



JAMIE KASTENS OF

## Keller Williams Southwest

Houston-Area Award-Winning Realtor.

PHOTO BY MICHAEL RAMOS PHOTOGRAPHY

When you think of Houston, the top industry that comes to mind is oil and gas, and Jamie Kastens spent 13 years in their offices as a senior tax analyst. Wanting to be her own boss, she took a leap of faith and turned her part-time job as a Realtor into a successful career, with the unwavering support of her husband, Troy. Like most Realtors, it took time to get her footing.

“We braced ourselves for him to support me initially, because we both figured I wouldn’t make my target the first couple years,” Jamie said.

However, Jamie’s business continued to grow on personal referrals by friends, family, and neighbors, who were also her clients. Not only did she nail her sales target her first year, but she has consistently exceeded her yearly target by 50 percent. Word-of-mouth marketing helped Jamie grow her team, the Kastens Group, with two assistants – one centered on real estate compliance and the other

handling the operational needs of her company. Her dynamic team has handled \$15.8 million in listings in 2020 and is on track to exceed that number in 2021. Amid a global pandemic she was able to close on over 50 properties.

KW Southwest supports its agents with continuous training, mentorship, and networking opportunities. It instills a high level of integrity and honesty throughout the company. The agency also encourages Jamie and all of its agents to participate in many charitable and community events.

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Clients have testified she not only possesses extensive knowledge of the market, but also takes time to learn about new and upcoming sub-developments. From having a lawn trimmed before a buyer client moves in, to FaceTiming clients in hospital

beds, she has been known to go the extra mile to get a deal closed.

Whether you’re selling a luxury home or a fixer-upper, no job is too big or small. “Who wouldn’t love a job where you can help a family buy their first home in the morning, then work with empty-nesters to downsize in the afternoon, and maybe help a third family buy a vacation home that night,” she said.

“I’m here to guide them through, to take baby steps, if we need to,” Jamie said. “I like to stage the home myself and have a team of vendors who can help with home repairs or landscaping. If clients need to have an estate sale or just offload some appliances, I’m here to help with that, too. I’ve learned to be flexible and jump in wherever clients need me.”

Jamie is the archetype of the KWSW motto, “Giving Where We Live” philosophy. She happily volunteers on the boards of directors for the Aliana MUD District and her daughter’s PTO. The Kastens Group is a substantial financial sponsor of Madden and Malala Elementary Schools in Fort Bend ISD. Recently, Jamie became a sponsor of BeLocal Richmond, the Fort Bend Education Foundation’s Sugar Shindig gala, and the Fort Bend Chamber of Commerce’s “One Table” community dinner.

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