

# TERRY NIEMANN & KATHARINE MEIER

## CHADMAR'S RESIDENCES OF ROLLING HILLS COUNTRY CLUB

Terry Niemann and Katharine Meier are the sales team for the new customizable homes built by Chadmar, a private niche developer, within the gated community of Rolling Hills Country Club. The community's grand opening was June 2018. Terry and Katharine, who are directors of sales and marketing for Chadmar, are both real estate brokers who have worked in various aspects of real estate marketing and sales and who both grew up in real estate. Katharine is the daughter of a real estate developer, and Terry's family is also in real estate development.

Chadmar is comprised of a truly local team. Katharine grew up in the South Bay and attended University of California, Santa Barbara. Terry attended University of Southern California. She moved to the South Bay right after college and has raised her family here. And CEO Chuck Lande grew up in Palos Verdes, and his mother still lives there.

### HOW DOES YOUR KNOWLEDGE OF AND EXPERIENCE IN THE SOUTH BAY BENEFIT CLIENTS?

"Because we are locals, we understand the unique South Bay neighborhoods, schools, communities, charities, hospitals, restaurants and shopping. We live here, work here and play here, just like our clients."

### WHAT IS YOUR FAVORITE SOUTH BAY NEIGHBORHOOD?

"The Residences of Rolling Hills Country Club! There are so many fabulous neighborhoods throughout the South Bay, yet this is the South Bay's only gated new home com-

munity on a private golf course. It's the new place to be and is a nice combination of the quiet, rural feel of Rolling Hills Estates with pretty city lights or golf course views, while being close to stores and shopping. The new, private country club and golf course opened January 2018, so it's exciting to be a part of something brand new. This is really a unique lifestyle."

### GIVEN THE LOW INVENTORY IN THE SOUTH BAY, HOW DO YOU GO ABOUT SOURCING HOMES FOR BUYERS?

"Luckily, Chadmar's Residences of Rolling Hills Country Club still have new homes available that feature dramatic city lights or serene golf course views. Buyers tell us that this is the best combination of designing your own semi-custom home and having someone else build it. With the six different farmhouse and ranch-style floor plans, five different exterior designs and 18 color schemes, buyers have lots of choices. Plus they can have so much fun upgrading the interior finishes and fixtures. Families are excited about the newest high-tech options and being the very first to live in a house to make the home thoughtfully personal and special."

### TELL US MORE ABOUT THE HOMES AT CHADMAR'S RESIDENCES.

"We offer four-, five- and six-bedroom new homes ranging from 3,600 to 5,600 square feet. Our current price range is \$2.5 million to \$5 million. We also have a few custom lots available if buyers are interested in hiring their own architect and builder."

### HOW DO YOU ASSIST CLIENTS IN MAKING THE MORTGAGE APPLICATION PROCESS LESS DAUNTING?

"We can introduce clients to our lender, who is one of the nicest people we know. We do encourage buyers to value existing relationships with lenders or other professionals, but we also have a fantastic project lender to make the process easy."

### HOW DO YOU CELEBRATE A SUCCESSFUL CLOSING?

"We love celebrating with our clients, who become friends throughout the building process. We've sold 22 homes in a very short period of time."

### HOW HAS THE JOB OF REALTOR CHANGED IN RECENT YEARS?

"Buyers today are sophisticated, well-educated and savvy; they quickly access information online and compare choices. Social media can help illuminate areas or architecture that they hadn't previously thought of, but it can also be intimidating or even overwhelming to people just starting to look for homes. Working together to help buyers find and create their dream home is intricate yet very rewarding. People appreciate hardworking professionals who help clarify issues and solve problems."

### DOES THE CALIFORNIA HOUSING MARKET ACT AS PREDICTOR FOR THE REST OF THE COUNTRY?

"South Bay real estate is as unique as its many neighborhoods. Buyers and sellers will always appreciate the beauty and climate of the South Bay, regardless of the housing market."



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