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TABLE OF CONTENTS



08

Meet the Austin Real Producers Team



12

Preferred Partners



18

Real Producer: Christine Moore



24

Cover Release Party



30

Real Producer Rising Star: Cory Culpepper



38

Real Producer Cover Story: Matt Menard



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MEET JAY GAGNE

Jay Gagne is a Raymond James financial advisor who began his career back in 1995. He offers his clients more than 29 years of continuous investment management and financial planning expertise. Jay has achieved a Certification from the prestigious Wharton School of Business in Pennsylvania as a Certified Investment Management Analyst (CIMA), which translates to a deep understanding and knowledge of the available financial options for his clients.

Jay has continually been recognized for his achievements, including the following distinctions and honors:

2019-2024: Forbes Best in State Wealth Advisor

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CHRISTINE MOORE

▶▶ real producer

Written by Elizabeth McCabe

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Is A Game Changer in the Austin Real Estate Scene

“ This is just the beginning... ”

Christine Moore's path to becoming one of Austin's top-producing real estate agents was anything but conventional. From corporate marketing and accidentally flipping homes to building a \$25 million business in just five years, her journey exemplifies her hard work, passion, and a love for helping others during life transitions.

Christine's story began at UC Santa Barbara, where she studied and lived by the beach. "How is my unemployed daughter living oceanfront?" her father quipped during a visit. Little did he know, her time there would lead her to meet the love of her life, Ryan Moore, who is the CFO of Torchy's Tacos in Austin.

"I always wanted to be in marketing," Christine shares. After meeting Ryan, she pursued her professional dreams, moving to San Francisco to work. Later, she and her husband quit their jobs, took out two student loans, and moved cross country to earn their MBAs from Duke University. It was a risky move that worked out.

Christine's marketing journey continued with a summer internship in New York at Pepsi's Mountain Dew, followed by a role at E & J Gallo Winery. "I've always loved wine, and working in the wine industry was amazing. But after having my first son and working 80 hours a week in an office, I realized I needed more flexibility," Christine recalls. She made the decision to leave the job she loved, moving to Southern California to be near her parents. Over the next five years, she had three children.

Not one to stay idle during that time, Christine launched a career coaching business, which she describes as "people marketing." She collaborated with U.S.C. and Pepperdine's Business Schools to prepare students for job searches and also worked part-time as a marketing and business professor. However, her love for Austin continued to grow after frequent visits to see her brother. "We visited two to three times a year, fell

in love with it, and would look at real estate," she says. One of the first places they visited was Torchy's Tacos, not realizing it would become an important part of her husband's life for seven years.

After 15 years wanting to move to Austin, Christine and her family finally decided to move to Austin in 2018. She knew she loved marketing and helping people through life transitions, but wasn't sure what her next career move would be. Having flipped a home by accident and being naturally drawn to helping others, she began brokering off market deals for friends and passing them off to agents. "My husband said, 'I think what you're doing for fun could actually be a paying job. Why don't you become a REALTOR®?' So I started real estate classes and set one, three, and five-year goals for myself. I knew I wanted to work for Compass, but they didn't have a training program, so I started elsewhere."

In a short time, Christine built a thriving real estate business, surpassing her own expectations. "Not only did I have the best time of my life, but I also grew a strong business without even thinking about it," she reflects. Today, she works all the time but finds joy in every moment. "It's my happy place."



This summer, Christine's life changed. She and Ryan have three wonderful boys—Hudson (16), Beckett (15), and Thatcher (12). However, in June, her middle son had sudden cardiac arrest at a school summer camp. Despite being without a heartbeat for over 25 minutes, he is alive due to CPR from a medical trainer onsite, amazing EMS that did not give up, and the staff at Dell Children's Hospital. He now lives with a defibrillator, but still no answers as to why it happened. However, that was not Christine's first experience with a scary pediatric cardiology situation. As background, two years prior, at free routine heart screening through Championship Hearts Foundation, Christine's oldest son Hudson was diagnosed with a totally separate potentially

fatal heart condition called Wolfe Parkinson White. “We went to Texas Children’s Hospital in Houston, and they were able to permanently fix the issue, thankfully” For the past two years, Christine and her family have passionately advocated and raised funds for teen heart screenings. Over the summer, Christine and her oldest son went to Washington DC with Texas Children’s Hospital to meet with Congressional lawmakers to advocate for more pediatric healthcare and raise awareness about heart screenings. On the flight home from Washington DC, Christine received a text that Beckett her middle son Beckett’s heart had stopped, but it was not clear if he was alive. Since that time, the family has started a non-profit called Moore CPR and Heart Screening to offer more accessible CPR training and heart screenings within their beloved Austin community to make it safer for all.

Beyond real estate and heart health, Christine finds joy in bringing people together. She believes in surrounding herself with positive, accomplished individuals who help push her forward. “I cannot have mental drains—there’s no room for negativity.” She loves to host parties to bring new people together. She said, “Life is too short to be lonely, and there are so many awesome people in this world. I want to know them all.”

