

# A KW Southwest Experience



Jenny Cruger Photography

by Amy Sharp

## Allison and Kelly Craig's Story

“Kelly and I knew Keller Williams Southwest (KWSW) agent Aura Pou before we engaged her to help us buy and sell a home,” says Allison Craig. “As friends, we really got a glimpse of her work ethic and how she conducts business. Then three years ago, we chose Aura to be our agent.”

“We were in a position where we didn't have to move,” continues Allison. “Because of that, we were picky. Kelly and I decided that if we found something we really liked, we would jump on it. Then it happened. I found the perfect house on HAR, showed it to my husband, we went to see it, and we decided, ‘That's it!’ We met Aura for coffee, and she had bad news: There was already a verbal offer on the home, as well as a backup offer. However, she told us she would get it if we wanted it. Aura formulated a plan, and we wound up getting the house!”

The Craigs purchase was contingent on the selling of their current home. Allison says, “We had to stop, drop, and roll to get it done. Aura gave us a list of

things to do to get the house ready. Before the photographer took pictures, she came in and rearranged as needed. The house looked great! We put it on the market on a Thursday, and by Sunday we had four offers on the table. We sold for above list price. This was three years ago, in a ‘normal’ market...not the crazy market of today!”

“We do recommend Aura for both the buying and selling sides of real estate. She's a professional woman, and she's a feisty go-getter. You tell her what you want, and she gets it done fast. You never have to worry. Aura always makes sure you are aware of next steps. We never felt in the dark! She guides you the entire way...answering all questions. And she's not there to just make a quick sale. Aura always does what's best for you and your family, even if it means waiting to sell or passing on a house. I own a small photography business, and I've referred many clients her way. All of them have been happy with their experience!”



KW Agent  
Aura Pou

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