

# A KW Southwest Experience



## Brian Taylor and Jen Takagi's Story

by Amy Sharp

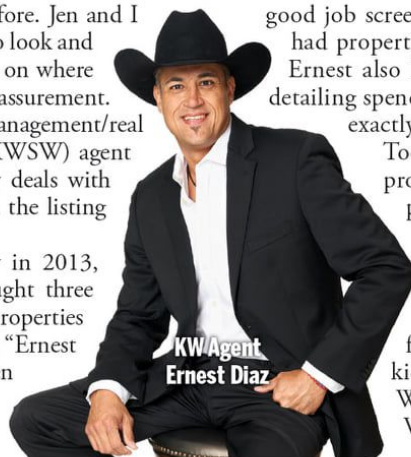
Back in 2012-2013, when stock market returns were minimal, Brian Taylor and Jen Takagi looked to real estate as a potential way to generate income. Brian says, "Back then, we were new to it. We had never had an investment property before. Jen and I needed help with neighborhoods, including where to look and what to consider. We sought help with the decision on where to buy. We were actively involved, but we wanted reassurance. I searched the web for a combination property management/real estate agent. I found Keller Williams Southwest (KWSW) agent Ernest Diaz and his wife Valerie. Ernest primarily deals with buyers and investors while Valerie focuses more on the listing side of the business."

After purchasing their first investment property in 2013, Jen and Brian were hooked. They ultimately bought three in the span of a year or two, and two additional properties four years later. "It just works well," explains Brian. "Ernest and Valerie help us acquire the properties, and then they take care of the property management. Jen and I both work, and we barely have time to take

care of our own home. We can't take off to take care of the investment properties, and we know it can be a real chore. With Ernest, it's effortless. We don't have to worry about anything. Ernest does a good job screening the tenants, and in the multiple years we've had properties, we've had very little turnover and no trouble. Ernest also has a good staff. We receive reports each month detailing spending and cash flow, and our end of year reports are exactly what we need for taxes."

Today, Brian and Jen are down to two investment properties. "We sold one property above asking price," says Brian. "And all three were sold for profit, with appreciation rates of 80-100%."

Ernest and Valerie are great people. They are easy to work with. We listen to them, and they listen to us. This is a good team effort. I've told friends about Ernest and Valerie, and now our kids are also talking about investment properties. We definitely recommend them. I know Ernest and Valerie would make a good team for anybody."



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