

A KW Southwest Experience



Estrella and Michael Alberter's Story

by Amy Sharp

Ten years ago, Estrella and Michael Alberter were referred to Keller Williams Southwest (KWSW) agents Valerie and Ernest Diaz by a friend. "It was 2014," says Estrella, "and we were selling our first home. When we met with Valerie, we knew immediately that she was someone we could work with...very professional, approachable, and happy."

To date, Valerie and Ernest have helped Estrella and Michael sell that home, buy and sell another home, build their current home, and they're currently helping to sell Estrella's parents' home. Estrella says, "Each time we've sold, Valerie and Ernest have done a wonderful job staging. They give great advice on what to do to sell quickly. They know this market, and what to do to make the sale happen. I think our first home sold in just three or four days. When looking for a home, Valerie and Ernest get a good idea of your needs and wants. I'm indecisive. There's always part of a home I like and part that I don't like. I'll love the floorplan, but hate the backyard. Valerie and Ernest do a great job of taking in the information and finding homes that are suited



**KW Agents
Valerie and
Ernest Diaz**

for us. They're so helpful in their guidance when we're trying to choose between this or that. Michael and I have five kids, and this team helps us make the right decisions for our family. Ernest and Valerie are agreeable and easy to work with."

A story Estrella will never forget occurred when she and Michael were building their current home. "We were in a meeting," says Estrella, "and Valerie was not comfortable with the price, and she shared that we could get a better price for the home. I'll never forget the look she gave the builder, and then said, 'May I speak with you privately?' Ultimately, we were able to get the builder to come down on the price per Valerie's recommendations."

"Valerie and Ernest always do what's best for their clients," continues Estrella. "They have your best interest at heart. They fight for you, and make sure you are not taken advantage of. You are their priority...tell them what you need, and they are on it. They go above and beyond. We always feel like we're their only client! Valerie and Ernest are awesome together. An amazing team, and we value both of their opinions. We absolutely recommend them!"

kw SOUTHWEST
KELLERWILLIAMS. REALTY

281-265-0000 • 1650 Highway 6, Ste 350 • Sugar Land, TX 77478

Your local destination for your real estate needs. KWSW.com is home to more than 600 agents whose mission is serving their clients and charitable organizations "giving where we live." KWSW.com provides comprehensive school, master planned communities, and neighborhood information on homes for sale in our hometown.