

# AS SEEN IN

# Southbay

magazine

REAL ESTATE 2015

**T**he Hobin Company is a boutique real estate brokerage company specializing in residential and commercial sales and leasing as well as construction management services. The firm was founded by the great-grandfather of current president/CEO, Molly Hobin Williams. Over the years Molly's grandfather and father also operated the business, and she took the reins five years ago and opened the Manhattan Beach and Palm Desert offices. Molly is a licensed broker and has held her real estate license for 33 years. She and her husband, Tom—who works in real estate development—love to ski, play golf and watch UCLA football and basketball.

#### FAST FACT

Molly provides gratis event planning and fundraising for a variety of local charitable organizations through The Irish Girls, a networking group she started with two girlfriends 13 years ago.

#### What would you like potential clients to know about you?

"I approach the home buying and selling process with a business mentality. After spending 24 years in the commercial real estate industry in Los Angeles, I have a unique approach. The residential real estate business, unlike commercial real estate, is very emotional—and it is important as a top sales broker to take the emotion out of the equation. I am passionate about everything I do, and I go above and beyond to make the entire process a fun and enjoyable experience for my clients."

#### What is the biggest challenge facing your clients today?

"The biggest challenge facing my clients today is the lack of inventory in our market. Fortunately, I have been successful through my extensive social and broker networks that I have been able to find properties for my clients that are currently off-market or will be coming on the market soon."

#### What's most rewarding about your work?

"When I find exactly what my clients are looking for and they are ecstatic and over-the-moon upon moving into their new home or office. A fun aspect of my work is JustAskMolly.com—a free service for friends and family of The Hobin Company. My clients subscribe to it and receive news of fun events going on in the South Bay as well as restaurant and store openings and the latest happenings. It also has a directory of my favorite local resources—from painters, handymen and carpet cleaners to my favorite restaurants, workout places and boutiques. My clients who are new to the South Bay love it and use it on a daily basis."



**MOLLY HOBIN WILLIAMS**  
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