

A KW Southwest Experience



by Amy Sharp

Diana and Randy Miller's Story

Diana Miller is an area real estate agent. Diana says, "I met Keller Williams Southwest (KWSW) agent Sapana Patel while volunteering with various organizations around town. Sapana wasn't a real estate agent back then. She was running her own wedding planning business. I encouraged Sapana to get into real estate. She has the type of personality that I knew would be successful in this business."

When Diana and her husband Randy were ready to sell their Sugar Land home, Sapana asked if she could list their house. "I asked her, 'Why would I do that?'" says Diana. "I'm a real estate agent! I had sold my own properties before." But Sapana was very persistent, and Diana found herself very busy with the physical move. "I couldn't give selling our house the attention it needed. We were moving to Galveston, and I just wasn't in Sugar Land enough. It was Sapana's persistence that convinced me, listing with

her would be the right decision."

Located on prominent Brooks Street, the Millers' home had previously been featured on the Child Advocates Christmas Tour. It enjoyed lots of drive by traffic, and many families had seen it on the tour. "I was trying to get it all staged for an Open House Memorial Day weekend," explains Diana. "Sapana worked with me to prepare the Open House. She sent the broker invites, handled it all while I was out of town. That was a big weight off my shoulders. We listed it two days before the Open House, and had a contract beforehand with a 2nd buyer really interested. The offer came in at full list price. Sapana negotiated for higher. She's very confident and aggressive. It's what I like about her...she doesn't give up. Things moved quickly, and Sapana kept us updated throughout the negotiating process. Ultimately, we sold at above list price. It was well worth hiring Sapana!"

"In nearly every aspect, having Sapana sell the house for me was easier than doing it myself. Buyers seem less comfortable when the seller is the agent. Randy and I were very pleased with Sapana and the service she provided. She did a really great job."

**KW Agent
Sapana Patel**



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