

# A KW Southwest Experience

## Sudha and Sabu Varghese's Story

by Amy Sharp

“We started the process of locating a real estate agent by attending Open Houses ourselves,” say Sudha and Sabu Varghese. “We talked to various agents. We wanted to find someone that met our objectives: sell the home quickly with the least amount of inconvenience to us, get the max value for our home, and provide a roadmap for selling our home. Every agent says they will get max value for your home...but they do not provide a plan for how they'll do that.”

Through this process, Sudha and Sabu found Keller Williams Southwest (KWSW) agent Cathy Stubbs. Sabu says, “We had heard about Cathy through the media, and we met several of her teammates at Open Houses. They described how Cathy operates. We decided to schedule an exploratory meeting with Cathy. At that meeting, we found her to be impeccable. Cathy assessed what we wanted and did a thorough review of the pluses and minuses of our home. She brought in her team to provide staging and repair recommendations. Then Cathy gave us a project plan...what would happen

during week one, week two, and so on.”

“We absolutely followed that roadmap,” continues Sabu. “Cathy's team really coached us through it. A home is so personal, and everyone was so savvy in telling us the pros and cons of the different repairs and modifications. We were provided with a list of what should be done, and a list of resources to help with the repairs if we needed it.

In a week, we were ready to put the house on the market. We knew the market was crazy, and we also knew the dollar amount of the improvements we had made to the house. Cathy was instrumental in negotiating what the listing price would be. Within 24 hours, we had our first offer. We ultimately sold above list price.”

Sabu and Sudha recommend Cathy without hesitation. “Everyone on Cathy's team—the stager, the transaction coordinator, the Open House coordinator, etc.—has a separate role. Cathy is the conductor of this opera. She has extensive years of experience. She's very diplomatic, savvy, and mature. Cathy's leadership of this team shows through every step of the way. We had no glitches. We are very happy.”



KW Agent  
Cathy Stubbs

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