

A KW Southwest Experience



Alexander, Kimberly, and Corey Cauthen

by Amy Sharp

Kimberly and Corey Cauthen's Story

Kimberly and Corey Cauthen met Keller Williams Southwest (KWSW) agent Mona Parikh back in April of 2019 at an Open House. Kimberly says, "Mona took our information, and soon after, she reached out. We told her that we had two houses at the time, and we were wanting to sell one. We had never sold a home before. We had four or five different real estate agents we were considering. Mona told us we didn't need to look anymore... that she was all we needed. Turns out, Mona was right!"

The Cauthens describe Mona as a "one-stop-shop." "She does all the things other agents do, and so much more," explains Kimberly. "She showed us what the market looked like, and what she thought we could get for the house. Then she gave us a lot of scenarios to play with and consider. She showed us pictures of similar houses, and things to do and change that would change what we could expect. Mona was never pushy, but she was firm. She promised that if we implemented what she suggested, the house would sell. We believed she knew what she was talking about."

Corey and Kimberly also learned that when you team with Mona, she brings in the whole gang. "Mona brought

in her stager, her professional photographer, and a gentleman to do the suggested renovations (a person we've called on since!). Every single one of these individuals was timely, and answered every question we had. Mona stayed with us every step of the way. She showed up each time she sent someone out to the house. As first time sellers, this made us feel very comfortable. We never found Mona to be 'too busy' for us. There were no dumb questions, and never too many questions."

The home went on the market on a Friday. Kimberly says, "I was afraid. I thought we should do it on a Monday or a Tuesday, but Mona assured us that it was 'the' day. That Saturday, it was pouring rain, but people kept calling for showings. By Sunday, we were under contract with two firm offers. Mona talked us through both offers, and spoke with the buying agents. She explained to us which was the best deal and why. She helped us choose, and we closed the deal."

More than two years later, Kimberly and Corey still consider Mona a friend. "We happily recommend Mona to others. She's always personable, and she gets things done. You can really tell that she loves what she does."



KW Agent
Mona Parikh

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