

A KW Southwest Experience



by Amy Sharp

Karie and Tim Roger's Story

Karie and Tim Rogers moved into their Sienna home when their kids were small. "They spent their entire life on this street!" says Karie. "We had no plans to move. When a smaller house came up for sale on our street, I actually contacted Keller Williams Southwest (KWSW) agent Pam Shockey to inquire about it for a friend. Pam also lives on our street."

"As it turns out, God was opening a door of opportunity for my family," continues Karie. "While the house was not a fit for my friend, I started to think about my family long term. Our oldest will be in college soon, we wouldn't need so much space. Tim was trying to work his job of 20 years and help his dad on the family ranch. Downsizing to this home would finally put Tim in a position where he could help his dad full time...and we would have the same neighbors on the same street!"

"I told Pam I was only interested if she could talk the neighbor into a contingency offer," continues Karie. "The best way I can describe Pam is: Pam is a professional. She's passionate without getting emotional. A queen negotiator. Pam sees all sides, and

does a really good job of making it work for all. She kept negotiations business-like and gave good advice. Since Pam was the selling agent for our future home, her son and team member Blaine Kaplani represented us as the buying agent. Pam and Blaine are both great. They're always on call. When I had questions and they couldn't answer immediately, they always responded that they'd get right back with me. They held my hand throughout the process, and trust me, I needed hand-holding."

"We moved 487 feet down the street," laughs Karie. "And we were a spectacle. The kids tied wagons to their electric scooters to move their things. We were a garage sale parade! But I love this street. It's super awesome. Like me, Pam also raised her kids here. Pam is a wealth of Sienna knowledge, a Sienna expert. She's walked the walk. Pam knows the ins-and-outs and the pros-and-cons of this neighborhood. I absolutely recommend Pam. She has so many connections and knows who to call to fix the sprinklers, the foundation...whatever you need. She's awesome. I consider Pam a great neighbor, friend, and real estate agent."



**KW Agent
Pam Shockey**

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