Christine’s achievements speak for themselves. She closed \$18 million in real estate volume last year and is on track to hit \$25 million this year. She has been nominated as one of Austin’s Top 50 Solo Agents and is a Top 10 solo agent at Compass Austin. “I feel so lucky to be in a career I actually love. I’m a hardcore businesswoman, but I love to have fun and connect with people. I’m so grateful for everything.”

And yet, Christine sees this as just the beginning. “This is just the start. I’ve only been doing this for a few years. This will be a \$100 million business,” she says confidently. However, she has no plans to expand into a large team. “I want to be the only agent on the team. I work the hardest and take my clients the most seriously. When you have clients who trust you with the most important transactions of their lives, it has to be me.”

Christine Moore is not just a top-producing agent in Austin—she is a game changer who brings heart, passion, and unmatched dedication to every transaction. As she continues to grow her business and give back to her community, her future looks brighter than ever.



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Cory Culpepper

Strength. Compassion. Character. Cory Culpepper possesses all of these qualities. Her childhood made her into the woman of strength that she is today.

Raised in Houston with her two sisters, Cory learned the importance of resilience and compassion in helping care for her sister Debbie, who was born with intellectual disabilities due to lack of oxygen at birth. Despite the challenges her family faced, Cory fondly remembers her childhood as a time of happiness and unconditional love. "I feel incredibly fortunate to have such a close and supportive family," she says.

Cory's path into real estate began after her family moved to Austin in 1997, where she became the Residential Leasing Director and Assistant to the Vice President of New Development at Trammell Crow Residential. At the time, the company was new to the Austin market, and Cory thrived in the role, making valuable connections. "I realized I was better in front of people, connecting with others, and building relationships," she recalls. Through her work with Trammell Crow, Cory was inspired by many REALTORS® she met, who encouraged her to explore

the other side of real estate. By 2000, she earned her real estate license and began her career in earnest

Cory immediately found success. "I hit the ground running, and I absolutely loved it," she says. She quickly developed a passion for Austin's downtown

developments and enjoyed helping clients find their perfect home. However, like many others in the industry, she faced challenges during the 2008 recession. As the market shifted, Cory closed out her downtown deals, but anew chapter was just beginning.



Blazes Her Own Trail in Real Estate, Helping Others Achieve Their Dreams



▶ real producer rising star

Written by Elizabeth McCabe

LEAHFAYE
PHOTOGRAPHY

In 2010, Cory married Philip Bramson, and the couple moved to Santiago, Chile, where they explored the beautiful country together while Cory worked as an international real estate agent. Her time in Chile was transformative. “It was an opportunity of a lifetime, and I met some of the best people—friends for life,” she shares. Although her time in real estate there was brief, Cory loved and enjoyed the experience. However, it wasn’t long before she and Philip returned to the U.S. in 2013, where Cory rebuilt her business in Austin.

During this time, Cory faced personal challenges that weighed heavily on her heart. In addition to helping care for her sister, Cory faced her own struggles with years of infertility, several miscarriages and unfortunately, losing her son at preterm birth. Luckily, she never gave up and was determined to make her dream of having a family come true for her and her husband. They were blessed years later by the birth of their daughter, Mila, who is now 6 years old and most recently, they welcomed their precious baby boy, River.

Through it all, Cory’s passion for real estate and for her client’s happiness never wavered. “I’m extremely grateful to help guide my clients through the real estate process and to be of service. Watching my clients’ dreams become a reality and being a part of that experience is incredibly gratifying and so special to me,” she says. Today, Cory is a realtor at Douglas Elliman Real Estate, where she continues to build meaningful relationships with her clients and her peers. Her achievements in the Austin real estate community are nothing short of impressive. She consistently ranks among the top producers, earning numerous accolades for her dedication, service and results. Her name became synonymous with excellence, and she is honored to be part of an exclusive group of top producing agents recognized for their outstanding performance.

As she continues to blaze her own trail in real estate, Cory remains grounded in her values, “I don’t take for granted what I’ve built—my family and my career,” she says. For Cory Culpepper, the sky is truly the limit, and she’s helping others achieve their goals along the way.

“ I don’t take for granted what I’ve built—my family and my career.” ”



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What do you enjoy doing outside of work?

Outside of work, I enjoy working out outdoors, and having memorable adventures with friends and family.

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MATT MENARD



FIFTY CLICKS
PHOTOGRAPHY

►► real producer
cover story

Written by Elizabeth McCabe

FOLLOWED IN
HIS PARENTS'
FOOTSTEPS INTO
REAL ESTATE

Matt Menard, the co-founder of Austin Real Estate Experts, didn't just stumble into real estate — it's in his blood. Raised in Corpus Christi, Matt's exposure to the industry started at home. His father, a Navy Master Chief who managed air operations, transitioned to real estate after retiring from the military. His mother soon followed, and together they formed a small brokerage.

"I can remember them working and meeting with people," Matt recalls. "Back then, I'd help my parents by running streamers and placing multicolored stick flags for open houses to get people's attention. I was intrigued by the whole process." It didn't take long for that early curiosity to blossom into a passion for real estate.

