



THOMAS RAHE

CLIENTS COME FIRST

By Lalaena Gonzalez-Figueroa

A real estate professional with a background in the mortgage industry, Thomas “Tom” Rahe offers his clients attentive and empathetic care. He is as personable as he is knowledgeable, operating with an innate sense of self-assurance that belies his confidence in his business and his industry. What he doesn’t know, he’ll learn. And he’ll ensure that every detail is handled with precision and diligence so that each client experiences a transaction that is as smooth and stress-free as possible.

Tom launched his career in mortgages; as a loan officer, he gained an invaluable understanding of the real estate process as a whole. Not only did he become well-versed in the elements that comprised transactions, but he also developed an enthusiasm for the client relationships that were cultivated. When the opportunity arose to transition into real estate sales, he didn’t hesitate to act.

“I’ve appreciated the ability to develop long-term relationships as a real estate agent,” says Tom. “Buying a home is a process that can be time-consuming, and I never want my clients to feel pressured or hurried. With patience and diligence, we will accomplish their goals.”

Tom’s ability to connect with a range of clients allows him to successfully represent individuals at every stage of real estate. From first-time buyers to savvy investors and luxury home sellers, he offers comprehensive marketing and advertising campaigns, skillful negotiation, and a thoroughly customer-centric approach.

Client Clifford Downie appreciated the adaptability and knowledge Tom displayed in a series of related transactions. When Downie and his wife relocated for business purposes, they chose to lease their existing property and purchase a new home. “Tom was well-informed of the market we were moving into,” Downie recalls. “He offered us objective information on homes that met our criteria, helping us to understand which properties would be sound investments and which weren’t as accurately priced.” When complications threatened to derail their home purchase, he adds, “Tom was there to negotiate on our behalves and

to identify and implement a creative solution that would allow us to close our transaction. It was a complicated process, and at some point we felt like the deal wasn’t going to go through. Tom, though, was able to work it out.”

Specializing in the communities of Mission Viejo and Rancho Santa Margarita, Tom works with buyers and sellers throughout the counties of Orange, Los Angeles, Riverside and the surrounding regions. He’s well-versed in leases and rental properties, identifying solid prospects for clients for whom selling homes isn’t the ideal option. Proactive in his business approach, he collaborates with his fellow agents in order to achieve successful transactions. And though he no longer handles mortgages, Tom does work closely with his clients’ lenders, when appropriate, to ensure their financial plans are on target with the transaction requirements. With clients he is highly communicative and responsive, fielding questions and concerns with professionalism and care.

Tom’s professional endeavors are demanding, but he finds balance in time spent with his fiancé, snowboarding and on his motorcycle. He continues to build his real estate repertoire and looks forward to growing – in his professional knowledge and in his business.

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