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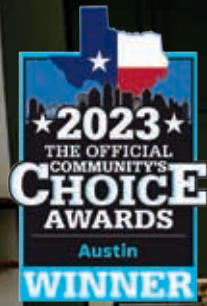
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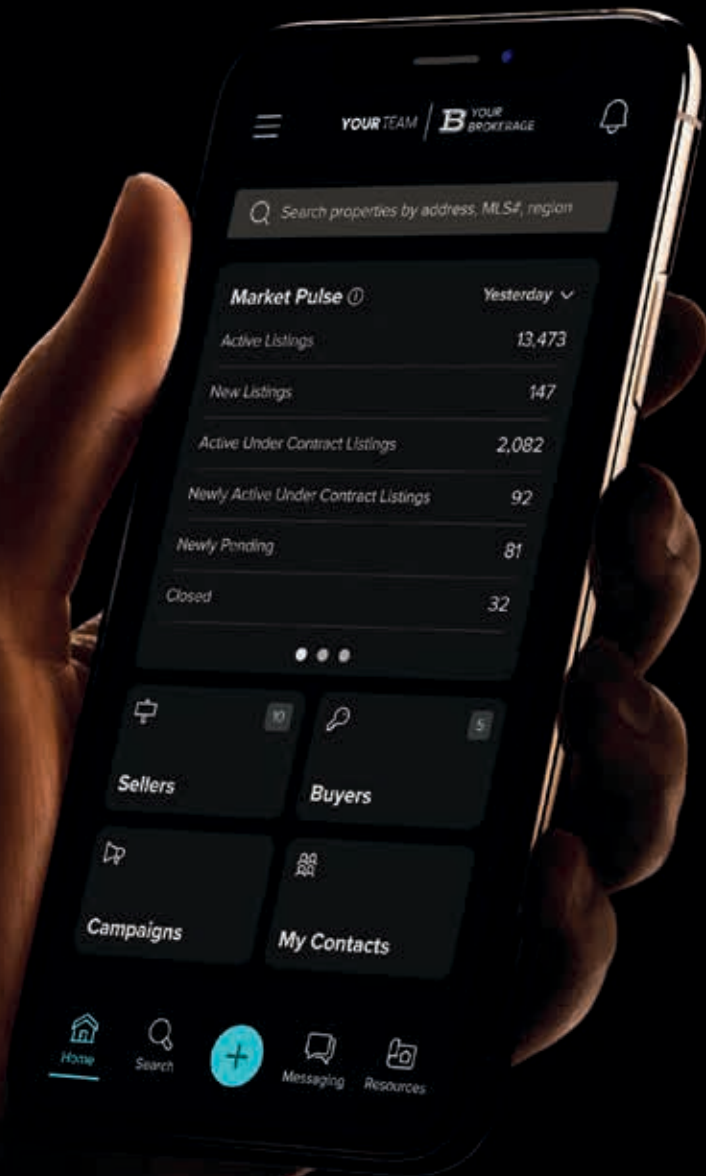
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MARKET STATS

