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THE *Jo Anne* JOHNSON REAL ESTATE GROUP

Photography by Jason Dotson with Dotson Photography | Written by Megan Taylor-DiCenzo

Since 2013, the Jo Anne Johnson Real Estate Group has consistently ranked in the Houston Business Journal's Top 25 Real Estate Teams in Houston. Nine experienced team members with an impeccable reputation collaborate to provide respect, dignity, transparency, and the best customer service possible for every client every time. Jo Anne didn't expect to become a REALTOR®, Broker Associate, or Team Leader, but God always has a plan.

Jo Anne grew up in Overland Park, Kansas, and attended the University of Nebraska-Lincoln on a full-ride music scholarship while pursuing a professional career as a violinist with The Lincoln Symphony Orchestra

among other solo and ensemble outlets. After college, she worked in Corporate America with a Fortune 500 Company handling everything from national catastrophe and fire/auto claims to special investigation, attorney negotiations, and management.

Jo Anne's husband, Troy, a native Houstonian, also worked as an insurance agent for 25 years. They met in Denver, Colorado on business in the early 1990s and moved to The Woodlands in 1996.

"When we bought our first house in The Woodlands, they had a showcase of homes, and Jo Anne wanted to go," Troy remembered. "I didn't understand why. I said *we*

A RECIPE FOR SUCCESS





I HAD NO PLANS OF BECOMING REALTOR®, BUT GOD HAS A PLAN. BY THE END OF MY FIRST YEAR, I WAS ROOKIE OF THE YEAR FOR MY BROKER. BY MY SECOND YEAR, I WAS JUST SHY OF \$10M. MY BUSINESS WAS GROWING RAPIDLY.

have a home, but she wanted to see the houses, trends, and interior design. Her love of real estate paired perfectly with her corporate experience negotiating large settlements with attorneys.”

Jo Anne left her work as a property claim manager to stay at home with the children. However, when their son, Grant, was starting Mother’s Day Out and their daughter, Ella, was starting kindergarten, she obtained her real estate license at the encouragement of another real estate agent.

“I intended to help a friend part-time, but by the blessing of friends giving me business, I became a REALTOR® myself,” Jo Anne shared. “I had no plans of becoming REALTOR®, but God has a plan. By the end of my first year, I was Rookie of the Year for my broker. By my second year, I was just shy of \$10M. My business was growing rapidly.”

Such quick growth and success prompted Jo Anne to form a team. Currently, Jo Anne’s most tenured team member is Ann Dee Brahms, Buyer’s Agent, who has been with Jo Anne for almost ten years. Next is Buyer’s Agent/Listing Partner, Suzanne Ross, who has worked with Jo Anne nine years.

“My Director of Operations, Ashley Thomas, has been with me for almost five years, and is my co-pilot!” Jo Anne said. “She is a REALTOR®, as are all agents/employees on my team, including Lisa Hoogenboom and Kathy Gregory, Buyer’s Agents; Angel Salas, Transaction Coordinator, Rhonda Perales, Director of First Impressions, and a new Listing Coordinator, who will be joining us this Fall. “We are all equal parts – everyone brings incredible value. And of course, Troy has been with me the entire journey for almost eighteen years.”

The Jo Anne Johnson Real Estate Team is known for its heart and dedication. “We work together to help our clients move forward with the greatest success,” Jo Anne explained. “We take our fiduciary duty seriously in helping our selling and buying clients

navigate around different markets with different circumstances, needs, and priorities, with the utmost goal of protecting their investment. We treat them like family.”

Jo Anne’s secret to success is driving a five-star experience with results. “That’s the only recipe I have,” she shared. “We’re driven by repeat business and referrals. If we’ve done our job exceptionally well, the next time our clients have a real estate need, they contact us. We don’t take that for granted.”

“Her rating is something like 4.99 out of 5 stars,” Troy added. “She loves people and real estate. She likes everything about it. That’s the recipe for her success.”

Jo Anne credits her team’s prosperity to their pledge of transparency and accountability. “I wake up unemployed every day,” she explained. “We work to earn our clients’ business every day. Your home is your biggest investment; you can’t afford laziness, sloppiness, or complacency.”

