



2025

# REAL ESTATE

Sales, Marketing and Advisory Services

---

**The Blu Summit Real Estate Group**

12750 High Bluff Drive, Suite 300  
San Diego, CA 92130 USA

Main: 619.280.1400

Toll Free: 1.888.994.4BLU(258)

Email: [info@tbsreg.com](mailto:info@tbsreg.com)

Web: [BluSummit.com](http://BluSummit.com)

Keller Williams Realty

California Real Estate Broker, CA DRE # 01524589



# TABLE OF CONTENTS

---

- Welcome Message
- About Us
- Our Mission
- Meet Our Executive Team
- Our Project Success Road Map
- Our Project Services
- Our Team Experience
- Let's Work Together

# WELCOME TO THE BLU SUMMIT GROUP

---

Welcome to The Blu Summit Group! We offer a wide range of real estate services and expertise to meet the needs of our Clients, including property acquisition, disposition, financing, marketing, negotiation, exchanges, real estate charitable giving, and general brokerage services.

We believe that expertise, integrity and professionalism are the keys to success in the real estate industry. We are dedicated to helping our Clients with their real estate needs, dreams and challenges.







# ABOUT US

---

The Blu Summit Real Estate Group is a team of seasoned professionals with decades of combined sales and marketing experience on well over 120 real estate and developments. As a part of Keller Williams International, we are able to provide our Clients world-wide exposure and outstanding results.

Our Team Members have marketed, sold, financed and closed over \$2.5 Billion worth of real estate product, including but not limited to:

- single family homes
- townhomes
- condominiums
- multi-family
- urban high and mid-rise condominiums
- branded hotel condominiums
- hospitality properties
- new development communities
- mixed used projects
- commercial and office properties
- industrial projects
- land
- home sites
- agricultural properties
- fractional ownership
- private club memberships

We pride ourselves in our extensive relationships with top Builders, Developers, Lenders and Investors in the country such as KB Homes, Centex Homes, Nexus Companies, Intrawest, Pacific Coast Communities, Lake Tahoe Development Company, Cordillera Group, Irongate-Wilshire, Goodman Group, Lowe Destination Properties, Dalex, Starwood Capital, Tarsadia, Cressy and Five Star Development.

We have experience selling some of the world's most notable brands: The Ritz-Carlton, Hard Rock Hotels, Rosewood, The Westin, Lowe Destination Hotels and Resorts, Trump International and Four Seasons Hotels.

Expertise, creativity and strategic thinking enable us to deliver exceptional results and outstanding value to our Clients.

# OUR MISSION

*To provide creative real estate solutions through expertise, innovation, and top-performance.*

---

## Our VISION

To be the trusted real estate expert and professional firm of choice for our Clients.

## Our DIFFERENTIATORS

We believe that expertise, integrity and professionalism are the keys to a success in the real estate industry. We are dedicated to helping our Clients with their real estate needs, dreams and challenges.

## Our PRINCIPLES

It is important for us that you know what we stand for, what drives us and why. We take pride in our work and are committed to Servant Leadership towards all Stakeholders.



## Our CORE VALUES

The following set of values form the foundation of our approach to business, ensuring that every decision, interaction and project reflects our commitment to being a leader in real estate.

**Professionalism:** We uphold the highest standards of conduct, ensuring every interaction reflects respect, reliability and accountability.

**Integrity:** We act with honesty and transparency, always doing the right thing for our Clients, partners, and stakeholders.

**Expertise:** We leverage deep industry knowledge and market insights to provide informed, effective solutions.

**Creativity:** We embrace innovative thinking to solve challenges and create value in every project.

**Performance:** We are results-driven, consistently delivering on commitments and exceeding Client expectations.

# MEET OUR EXECUTIVE TEAM

As a team of seasoned professionals, we have the expertise, experience and infrastructure to assist our Clients with real estate projects of any caliber.



## **Robert W. Dudek**

President & Broker Associate

*U.S. and Europe*

Robert has over 30 years of business and leadership experience in real estate, finance, and philanthropy. He started his professional real estate career working for an international real estate company selling prestigious properties in Europe and the United States. Over the years, Robert has sold, brokered, and financed hundreds of millions of dollars worth of real estate. He has also co-founded a non-profit organization championing human rights worldwide.

Robert holds Bachelor's and Master's degrees in business. He is a Licensed Real Estate Broker in California and Hawaii, and a Licensed Mortgage Broker. CA DRE Lic. 01037546, HI Lic. RB-21367, NMLS 313005.



## **Mark Hughes**

Vice President & Broker Associate

*U.S.*

Mark Hughes has over 40 years of executive leadership experience in the development, asset management and marketing of new and existing real estate projects. He has developed and managed over 7,000 multifamily units, sold over 1,000 residential units, and marketed over 10,000 residential units.

Mark is currently Managing Director of Commercial Services for KW Commercial and he serves on the International Commercial Leadership Council of the Commercial Division of Keller Williams Realty International. Mark holds a Bachelor's degree in Journalism and Communication and is a Licensed California Real Estate Broker. CA DRE Lic. 00635629.

