

# A KW Southwest Experience

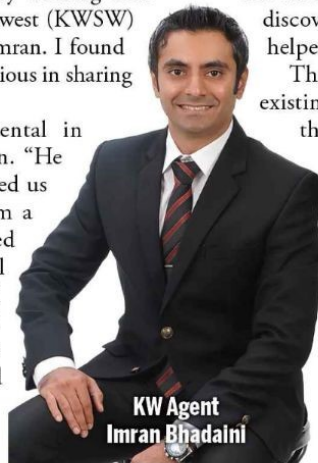


## The Memon Family's Story

by Amy Sharp

Eighteen months ago, the Memon family were in the market for a luxury home. Mrs. Memon says, "We were actually working with another agent, when I met Keller Williams Southwest (KWSW) agent Imran Bhadaini. I switched agents after meeting Imran. I found him to be very knowledgeable, quick to respond, and gracious in sharing facts with us."

"From the very beginning, Imran was instrumental in finding the home we wanted," continues Mrs. Memon. "He understood what we were looking for, and he convinced us we couldn't go wrong with a semi-custom home from a particular builder. It was actually a builder we had used before, and we were hesitant about closing the deal without guidance. It would be a new build, and we had some elevation and construction changes we wanted to make. Imran seamlessly handled that process. I was also very particular about selecting the land. I liked the first lot we saw, and I would not budge. For me, it was no deal without that lot. Another buyer had



KW Agent  
Imran Bhadaini

already committed to the lot, so we were second in line. When their deal fell through, Imran acted quickly and secured the lot for us. He also discovered builder incentives we wouldn't have known about, and helped us with financing. Imran closed a very good deal for us."

The deal was also contingent on the selling of the Memons' existing home. Through Imran's marketing and strong negotiations, that home was sold for the highest price in the neighborhood.

"Both transactions were quick and seamless," says Mrs. Memon. "And Imran was always flexible, and he was mindful in guiding us the right way. After our experience, many of our extended family and friends have reached out to Imran and utilized him. My late husband was also impressed. He was a public figure and pretty popular in the community. When he posted on social media how impressed we were with Imran, I know lots of others closed with Imran after reading it. I'm very satisfied with what we purchased. I absolutely recommend Imran. He will guide you in the right direction."

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