Along with her commitment to her clients and her team, Jo Anne is committed to her community. “I don’t contribute for recognition,” she shared. “It’s all about making this world a better place. My passion is going deep with local non-profits: Interfaith, The Will Herndon Research Fund (HOPE), Montgomery County Food Bank, Project Beacon, and others.”

Though it wasn’t Jo Anne’s plan to become a REALTOR®, she’s found a vision, mission, and purpose in combining her love of real estate with her sharp negotiation skills. She and her team offer the pinnacle of client service for a move across town, across the country, or around the world. This Compass real estate team points clients in the right direction every step of the way—with God’s help, of course.

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▶▶ real producer

MELISSA KING

A TRUSTED ADVOCATE

Written by Megan Taylor-DiCenzo



MELISSA KING'S JOURNEY INTO REAL ESTATE HAS BEEN DEFINED BY EMPATHY, RESILIENCE, AND AN UNWAVERING DEDICATION TO COMMUNITY. HER STORY BEGAN WHEN SHE RELOCATED FROM TEXAS TO BUCKS COUNTY, PENNSYLVANIA, ADAPTING TO A NEW LIFE FAR FROM FAMILY AND FRIENDS. A DECADE LATER, SHE RETURNED TO THE WOODLANDS, TEXAS. THIS EXPERIENCE HELPED MELISSA UNDERSTAND THE COMPLEXITIES AND EMOTIONS OF MOVING INTO UNFAMILIAR COMMUNITIES—A SENSITIVITY SHE NOW BRINGS TO HER REAL ESTATE CLIENTS.

Melissa's foundation in psychology and early corporate experience gave her valuable skills. After attending Bellaire High School in Houston, she studied psychology at the University of Texas at Austin. She began her career at Accenture, where she gained insight into how technology and people skills intersect—skills that continue to support her in real estate. Melissa recalls, "Those early experiences in the corporate sector were instrumental in helping me gain the confidence, skills, and acumen to run my real estate practice."

At Accenture, Melissa met her husband, and together they started a family. However, her husband's international travel commitments became overwhelming for their young family. "I decided to take a break from Accenture to focus on raising our sons," Melissa recalls. This decision led to their move to Pennsylvania, which was necessary for her husband's job.

After ten years, the family returned to The Woodlands. "Being a Texas native, I wanted my boys to attend college here," Melissa explains. "Our move taught me the complexities of relocating, and I wanted to help others navigate that journey." Melissa's empathy for those relocating, her community involvement, her love of real estate, and

her outgoing nature, made real estate a natural fit. "High school aptitude career tests suggested I should be a real estate agent," she laughs. "They were correct! I truly feel I am where I am meant to be."

In 2016, Melissa obtained her real estate license and began searching for the right brokerage. She was drawn to Beth Ferester & Company, a boutique brokerage based in The Woodlands with a team of high performing professional women who had been in the real estate business for many years.



After interviewing with Beth, she was initially encouraged to go somewhere else with a training program for newer agents. "Beth said no initially because at that time they did not bring brand new agents onto the team, but she called me back the next day and said she had a good feeling about me," Melissa shared. "She allowed me to join the team, which changed my career forever." Melissa reflects. "I was mentored

by incredible women—and, of course, Bob the Broker." She fondly remembers Bob Ferester, Beth's husband, who served as the team broker.

The early years were challenging, but Melissa's perseverance paid off. Her dedication to a listing in East Shore led to multiple opportunities on the same street.

More recently, a \$2.6M listing in The Woodlands Reserve resulted in five additional luxury listings in that neighborhood. Melissa attributes her success to hard work and client referrals. “Clients see my dedication, and that resonates with their friends, family, and neighbors.”

In June of 2023, Melissa joined Compass, leveraging her background in technology to enhance her real estate practice. “Compass’s tools, technology and agents are exceptional, which has further propelled her business and career,” she says.

Melissa prioritizes quality over quantity in her business. “I’m committed to delivering excellence in every transaction,” she states. “I tailor my approach to each client’s needs, offering as much or as little involvement as they desire.” Melissa takes her relationship with other agents and professionals as seriously as her relationship with her clients. “Building strong professional relationships is fundamental to my success,” she said. “We’re all a team—REALTORS®, inspectors, photographers, lenders, title professionals..... We couldn’t do it without one another.”

