

EXECUTIVE AGENT

MAGAZINE

Suzie Malerbe

Executive Agent of the Month

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Suzie Malerbe

"A Woman of Vision"

Written by Haley Freeman - Photography by Annmarie Seabright

Suzie is an award-winning solo agent at RE/MAX Select One who has been recognized as a Diamond Top Producer for the last three

consecutive years and is well on track to doing it again this year. She is more than just a tremendous agent - she is a real estate visionary. Where others see land and four walls, she sees possibilities, and she is masterful at bringing her vision to life.

Right out of the gate, Suzie obtained her real estate license and immediately closed her first transaction for \$3.3 million. She finished her first year in real estate topping \$20 million in sales.

While she represents traditional clients throughout coastal Los Angeles and Orange County, she was determined from the beginning of her real estate career to also tailor her practice to investors who are constantly buying and selling properties.

Over the years, her well-earned reputation for delivering both service and results has yielded a community of an elite clientele who trust only her to manage their investment portfolios.

In 2018, she anticipates once again earning the prestigious Diamond Award, as a "solo" top producer, a recognition bestowed by the largest brokerage firm in the World. She considers this accolade a real honor.

As if Suzie's global investor portfolio weren't enough, she has cultivated another visionary opportunity for herself in real estate.

"Because I had experience flipping, designing and remodeling homes, I realized I needed to expand on those skills. So, I decided to start designing homes from the ground up and building them."



SUZIE MALERBE | DESIGNER

and mix them with American style to create something unique."

Sometimes, Suzie encounters a lot with an unusual shape or a fantastic view, and she is inspired to design something extraordinary. "I'll look at a lot and think about what I can build. Within a week, I'll have a concept. It's not just about the design, but also about what we can build within our budget. Once I have an idea, I design everything I want and then give it to my architect. He cleans it up and determines whether we can make it happen for that amount. Right now, I am building two homes from the ground up, one that is 6,200 square feet and one that is 8,200 square feet."



Design is where Suzie's immense creativity and talent really shines. Whether she is improving an existing property or building something entirely new, she brings beautiful things to life through her innate sense of aesthetics.

"I just finished a home in Huntington Beach where I redid the bathroom, kitchen, and landscaping. I like creating and making things that aren't so attractive look beautiful. I like the 'wow' factor and coming up with unique designs no one else has. I travel so much, and other countries are far ahead of where we are in terms of design. I like to take those elements



Construction is another aspect of her career where this "Girl Boss" has taken on a traditionally male role, but she says being a woman has never been a hindrance to her success. "I personally haven't met another woman who does what I do, and I think people are often surprised when they see that I know construction as well as I do, the numbers it will take, and how to market a property and sell it. I think they like it that I'm a woman, since I'm not bossy, and I bring a different perspective to my projects. It's more like, she knows her stuff and she's sharp about it, but she doesn't treat us like she's above us. I know I'm only as good as my team."

Suzie has assembled an outstanding team of architects, contractors and engineers dedicated to seeing her vision through to completion. "They are all just a joy to work with, and we all have a great mutual respect for one another. I try to make what we do fun, and we all work well together."

Suzie holds tightly to humility and gratitude, remembering her modest beginnings.

"My husband and daughter are very supportive of me. I've been with my husband for over 24 years, and we make a great team."





Suzie embraces everyone as family, and that personal touch creates a lasting bond with everyone she engages in business. "I travel all over the world to connect with referrals," she says. "If you're in London or New York, I'll fly to you to go over investment opportunities and talk about what I can do for you. My clients are dealing with a lot of money, and they deserve for me to meet them in person so they know whom they are talking to when they make an invest-

ment. It's a privilege for me to have that opportunity, and I want them to feel they are important."

Suzie is a humanitarian and philanthropist.

"We always try to give back to the community and volunteer as much as possible. I don't forget how I started. I'm so grateful for that experience and wouldn't change anything."