

THE SECRET TO HIS SUCCESS

JUSTIN D. DUFFIELD

KELLER WILLIAMS SOUTHWEST

BY MELISSA GAUTIER PHOTO BY MICHAEL RAMOS PHOTOGRAPHER



Keller Williams Southwest is a well-known leader in the real estate industry in the Fort Bend County and Greater Houston area. Whether you're selling or buying a home, working with a KW Southwest agent means partnering with a highly-trained professional backed by the largest, most resourceful real estate network in the world. Justin Duffield is one of KW Southwest's outstanding agents. He's consistently been a top seller at KW Southwest by focusing on others' needs above his own – one of the many secrets to his successful career.

LEARNING BEFORE EARNING

Justin was raised in southern California, but it wasn't until he moved to Houston that he truly found a home. The city's rapid growth, cultural diversity, southern charm, and exciting mix of entertainment lured him to plant roots and later raise a family. He realized real estate was his true passion and focus for his future. In 2015, with a real estate license fresh in hand, he went to work for the next two years as an apprentice for a seasoned agent, affording him unparalleled experience and knowledge that he quickly put into practice.

Justin created his own team at KW Southwest, J. David Properties Group, marketing and selling homes for clients. With multiple awards for being among agents with the highest listing volume and highest sales, Justin has consistently been listed as one of the top agents at KW Southwest. He shares his abundant knowledge with a team of his own now, guiding them to implement customer satisfaction as their top priority. J. David Properties Group provides strong customer relations and unmatched industry experience to every client.

Serving others while providing a great real estate experience is always top of mind. Justin shares unique details of each community that buyers find useful when viewing properties with clients. Local knowledge, including

where the best restaurant, school, and grocery store is located, assists them in their buying decision. Additionally, KW Southwest's suite of technology keeps you informed with data-fueled insights and updates in the neighborhoods and properties you're eyeing.

CUSTOMERS ALWAYS COME FIRST

KW Southwest was built on a simple yet revolutionary principle – people matter most. “My focus is on what I can do for others, considering ways I can bring value to the community and neighborhood where I live,” Justin explains. He loves the opportunities KW Southwest offers. Besides providing multiple business strategies and a great company culture, he says, “KW allows their agents to stand on the shoulders of giants in this industry, giving us personal access to them and their stories. This allows us to glean vital strategies and expertise for growing our businesses.”

A self-proclaimed family man, Justin has been married for 14 years. He and his wife have three children, ages 18, 12, and 10. The family attends Lakewood Church and has been residents of Sugar Land for the past eight years. Justin contributes to KW Southwest's efforts to support local nonprofits and is also involved in Fort Bend Family Promise, giving homeless individuals an opportunity to be placed back in society.

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