MARCH 2024

TRAVIS

Closed MLS Sales = 1111 Sold Units
DOWN 10%

Avg Sold Price = \$698,967
UP 4%

Avg Original List to Sale Price = 94%
DOWN 3%

Avg DOM = 63 days
DOWN 2%

TRAVIS

\$1M + Market Statistics
Closed MLS Sales = 163 Sold Units
UP 5%

Avg Sold Price = \$1,812,904
UP 3%

Avg Original List to Sale Price = 92%
NEUTRAL

Avg DOM = 75 days
UP 17%

WILLIAMSON

Closed MLS Sales = 793 Sold Units
DOWN 20%

Avg Sold Price = \$483,664
DOWN 1%

Avg Original List to Sale Price = 96%
UP 4%

Avg DOM = 67 days
DOWN 9%

HAYS

Closed MLS Sales = 325 Sold Units
DOWN 15%

Avg Sold Price = \$501,548
UP 2%

Avg Original List to Sale Price = 95%
UP 3%

Avg DOM = 74 days
DOWN 5%

BASTROP

Closed MLS Sales = 110 Sold Units
DOWN 8%

Avg Sold Price = \$421,469
UP 14%

Avg Original List to Sale Price = 100%
UP 9%

Avg DOM = 96 days
UP 28%



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Chris & Kristi MITCHELL



► real producers
Written by Elizabeth McCabe



A Story of Love, Adventure, and Real Estate Success

In real estate, there are tales of triumph, perseverance, and the undying spirit of adventure. The narrative of Chris and Kristi Mitchell, a power couple hailing from different corners of the map, embodies all these elements and more. Their journey, marked by love, relocation, and a relentless pursuit of excellence, culminates in their thriving partnership as luxury real estate professionals with eXp Realty.

FINDING LOVE

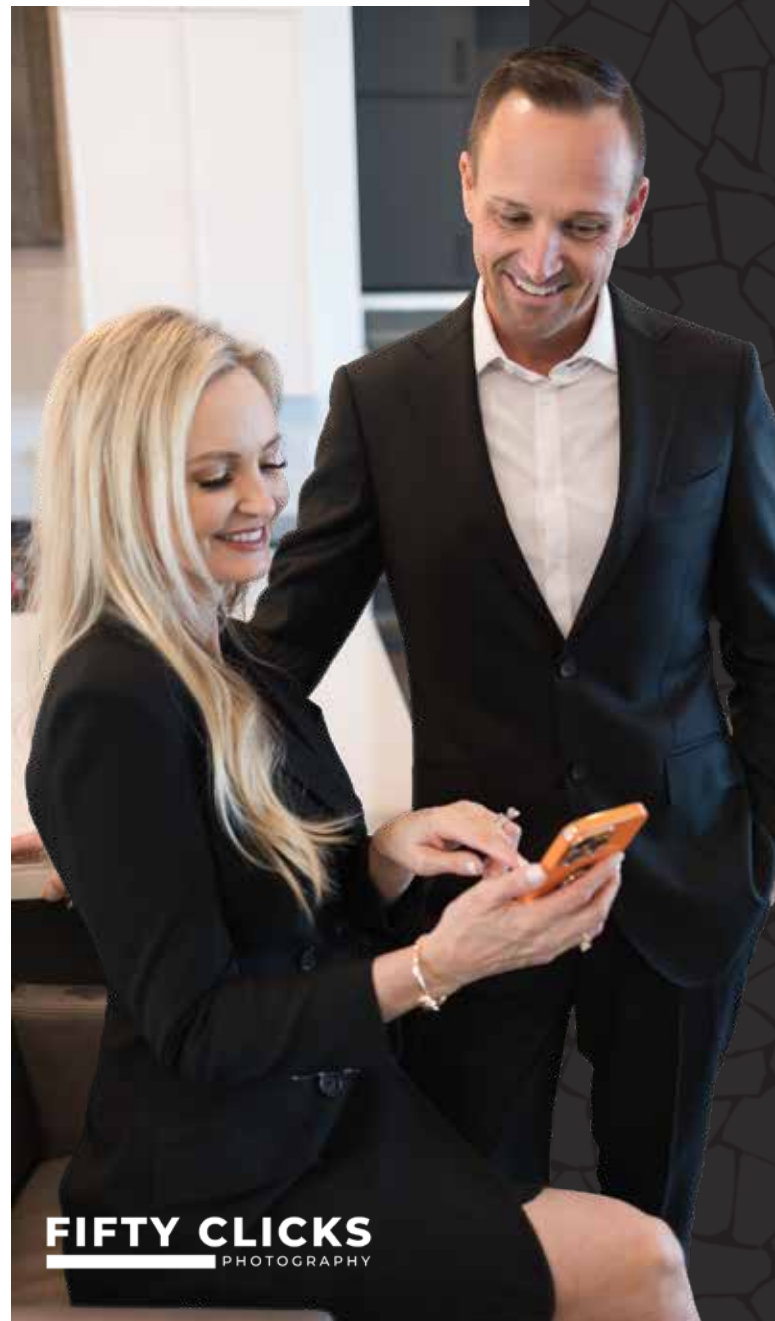
“We were introduced through a friend 8 years ago,” says Chris, who recalls the moment fondly. “She was in Vegas, and I was in California. We started a long-distance relationship for a year, blending our families of five kids and four dogs.” What ensued was a whirlwind journey, encountering trials, tears, laughter, and hard work. Remaining steadfast, we confronted our challenges, bridged the gap between the glittering lights of Vegas and the sun-kissed shores of California, and ultimately exchanged vows to tie the knot.

