

SHAWN & SABRA CHARPENTIER

KELLER WILLIAMS REALTY NORTHERN COLORADO

Shawn and Sabra Charpentier aren't simply just mother and daughter, they're also business partners set on transforming their clients' lives through the power of real estate. Shawn and Sabra's close bond and lockstep goals have made them excellent team co-leaders of the Double S Group at Keller Williams Realty Northern Colorado. It's no surprise to anyone that knows them that they're among the top in the business based on their work ethic and dedication to their business.

Shawn was raised in the Denver Metro area. One of her first jobs was in lending, and Northern Colorado was part of her territory. It was in that role that she met her now-husband, Scott. She quickly saw a future with him and moved to the area to be closer. The pair were married not long after and had four children, including Sabra.

Shawn took some time off to raise their young children, but eventually, she was ready to get back to work. "I didn't want to get back into the loan business. I wanted to have a bit more control over my schedule and be available for the kids more. So I did the next best thing, real estate. I had always been a real estate junkie, so I finally got to take my habit and turn it into an income for my family," Shawn said of her journey to the business. Shawn is celebrating her 10th year in the business this year.

"I was lucky to grow up in Northern Colorado," said Sabra. "After high school, I didn't really know what I wanted to do and I didn't want to spend the money on college for a degree I wasn't sure I would use. I was working three jobs when my mom begged me to help with her real estate business. I quit my barista job and became her part-time assistant. It didn't take long until I was hooked," detailed Sabra.

"At some point, I just decided to get my real estate license so I could do more to help her," Sabra said. She studied for

team spotlight

By **Kate Shelton**
Photos by **Antoinette Smith**,
Antoinette Smith Photography

the real estate test in between her two other jobs and passed the licensure test in 2015. "I always said that real estate would be my five-year plan until I grew up and decided what I wanted to do with my life. Here I am six years later, still going. I think I'll be in the business forever now," Sabra said with a bit of a chuckle.

After Sabra was fully licensed, the pair started building their dream real estate business. "We just work really well together. We complement each other and we each have different strengths. Together we can just bring so much more to the table," said Shawn of their partnership.

They casually refer to Sabra as the hunter/gatherer of the team. It's her job to bring in new business and make the connections. Shawn is on the practical/tactical side of the business. She makes sure all the paperwork is in place and that all of their transactions are moving forward. Both of them are fully involved in the business and they work every deal together.

A big part of their business is reaching younger millennials who may not realize the value of homeownership. "I bought my house when I was just 20," said Sabra. "It became a bit of an obsession, and now I own three houses total - two of them with my sister. I want people my age to see that homeownership is possible and it's incredible for your future. I want to be their resource for that. We're big on education and we want young people to know they can start building wealth, even at a young age. I have established myself as a young REALTOR® but this is an area I see continuing to grow," Sabra added. ...

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“As a mom that gets to work with her daughter every day, there’s a lot of pride in that. Everyone wants their kids to do well, to do better than you have, and it’s been so amazing to see Sabra step up in that role. There have been so many moments that I’ve been so proud of her. She’s great at what she does and I know we’ve changed lives together,” said Shawn.

“We just really care about the people around us and we want to see people set up for success,” added Sabra. “Our number one thing is customer service. We want our clients to know that we’ll be here for them in two months or two years. We want to be that resource for them, no matter if it’s their first or their fifth investment property.”

Last year, the Double S Group accomplished a long-time goal of adding another agent to the team. Alyssa Garcia officially joined them in November 2020 and they’re all excited to see the energy and growth she brings to the table. “Alyssa was a student of Shawn’s at the Keller Williams real estate school. We both thought she would be a great fit for our team. We were thrilled when she asked to join us. She just fits our brand and personality fantastically. We couldn’t have asked for a better person to join us,” detailed Sabra.

The three also rely heavily on their transaction coordinator, Rose Lawrence. Rose has been with the team for three years and makes sure all the deals go smoothly. “We’re just so fortunate to have such an incredible team. We’ve worked hard to build a group that can support our clients well, and it’s paying off,” said Shawn.

“Year over year, we’ve grown from the year before. From when I started to now, it’s incredible,” said Shawn. “With all of our strengths and personalities, we’ve just been able to give our clients the best experience. And the best customer service along the way. It’s amazing to see that.”

Outside of work, Shawn and Sabra both love to travel. Sabra loves to play volleyball and they both enjoy a good round of golf. Shawn is an avid scuba diver and tries to fit it in as often as she can. Shawn and Sabra both have dogs that they lovingly refer to as their ‘fur babies.’ They’re both family-oriented and they love to spend time with their extended family.

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“We are so fortunate to be in a business that can change the trajectory of someone’s life. We are even more fortunate to be in business with others who have the same passions as us. We appreciate everyone that we’ve been able to work with,” Shawn said of their real estate colleagues.

Shawn and Sabra see themselves continuing to grow and adapt in the coming years. They can’t wait to help more people build wealth through real estate and fulfill life-long dreams.

Connect with Shawn and Sabra at www.fb.com/doublesgrouphomes.