Starting Early: A First Step into Real Estate

When Matt graduated high school in 1982, he headed off to the University of Texas at Austin, where his interest in real estate grew. "While I was a freshman at UT, I started thinking about getting my real estate license, and by May 1983, I had it."

That summer, Matt jumped right into the action, sitting in open houses for various home builders. "There was a lot of growth at that time, and it was easy for people to get financing," he says. By the end of that summer, he had completed seven transactions. The thrill of helping people find their homes, and earning their trust despite his young age, hooked him on the industry for life.

From Sales to Brokerage

After college, Matt spent time in the new home sector, but in 2007, he returned to brokerage real estate, joining Keller Williams. "My business partner, Greg Young, and I grew together as agents during that time," Matt shares. "We were in great training with some of the best agents around the country, and we owe a big debt of gratitude to Gary Keller for his teachings and leadership."

By 2012, Matt and Greg had built a successful team, and it made sense to break away and form their own independent brokerage. Thus, Austin Real Estate Experts was born. "We had fun growing our business and helping more clients," Matt says. "As you spend more time in the industry, you build relationships with past clients, and referrals start coming in."



A Unique Approach to Real Estate

For Matt, real estate is about more than just transactions. It's about creating positive experiences for both buyers and sellers. "We're in the business of helping people," Matt explains. "The seller doesn't have to crush the buyer, and the buyer doesn't have to overwhelm the seller with repair requests. It's about making the process positive and enriching for everyone involved."

With his deep knowledge of the new home industry, Matt and his team have successfully partnered with homebuilders to market properties and assist clients looking to sell their current homes. "About half of our business comes from new homes," he says, "and we're always finding ways to partner with builders and help clients see more of the market before making a commitment."

Growing with a Purpose

While the Austin real estate market continues to grow, Matt's vision for his brokerage remains focused on quality over quantity. "We don't want to become a huge brokerage," he says. "Our goal is to maintain a great culture at work. We meet once a week, talk about the things we're working on, and try to elevate our expertise."

With the aim of growing to around 50 agents, Matt is focused on finding people aligned with the company's vision. "We want agents who share our belief in what the real estate experience should feel like for our clients," he explains.

Family, Football, and Music

Matt credits much of his success to the unwavering support of his wife, Marisela, and their children. "Marisela is amazing — my biggest fan, my counselor after a tough day, and my sanctuary," Matt shares. "I'm beyond lucky."

Their children, Matthew, Brianna, and Bianca, are now making their own marks in the world, outside of real estate. Despite the demanding nature of his career, Matt is grateful for the understanding and patience his family has shown through the years. "Real estate can be a 24/7 job, and sometimes people need help at the most inopportune times."

When he's not working, Matt enjoys cheering on his beloved Texas Longhorns. A season ticket holder since 2009, he's a longtime fan of the team. "I'm a long-suffering fan," he jokes. He's also passionate



about live music, having treasured memories of seeing legends like Tom Petty and Willie Nelson perform.

Life at Home: A Rambunctious Crew

At home, Matt and Marisela are kept on their toes by their two basset hounds, Woodford and Buford. "They're a rambunctious bunch with a lot of personality and character," Matt says with a smile.

“

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Looking Ahead

As Austin continues to grow and attract new industries, Matt Menard and his team at Austin Real Estate Experts are well-positioned to help even more people find their perfect homes. While the market expands, Matt's focus remains the same — providing exceptional service, cultivating a positive experience for clients, and growing his team with purpose and passion.

For Matt, real estate isn't just a career — it's a lifelong calling, deeply rooted in the lessons he learned from his parents all those years ago in Corpus Christi.



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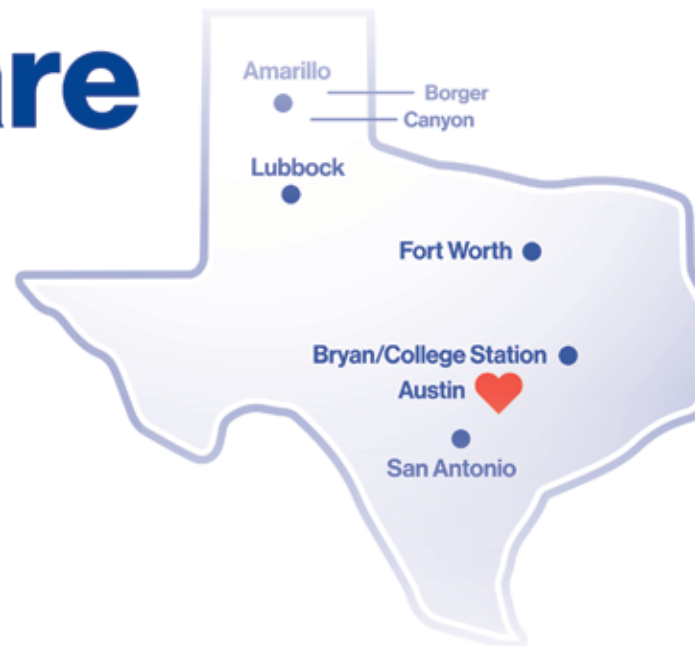
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