

Youman Kouta

KELLER WILLIAMS SOUTHWEST

BY SYDNI ELLIS PHOTO BY NATHAN COLBERT PHOTOGRAPHY, INC



When life's biggest moments happen, you want Youman Kouta by your side. This Sugar Land-based realtor with Keller Williams Southwest is a former midwife who went from showing soon-to-be mothers compassionate care to helping people find the houses of their dreams. It's no surprise that connecting with others is what she loves most about her job.

"I love talking to people," Kouta said. "When showing houses, I love helping and giving as much information as I can. I want people to be knowledgeable about buying houses because I've been there – the first time I bought a house, I didn't know anything about it."

After growing up in Lebanon, Kouta immigrated to the U.S. in 2014 with her husband and three kids. She learned English working as a sales associate at Macy's, then taught French as a substitute teacher (she also speaks Arabic). Kouta later worked as an assistant manager at an oil and gas company before buying and flipping houses with her husband. She loved working with houses so much that she studied real estate and joined KW Southwest in September 2019.

Kouta received the 2020 Rookie of the Year award for her fantastic work. "I was shocked!" she said. "I was working hard, but I still never expected this award. I appreciate everything KW Southwest has done for me. My experience has been amazing. Earning Rookie of the Year gave me the push to work harder and get even more awards."

Going to work feels like hanging out with her family. Kouta has countless stories of her coach and leadership going above and beyond to help and welcome her – even off the clock.

"KW Southwest is a family. They really care about each person here. They give me confidence, support. If I'm struggling, they help me a lot. I love them!"

She also mentioned how she feels supported, despite her cultural differences, because her team at KW Southwest treats her with respect. The training and advice they give her also help her "feel confident and like I'm one of the team, and I will succeed," according to Kouta. She said it's the small things that make the biggest difference, like on a recent bad day when a staff member at the office hugged her and said, "Believe in yourself, you can do it."

A recent win happened with a client who was buying a new construction house and selling her current home at the same time. Kouta helped her client meet tight deadlines to sell her house while checking in with her every day throughout an emotional process. This high-level of support and friendship is just one example of how Kouta treats her clients like family.

In the future, Kouta plans to stick with KW Southwest, with the goal of becoming more successful each year. "If you want to use a realtor who is there for you, follows up, cares about what you want, can save you money, and make you happy, then call me!" she said.

CONTACT:

1650 HIGHWAY 6, SUITE 350
SUGAR LAND, TEXAS 77478
(281) 265-0000

KWSW.COM