# MEET OUR EXECUTIVE TEAM

---



## **Carol LaBarge**

Executive Director of Operations

*U.S. and Canada*

Carol LaBarge has over 20 years of business experience. She is an energetic innovator whose ability to identify organizational solutions to improve processes and effectiveness let her to the Director of Sales and Operations position with two of the leading resort real estate sales and marketing companies worldwide. Over her career, Carol has worked on numerous real estate projects, most recently on new home developments marketed and sold by The Blu Summit Real Estate Group's New Home Sales Division.

Carol holds degrees in Business Administration, Law, and Design, and has a California Real Estate License. CA DRE Lic. 02021792.



## **Bob Buttaro**

Senior Marketing Consultant

*U.S. and Mexico*

Bob Buttaro has over 25 years experience in developing and executing strategies specific to the luxury real estate, hospitality and golf industries. Bob worked with international real estate sales and marketing organizations launching new resort and urban properties in the U.S., Mexico and the Caribbean. Under his leadership, Bob was instrumental in creating custom marketing strategies for domestic and international new development projects, which resulted in over \$1.2 billion in sales revenues.

Bob holds Bachelor's and Master's degrees in Business Management, Communication, and Technology.



## **Kazuyo "Kay" Dudek**

Senior Real Estate Consultant

*U.S. and Japan*

Kazuyo "Kay" Dudek has over 25 years of experience in international business and real estate. Kay started her career working in commercial sections of several diplomatic organizations in Japan. In the United States, Kay worked for global companies operating in the U.S., Mexico and Japan. Since entering the real estate industry, Kay has been instrumental in development and execution of successful sales strategies for new home development projects.

Kay holds a Bachelor's degree in International Business and has Real Estate Licenses in California and Hawaii. CA DRE Lic. 01800426, HI RS-75743.

# OUR REAL ESTATE PROJECT SUCCESS ROAD MAP



PROJECT  
PLANNING  
& DESIGN



PROJECT  
REVIEW



STRATEGY  
DEVELOPMENT



SALES  
& CLOSING



MARKETING



OPERATIONS



# OUR REAL ESTATE PROJECT SERVICES

---

## **PROJECT PLANNING & DESIGN**

- Project Envisioning
- Focus Group Facilitation
- Master Planning
- Product Design Advisory
- Branding Advisory
- Project Management

## **PROJECT REVIEW**

- Sales Staff Audit
- Sales Information Flow
- Inventory Mix
- Pricing Advisory

## **STRATEGY DEVELOPMENT**

- Market Research
- Comparative Market Analysis
- Customer Intelligence
- Competition Analysis
- Target Market Analysis
- SWOTT Analysis
- Strategy Implementation

## **OPERATIONS**

- Contract Audit (File Process)
- Purchase Sale Agreement Audit
- Customer Relationship Management
- Database System Review
- Sales Tracking

- Sales Process and Procedures
- Sales Implementation
- Customer Care Requirements
- Customer Satisfaction Matrix

## **MARKETING**

- Strategy and Marketing Plan
- Budget Creation and Management
- Creative and Branding
- Marketing Collateral Production
- Marketing Fulfillment
- Public Relations
- Media Campaign Creation / Audit
- Sales Center Creation / Build Out
- Digital Marketing
- E-Communication
- Social Media Strategies
- Web Analytics and Audit
- SEO Strategies
- Event Planning and Management

## **SALES & CLOSING**

- Recruiting and Training Sales Team
- Buyer Lead Acquisition
- Buyer Conversion
- Standing Inventory Campaigns
- Closing Strategies
- Post-Closing Customer Care

# OUR TEAM EXPERIENCE

---

## MASTER-PLANNED COMMUNITIES

The Ritz-Carlton Residences,  
Paradise Valley, AZ  
Sierra Star, Mammoth CA  
The Village at Mammoth, CA  
Terranea, Palos Verdes, CA  
Wildhorse Meadows, Steamboat Springs, CO  
Veranda, Turks & Caicos Islands  
Diamante, Cabo San Lucas, MX

## URBAN DEVELOPMENTS

Emerson Corner, Point Loma, CA  
Bahia Vista II, Chula Vista, CA  
Bahia Vista, Chula Vista, CA  
Montefaro, La Jolla, CA  
The Timbers, Mammoth, CA  
Mammoth Green, Mammoth, CA  
Solstice, Mammoth, CA  
The Woodwinds, Mammoth, CA  
Eagle Run, Mammoth, CA  
Pacific Sands, Oceanside, CA  
Paseo Village, Ramona, CA  
Bella Vida, San Diego, CA  
Alicante, San Diego, CA  
La Vita, San Diego, CA  
Treo, San Diego, CA  
Smart Corner, San Diego, CA  
Kolea, Waikoloa, HI  
Koloa Landing, Koloa, HI  
Aurora, Panorama, BC  
Riverbend, Panorama, BC  
Greywolf, Panorama, BC  
Amber Lea, Vancouver, BC  
The Spot, Vancouver, BC

