

TOP AGENT

MAGAZINE



KAAJAL SHAHANI

TOP AGENT MAGAZINE

KAAJAL SHAHANI

After graduating from college at the University of California - Irvine, it wasn't long before Kaajal Shahani found herself pursuing a license in real estate. "I come from a family of Realtors, so I grew up with it around me," she says. She has now been in the business for 12 years, serving the Bay Area of California. Working as a real estate agent is a dream come true for Kaajal; she truly enjoys what she does and can't imagine herself anywhere else. At this point in her career, 80 percent of her business is made up of referrals/repeat clients, a testament to her hardworking nature and motivation to succeed. Kaajal is continuing to grow with each passing year, and she's excited to see what the future holds.

"My clients return to me because of my impeccable customer service and priority of keeping in touch," she explains. But Kaajal also makes it difficult for her clients to forget her, as the transaction experience is so memorable for a variety of reasons. It is her approachability, communication and honesty which sets her apart in the industry. "We have an open communication," Kaajal says of her clients. "I'm text and email friendly. They feel the response time is so fast, so they never feel alone." By always being there for her buyers and sellers, Kaajal eases their fears and worries. They never feel overwhelmed, as they are assured that Kaajal has everything handled.

Clients leave endless five-star reviews about their time together, praising her for her work. One recent client said, "What can I say about Kaajal that hasn't been said already. I cannot imagine how hard it would have been to endure the process of finding our dream home if not for her keen mind and candid approach. She knows where to hit the nail so you don't end up wasting hours only to find the wrong house

or losing out on the right one. She will not settle until she has given you her best. Her service is so personalized that she knows exactly what her clients are looking for and will ensure you get what you want. Her warmth and friendliness make it so easy to work with her. But don't let this fool you because she is a tough cookie when it comes to negotiation, and will get you the best price. It's been a few weeks since we moved and I cannot brag enough about our new home, our dream home! There were others who made offers higher than ours but her negotiating skills came to our rescue and our offer was accepted."



As Kaajal thinks about the next few years, she is looking forward to taking her business to the next level. "I want to be more targeted and focused. I recently started working a lot with other Realtors in other areas as a referral agent," she explains. "This has worked tremendously. So I want to continue doing this into 2017 and beyond."

With three young children, Kaajal is often asked how she juggles it all, especially when she is one of the top three in her office. Her answer is simple: "You just have to love what you do, and then it's not a job anymore." It's clear that no matter how long she's in the business, she will never tire of it. "I can run my business how I want to, be creative and free with my marketing, and every day is different."

For more information about
KAAJAL SHAHANI,
please call 510-304-6754
or email kaajalshahani@gmail.com