Beyond her professional team, Melissa has a supportive family. Her husband and two sons, Kyle and Kory, both Texas A&M graduates, along with her two stepdaughters and granddaughters, form her personal cheer squad. Sadly, Melissa’s family recently lost a cherished member: Gracie Rose, her beloved labrador, who was a trained and certified therapy dog. “Gracie passed away earlier this year”, Melissa shares. “Gracie and I worked with Bright and Beautiful Therapy Dogs. Gracie would accompany me to schools and hospitals to provide comfort and support to children in need.” Melissa continues, “I hope to do therapy dog work again when the right dog enters our life again.”

Melissa King’s story is one of adaptability, empathy, and a deep commitment to her clients and community, qualities that set her apart in the real estate field. With each relationship she builds, she carries the insights and experiences that make her a trusted advocate for clients navigating the journey of finding a home.



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Dami Olatunde is a dynamic REALTOR® who holds three degrees, performs as a comedian, and loves his family. He's an all-around great guy who will bring a smile to your face while finding you the home of your dreams.

Born and raised in Nigeria, Dami moved to Miami in 2005 to attend college. There, he obtained a bachelor's degree in accounting followed by a master's degree in business administration. Dami also earned an impressive second master's in management information systems.

While pursuing his second master's degree, Dami started performing comedy skits on Instagram, and his videos became a viral success. Today, he has 518,000 followers. "It was a crazy change of lanes," Dami remembered. "The videos took off, and I started getting comedy bookings. I was asked to MC events."

Dami lived in Miami for ten years before moving to Houston in 2015. "I quit accounting and became a full-time comedian," he shared. "Unfortunately, everything shut down due to COVID in 2020." Once the world was back to normal, he was back to performing stand-up comedy and emceeding events all over the world, while still doing Real Estate full time as well. He goes by the name Aphrican Ace and #MCGoodVibes.



DAMI OLATUNDE

— ATTORNEY, COMEDIAN, REALTOR®, —

— AND ALL-AROUND GREAT GUY —



I'M EXTREMELY CONSISTENT WITH MARKETING AND BRANDING. I POST A LOT OF EDUCATIONAL VIDEOS JUST TEACHING PEOPLE ABOUT REAL ESTATE IN A FUN WAY.

With two careers under his belt, Dami decided to try something new. "Real estate was always in the back of my mind," he shared. "My dad had always encouraged me to get involved in real estate, and what better time to start?"

Dami became a REALTOR® in October 2020. In his first year in real estate, he produced about \$1M. "I had

about two sales that first year," Dami explained. "In my second year, I did about \$6 million. Then, in 2023, I jumped up to \$22 million. I'm excited to see how 2024 will end."

Dami's quick rise to success in real estate is, in part, due to his experience with content creation in the comedy world since 2013.

"I brought that expertise into the real estate field," he shared. "I'm extremely consistent with marketing and branding. I post a lot of educational videos just teaching people about real estate in a fun way."

Currently, Dami represents mostly buyers, but he's trying to break into representing sellers as well. "If I



“I’M TRYING TO REACH A DIVERSE RANGE OF CLIENTS BECAUSE I WANT TO HELP EVERYBODY REGARDLESS OF RACE, CREED, OR COLOR.”

can get as many listings as I have buyers, my numbers will skyrocket,” he said. “I’ve had a few listings, and I’m trying to get more to balance everything out.”

Dami knows about balance; he is a husband to his wife, Garicka, and a father to their two daughters, Zahra (6) and Tiara (4). Dami’s priority is creating family time regardless of his busy schedule. “I make a deliberate effort to have my absences go unnoticed,” he shared. “I like to create fun memories for my family. I also enjoy shooting pool with friends and just having a good time.”

Dami’s future is certainly bright. He’s hoping to build a team to help as many people as possible. “I’d like to keep making a positive impact for my generation and my industry,” he explained. “I’m trying to reach a diverse range of clients because I want to help everybody regardless of race, creed, or color.”

Check Dami out on Instagram at #damitherealtor and #aphricanace today. You won’t regret it.





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