

# A KW Southwest Experience



by Amy Sharp

## Jimmy Harp's Story

Jimmy Harp's wife recently moved into memory care. To be close to her, Jimmy decided to move into an apartment across the way at Eagle's Trace Senior Living Community.

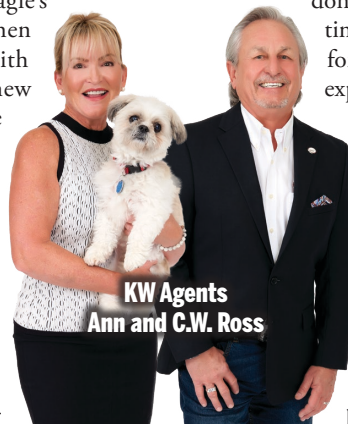
Keller Williams Southwest (KWSW) agent C.W. Ross was on the list of recommended real estate agents at Eagle's Trace. Jimmy's son-in-law, Rajiv Singh, met with C.W. first. Rajiv says, "Grandma and Grandpa had a home and 2.5 acres in Spring Branch. Grandpa needed the liquidity from the home to pay the 'entry fee' into Eagle's Trace. I explained our goals and objectives to C.W. I then told him it was up to him to get grandpa comfortable with him. Selling the home was a major decision, and I knew grandpa would be more open and accepting of input if he was comfortable with the person giving advice."

Jimmy says, "I found C.W. to be sensible and have practical knowledge and experience that would help us achieve our goals. As a senior, I felt that C.W. understood our needs and would make the process go smoothly. I was dealing with a lot of issues at the same time: moving my wife to memory care, undergoing cataract surgery (both eyes), securing an apartment at the independent living facility, and selling the house. At the same time, Rajiv and my daughter were going on a long-

planned vacation. C.W. worked with Rajiv while he was on vacation to help keep the project going smoothly."

"From that first meeting, C.W. was responsible and responsive," continues Rajiv. "We had to pare down 50-60 years worth of accumulated items from the home into a two bedroom apartment, have repairs done, and stage the home to prepare it for listing. C.W. brought in a general contractor that managed all of the different categories of repairs that needed to be done, including disposal of waste materials and cleanup, in a timely manner. This was very helpful. He staged the home for us. When it was time to price the home, C.W. patiently explained the market to grandpa and took our input. He hit the price point very well: Max value while remaining aware of the timeliness of the sale. We had a contract 10 days after listing the home. After the inspection, C.W. walked us through it, and adjusted the price to take care of everything. We closed 50 days after my first meeting with C.W."

"I think C.W. did an exceptional job," says Jimmy. "It was really beneficial to have a real estate agent that understood and responded to my needs. C.W. delivered on the project and allowed us to focus on our other personal matters."



KW Agents  
Ann and C.W. Ross

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