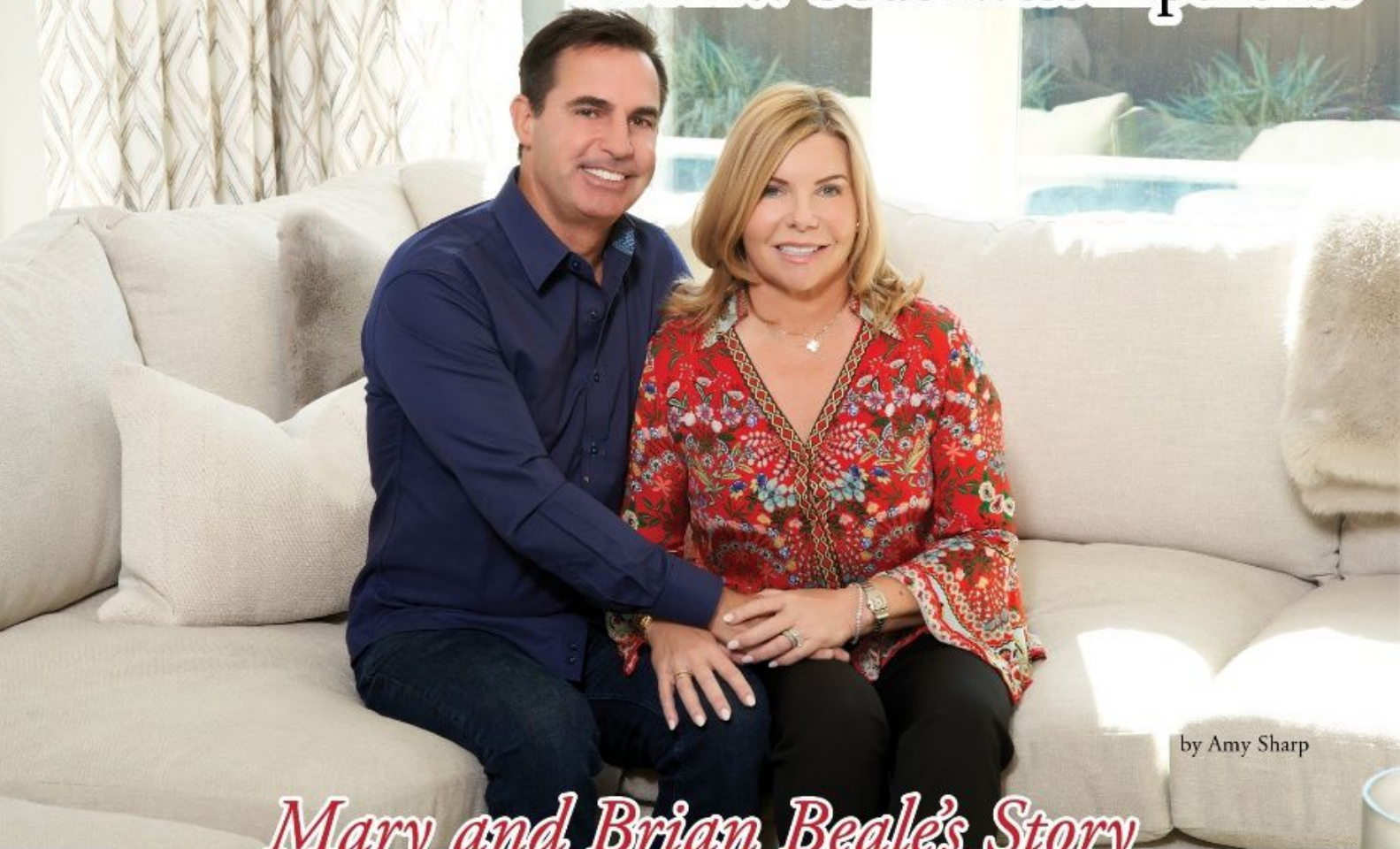


# A KW Southwest Experience

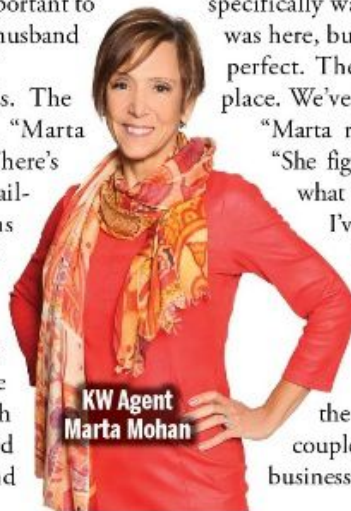


by Amy Sharp

## Mary and Brian Beale's Story

**B**rian Beale met Keller Williams Southwest (KWSW) agent Marta Mohan back when they lived in the same neighborhood. "Marta had signs everywhere, lots of clients," explains Brian. "So when it was time to sell, I reached out to her. She was the nicest person...easy to talk to and not pushy. Marta wanted to know what was important to me, and she gave good advice. We also discovered that her husband Tom went to Florida like me. We're both big Gator fans!"

Mary and Brian started dating in the early 2000s. The couple quickly became friends with Marta and Tom. "Marta has the most positive outlook on life," says Mary. "There's not a mean bone in her body. She's also extremely detail-oriented in her work...which is one of the reasons we work so great together. She learns what you like quickly, and doesn't show you properties that waste your time. She's efficient. The house we bought before this one was in Sweetwater. I had some pretty specific requests. For example, I wanted to be close to the club where people congregate. We purchased a French country home. Marta walked me through it and helped me see the potential. She said things like, 'Do this, and



this space will be created.' The remodel came out fabulous. That home was a huge find. After the kids moved out, Brian and I were ready to downsize. We were looking in Lake Pointe, but the three stories weren't conducive to my knee problems and our dogs. I also specifically wanted a small yard. I had no idea this neighborhood was here, but when Marta showed us this house, we knew it was perfect. The bones were there to create our downsized happy place. We've finished the remodel, and we love it!"

"Marta really should be a marriage counselor," laughs Brian. "She figures out what the seller wants, what the buyer wants, what the husband wants, and what the wife wants. To date, I've done ten real estate transactions with Marta: seven houses and three properties. Every time, we've reached a compromise. Marta gets it done. Everyone is always happy in the end...no one feels they got the shaft. We've recommended Marta many, many times."

Longtime friends, Brian and Mary have traveled the world with Marta and Tom. "They're such a fun couple," says Mary. "And it's amazing to watch Marta do business. Even on vacation, she gets the job done."

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