

Jennifer Portnoy

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Jennifer Portnoy grew up around real estate — her mother owned a real estate company, Portnoy Properties from 1976 to 2020 — so it was only natural that she would pursue the field herself. At the age of 22, just out of college, Jennifer got her REALTOR® license and she has been hard at work helping a range of buyers and sellers on the Marina

Peninsula and surrounding areas ever since. Jennifer loves the opportunity to meet so many people and help them reach their real estate goals. Her level of experience and familiarity with the real estate landscape in her locale has allowed her to find a great deal of success herself throughout the course of her career.

Born and raised on the Marina Peninsula, Jennifer is deeply knowledgeable about the region, and is uniquely capable of offering sound advice and profound insight to her clients who are looking to buy or sell a property. By communicating clearly with clients from the outset, she is able to ascertain their particular needs and leverage her understanding of the local market, whether selling for top dollar or finding their ideal home. “I know the Marina better than just about anyone else,” Jennifer says. “I have no problem helping clients find what they’re looking for here, and I make an effort to set expectations from the very beginning, since I have a good handle on what exists in the area and what doesn’t.” Thanks to more than two and a half decades of experience, Jennifer is an incredibly capable agent who excels at getting clients what they need.

Jennifer got into real estate first and foremost because she wanted to help the people in her community, a quality that is readily apparent in her business approach. She deals with each of her clients personally and takes great

care to ensure transactions are completed with each step done properly. “I’m very transparent with my clients throughout the process,” Jennifer says. “I treat clients the way I would want to be treated, which includes taking a quality over quantity approach to my transactions.” In keeping with this philosophy, Jennifer keeps herself available for clients’ questions and concerns throughout the day, and places a huge emphasis on building and maintaining long-term relationships based on mutual respect. For these reasons and more, Jennifer is rewarded with more than 70% of her business from repeats and referrals.

Jennifer lives and breathes real estate — her mother trained her, and her husband works with her as a showing agent. As a veteran agent, she has sold hundreds of homes over the course of her career and knows the industry inside and out. She has mastered the art of explaining the nuances of the market to clients. Educating and developing understanding with the people she works with is one of Jennifer’s primary goals as a real estate professional, and her dedication to her community is a testament to that aspect of her career.

When she isn’t working, Jennifer puts a lot of effort into bettering the place she calls home. In 2019, she formed a committee with some of her neighbors, the Marina Peninsula Patrol, to mitigate rising crime rates in the area by implementing an overnight security patrol in the neighborhood. In her free time, she loves enjoying the Marina with her husband and 12-year-old son, going to the beach and meeting friends in Greater Los Angeles.

It’s a personal goal of hers to keep learning something new from each client and transaction going forward. She hopes to continue meeting that goal as she grows her career, her community outreach, and her team in the coming years.

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