

TOP AGENT

MAGAZINE

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“Every transaction has a story to tell,” says Jamie Kastens, a top agent working out of the great state of Texas. “I came into this business to help people. Our culture at Keller Williams is to really give back, and we’re very passionate about that. We hold strongly in what we believe, and that’s to help those in need.”

For the past 14 years, Jamie has helped her clients achieve their real estate goals. She first got her license in 2004, graduating from college with a business degree and fully prepared to work in real estate. She currently works solo with the help of a virtual assistant. She services Fort Bend, a county containing about five cities that Jamie focuses on. She also works in and around the Houston area and has been referred to all parts of Texas. Jamie is happy to go wherever her clients want to be.

Her clients appreciate her hard work and dedication. Approximately 75% of Jamie’s business comes from repeat and referral clients. “It’s my service, respect, and experience. I always go above and beyond,” says Jamie. She networks extensively and builds relationships with local boards and industries. “My clients always get top priority.”



Jamie also makes herself a valuable resource to her clients that goes beyond a single transaction. With the recent extreme weather that has rocked Texas, Jamie has loved being able to lend a helping hand to her community. “We went through Harvey, we went through the hurricanes and the storms and the freeze,” says Jamie. “A lot of homeowners are desperately in need of help, whether they’re selling their home or looking for vendors to help with the flooding. I am their main resource.”

When it comes to marketing her listings, Jamie utilizes social media to its fullest extent. Additionally, she acts as a mentor to up-and-coming agents in the industry. “I network with them, get them more experience,” explains Jamie. “They then become my leverage in order to expose a lot of my listings online.”

Outside of working hard for her clients and mentoring fellow agents, Jamie is deeply involved in her community. “Probably 35% of my time goes to giving back,” she says. She serves on several business, school, and association boards. “With COVID it’s been a little more difficult, but we push as much as we can.” In lieu of her time, Jamie makes sure to contribute donations and sponsorships for local schools.

Looking to the future, Jamie is excited to continue growing her business. She hopes to earn her broker’s license in the coming years and grow a team of her own. “In order to leverage the volume I’ve created, I will end up hiring a couple more staff and bringing in someone to step in and grow with me,” Jamie says. “I have the experience that I can pass onto another individual. I would love to grow to a point where I can allow someone to learn from me and repeat what I have done.”



To learn more about Jamie Kastens, please call 832-444-6676, email Jamie.kastens@kw.com, or visit facebook.com/JamieKastens