redhill Ave., 5 Units—\$1,225,000
1340-1342 Lincoln Avenue, 4 Units—\$900,000	
1409 Fifth Avenue, 5 Units—\$860,000	
813 Fourth Street, Mixed Use—\$1,850,000	
3 Bayview Avenue, 6 Units—\$1,025,000	
289 Woodland, 6 Units—\$1,240,000	
10-24 Davenport Court, 8 Units—\$2,100,000	
608 C Street, 5 Units - \$1,485,000	
105-109 Ross Avenue, 13 Units—\$2,074,000	
112 Ross Street, 6 Units—\$880,000	
144-146 Bungalow, 3 Units—\$850,000	
10 Sentinel Court, 4 Units—\$825,000	
332 Bayview Avenue, 3 Units—\$780,000	
1716 Fifth Avenue, 3 Units—\$749,000	
212 Villa Avenue, 2 Units—\$775,000	
105 El Prado Avenue, 2 Units—\$890,000	
27 Brookdale Avenue, 4 Units—\$850,000	
78 Scenic Avenue, 2 Units—\$765,000	
132 Park Street, 4 Units—\$1,270,000	
220 Merrydale Road, 4 Units—\$1,270,000	
2067 Fifth Avenue, 8 Units—\$1,325,000	
1811 Lincoln Avenue, 17 Units—\$3,094,000	
83 Woodland Avenue, 31 Units—\$4,175,000	
111 Clayton, 3 Units—\$950,000	



**BERKSHIRE HATHAWAY**

HomeServices

Drysdale Properties

COMMERCIAL PROPERTY GROUP

## **My Recent Marin County Apartment Sales**

### **Sausalito / Tiburon**

311 Valley Street, 6 Units—\$1,900,000

22 Second Street, 9 Units—\$2,862,000

1345 Mar West, 6 Units—\$2,350,000

15 2nd Street, 9 Units—\$2,350,000

301 Fourth St., 2 Units—\$2,075,000

2 Lower Crescent, 3 Units—\$2,500,000

257 San Carlos, 7 Units—\$2,270,000

410 Main Street, Single Family—\$692,500

55 Sunshine Avenue, 5+ Units—\$1,125,000

2101 Bridgeway, 4 Units—\$2,450,000

515 Valley Street, 2 units, Sausalito, \$1,577,000



## Katherine J. Higgins' Marketing Strategy

My integrated marketing strategy includes email and direct mail campaigns, internet exposure, and local newspaper advertising and property tours. Specifically I will use all of these marketing methods to sell the property.

**Email & Direct Mail** This includes email notice to a proprietary list of investors via my monthly E Zine- Marin County Apartment Market Update. Direct mail pieces include my quarterly 4 page newsletter and postcard announcements of just listed apartment properties.

**Internet** My website, [www.marinapartmentinvestments.com](http://www.marinapartmentinvestments.com) is easily found on the first page of any Google search and features my most recent listed and sold properties as well as articles about the local market, rental surveys and articles relating to the operation of apartment properties.

**Advertising** Berkshire Hathaway Drysdale Properties uses a variety of local newspapers, and websites to market properties. Each marketing platform is selected to meet the needs of the property. For commercial real estate the local MLS, Loopnet, And CoStar are used to market investment properties.

**Property Tours** Property open houses, for both the public and brokers, are a crucial aspect to the marketing process. Potential buyers will have the opportunity to tour the property by appointment once they have reviewed the marketing package.



## **Katherine J. Higgins Client and Real Estate Experts' Testimonials**

"Katherine has been a dependable and accurate source of data about the North Bay multifamily housing market for the North Bay Business Journal. When we need to know what is going on, she is among our go-to sources."

~Brad Bollinger, Publisher  
North Bay Business Journal

"Katherine is an expert at putting buyers and sellers together. I have been on both sides of the transaction with Katherine and rely on her understanding of the apartment market as do all of her clients."

~Suzanne Diliberto, Client  
Senior Loan Broker at Guaranteed Mortgage

"Katherine was professional, knowledgeable and patient in our quest to purchase our first rental property in Marin County. I would not hesitate to recommend her."

~Robin St. John, Client  
St. John Properties

"I have had the pleasure of working with Katherine and her clients many times. She understands the tax aspects of dealing with investment real estate and is a diligent guide with integrity for her clients."

~Toni Esposti, Vice President  
OREXCO 1031 Exchange

"Katherine is a first rate business consultant. She provides knowledge, insight and expertise when investing in rental real estate. We have used her over the years on several occasions and highly recommend her to friends and colleagues."

~Michael Dowling, Client  
Public Affairs Consultant



## **Katherine J. Higgins Client and Real Estate Experts' Testimonials**

"Katherine is very knowledgeable about the multifamily apartment market in Marin County. I have worked with her on behalf of investor clients and find her to be competent and thorough in her approach to business."

~David Hellman, Real Estate Attorney  
Law Offices of David M. Hellman

"Katherine's market knowledge gives her superior ability to meet the needs of sophisticated sellers and investors, and most importantly, deal making skills. I have recommended her to many friends and clients without hesitation."

~Len Rifkind, Real Estate Attorney  
Principal, Rifkind Law Group

"Katherine has guided us through the purchase and sale of numerous investment properties throughout the years and we would not hesitate to recommend her to friends and family."

~James and Judy Dowling, Clients  
Former Owners of the Gerstle Park Inn, San Rafael

"Katherine has assisted me and my family through the disposition of rental properties in Marin County on four different occasions. We admire her patience and depth of knowledge and trust her to get the job done."

~Gene Ghisolfo, Client