

September 03, 2015

On Selling

Wow! It's been four months now since I moved into my house and I still can't believe that Madhu pulled it off. I spoke with dozens of agents at various open houses and after explaining to them that I was not a cash buyer and had to sell my condo, the typical response was "good luck with your home search". Madhu Khemani was different. She said "let's get your condo sold and I promise we will find that dream house." She said let's get it listed right now, get it in the MLS and get the Broker's Caravan set for this Friday. I believe this was on a Wednesday. She told me what I needed to do to get ready to show from installing brighter light bulbs to spraying Febreze to mask the dog smell. And before I knew it Madhu was scheduling open houses, private showings to clients, other brokers, out of towners, neighbors. Anyone and everyone. She took out a full page ad in the News Press, scheduled open houses on Fridays, Saturdays and Sundays, showed the condo to potential buyers with private showings 2, 3 times a day. Some days more. I had neighbors telling me they have never seen so many people at an open house before. Madhu would call me each day and give me feedback on how the showings went. She was honest and told me if the party was interested or not. And then when I put an offer in on a house, Madhu kicked it into a higher gear!

I would have to say I have never seen someone work as hard as Madhu. She must have shown it well over 100 times and when I was stressed because it didn't seem like it would sell soon enough or at a high enough price to buy the house, she would tell me to "Relax, I promise we will get it sold and it will work out for you. I promise". (And it did!). I guess I really needed her encouragement.

In the end Madhu sold it for more than I had thought possible. Enough to get into the new house. My family always laughs at how unbelievable the whole experience was and how Madhu was able to pull it off. They never thought it would happen.

It really took someone as aggressive and motivated as Madhu to get it done. She is certainly that and more. Anyone who knows Madhu knows what I am talking about. So for me the bottom line is this, if you need it sold, in a hurry and for top dollar you can't go wrong with Madhu.

On Buying

Anyone looking for a home in Goleta knows there is very little inventory. And a cash buyer who doesn't have to sell is clearly in the driver's seat. So when I found a property that I loved and wanted to make an offer on, I knew getting it was long shot.

I first met Madhu Khemani back in 2009 at an open house. And I recall how she spent a lot of time talking with me about my situation and what my goals were. Needless to say she left a very good impression on me. So when it came time to sell my condo and buy a house, I felt she was the right person for the job. And she did not disappoint.

Since I had to sell my condo to come up with the down payment, get financing and then remove all contingencies or lose the house time was of the essence and there could be no delays in the process. I had to find a lender who would get me a mortgage large enough to cover the difference in the down payment and sales price. Madhu suggested someone whom she had worked with and that turned out wonderfully. Madhu was on top of the entire process from escrow to inspections, lenders, disclosures you name it. Madhu always kept me in the loop and let me know what is happening. Even when nothing was happening Madhu would still call and say nothing is new. Madhu was always calling, texting, faxing whatever it took to keep the process going. When escrow was slow to get something done Madhu was all over it. Calling the poor escrow officer and hounding them until it got done.

It turns out Madhu was closing on 4 or 5 other escrows. I can't imagine how organized she must be to be able to be able to accomplish this and how she can do all this given there is only 24 hours in a day. Anyway my condo sold, the house closed and it all worked out.

In the end it's clear to me that the realtor you chose is extremely important. In my case this was especially true. Escrow was a long and complicated process and Madhu helped me every step of the way. She pushed when she needed to push and reassured me when I was discouraged. She always was positive and would tell me that it will all work out, that this is what she does. And as it turned out everything she said was right.

Jeff Korfes
email: hankelsa91@yahoo.com