1000 Beach, Vancouver, BC  
Sea Star, Vancouver, BC  
The Electra, Vancouver, BC  
Greenside Estates, Vancouver, BC  
Bleomont Ridge, Vancouver, BC  
Murchies Building, Vancouver, BC  
The Hamilton, Vancouver, BC  
Trafalgar Mews, Vancouver, BC  
SilverMill, Vancouver, BC

## LAND AND HOMESITES

San Diego, CA  
Oceanside, CA  
Carlsbad, CA  
Escondido, CA  
Vista, CA  
Chula Vista, CA  
Mayacama, Santa Rosa, CA  
Crooked Pines, Mammoth, CA  
Elk Run, Keystone, CO  
Greywolf, Panorama, BC  
Lake Arenal, Costa Rica  
Jaco & Hermosa, Costa Rica

## BRANDED HOTEL CONDOMINIUMS

The Hard Rock Hotel, San Diego, CA  
La Quinta Resort & Club, La Quinta, CA  
Westin Monache, Mammoth, CA  
Latterra PGA TOUR Spa & Residences,  
St. Augustine, FL  
The Westin Imagine, Orlando, FL  
The Ritz-Carlton Residential Suites,  
Kapalua, HI  
Trump International Hotel & Tower,  
Waikiki, HI



# OUR TEAM EXPERIENCE

---

Rosewood Mayakoba, Quintana Roo, MX  
Four Seasons, Whistler, BC  
Westin Resort, Whistler, BC  
Westin Grand, Vancouver, BC  
Marriott Blackcomb Springs, BC

## CONDO HOTELS

Smart Corner, San Diego, CA  
Juniper Springs Lodge, Mammoth, CA  
Sunstone, Mammoth, CA  
Eagle Run, Mammoth, CA  
White Mountain Lodge, Mammoth, CA  
Lincoln House, Mammoth, CA  
Grand Sierra Lodge, Mammoth, CA  
Wesin Monache, Mammoth, CA  
First Ascent, Squaw Valley, CA  
22 Station, Squaw Valley, CA  
Edgemont, Steamboat Springs, CO  
Silver Tip, Keystone, CO  
River Run, Keystone, CO  
Viera, Henderson, NV  
Lunda Di Lusso, Henderson, NV  
Powderhorn Lodge, Solitude, UT  
Eagle Springs, Solitude, UT

## RESORT VILLAGE

The Village at Squaw Valley, CA  
The Village at Mammoth, CA  
The Chateaus at Heavenly Village, CA  
The Village at Solitude, UT  
The Village at Blue Mountain, OT  
Lake Las Vegas, NV  
Keystone Village, CO

Panorama Mountain Village, BC  
Costa Baja Resort, & Spa, La Paz, MX

## RESORT CONVERSION

Resort at Squaw Creek  
Olympic Valley, CA

## CLUB OWNERSHIP & FRACTIONAL OWNERSHIP

Horstman House, Whistler, BC  
The Legends I & II, Whistler, BC  
Whistler Creek, Whistler, BC  
The Mayacama Golf Club, Santa Rosa, CA  
Tallus Private Residence Club,  
Mammoth, CA  
Tanavista, Mammoth, CA  
Altis, Mammoth, CA  
Tonopaulo, Lake Tahoe, CA  
Tranquilo, Punta Leona, CR  
80|50 Private Residence Club,  
Great Exuma, BS

## STRATEGIC PLANNING

La Solana, La Quinta, CA  
The Hard Rock Hotel, Palm Springs, CA  
Mammoth Crossings, Mammoth, CA  
Hokulia, Kailua-Kona, HI

# LET'S WORK TOGETHER

Whether the real estate project is small or large, simple or complex, short or multi-year, it is our purpose to deliver exceptional results and value through our professionalism, integrity, expertise, creativity and top-performance.

Have an existing or upcoming real estate project? Contact to schedule your FREE Real Estate Consultation and Evaluation.



---

**The Blu Summit Real Estate Group**

12750 High Bluff Drive, Suite 300  
San Diego, CA 92130 USA

Main: 619.280.1400

Toll Free: 1.888.994.4BLU(258)

Email: [info@tbsreg.com](mailto:info@tbsreg.com)

Web: [BluSummit.com](http://BluSummit.com)

Keller Williams Realty

California Real Estate Broker, CA DRE # 01524589





**The Blu Summit Real Estate Group**

12750 High Bluff Drive, Suite 300  
San Diego, CA 92130 USA

Main: 619.280.1400  
Toll Free: 1.888.994.4BLU(258)  
Email: [info@tbsreg.com](mailto:info@tbsreg.com)  
Web: [BluSummit.com](http://BluSummit.com)

Keller Williams Realty  
California Real Estate Broker, CA DRE # 01524589