They moved to Gilbert, Arizona, to live on a golf course, but the scorching desert heat prompted them to seek a new haven. A pivotal moment came during a conversation with a friend, who recounted purchasing a house sight unseen in Austin, Texas. Intrigued, Chris and Kristi embarked on a spontaneous trip to explore the Lone Star State. “I was listening to Kristi while she was on the phone with her friend on speaker,” recalls Chris. He ended up booking a trip while she was on the phone. Little did they know that it was the door to their destiny.

Their journey led them to Bee Cave, a picturesque locale city near Austin, where they stumbled upon their dream home within days of arrival. The decision to relocate to Texas was swift, driven by an instant connection with the vibrant culture and welcoming community.

“

WHAT ENSUED WAS A WHIRLWIND JOURNEY, ENCOUNTERING TRIALS, TEARS, LAUGHTER, AND **HARD WORK.**



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A DYNAMIC DUO

With a background in sales and a skill for forging connections, Chris naturally gravitated towards real estate. Meanwhile, Kristi's organizational ability and attention to detail positioned her as the backbone of their partnership, seamlessly managing paperwork and client relationships. Chris jokes, "Everything I don't like she excels at." He and Kristi are thankful for the people who helped them by pointing them in the right direction.

Their journey into the real estate world began with Coldwell Banker. Under the mentorship of seasoned professionals, they honed their craft and embarked on a journey of success.

Armed with determination and an unwavering work ethic, Chris and Kristi exceeded expectations, achieving an impressive first year in sales. They distinguished themselves in a competitive market through innovative marketing strategies and a commitment to excellence.

Beyond their professional achievements, Chris and Kristi remain steadfast in their commitment to serving their community with integrity and compassion. Their ultimate goal is to leave a lasting legacy of authenticity and genuine care for those they serve, prioritizing relationships over transactions and making a meaningful difference in the lives of their clients.

As they continue to chart new territories in the world of real estate, Chris and Kristi remain grounded by their shared values of love, determination, and a willingness to embrace new opportunities. Their story serves as a testament to the belief that with passion and perseverance, anything is possible.

To see more, visit their website at www.chrisandkristi.com

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Spring Cover Release Party



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Thank You to **Chad Tafs & Total Pro Flooring** for making this event extra special.



OUR PEOPLE ARE WHAT MAKE US GREAT!
LET'S GET TO KNOW OUR PEOPLE!



How long have you been in the title industry?

I joined the title industry about 6 months ago. However, my family has owned and operated title companies for three generations and my mom has been a realtor here in Austin for 25 years!

What is your favorite part of your job?

My favorite part of my job is getting to meet, know and be of service to people. From clients to coworkers, I find so much joy being allowed to make lifelong connections and provide value to people every day.

Alexis Shirley

Business Development Officer
alexiss@capstonetitletx.com
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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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A SHARED COMMITMENT TO CLIENT SUCCESS AND REALTOR WINS

“What sets us apart is our genuine commitment to our clients,” says Clarissa. “We believe that everyone deserves the opportunity to own a home, and we're here to make that dream a reality.” Dario echoes this sentiment, emphasizing, “For us, it's about more than just mortgages; it's about building relationships and making a meaningful difference in the lives of those we serve – and that includes our realtor partners.”

WATERSTONE MORTGAGE: SETTING THE STAGE FOR SUCCESS

Waterstone Mortgage is renowned for its unwavering commitment to its loan officers, ensuring each client receives the personalized attention they deserve. This dedication translates to smoother

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CLARISSA: A PASSION FOR EMPOWERING HOMEOWNERSHIP AND REALTOR SUCCESS

With over 13 years of experience, Clarissa is a top producer at Waterstone Mortgage and a leading lender with the Texas State Affordable Housing Corporation, where she also serves on their Advisory Council. Her background as a Marine wife and dedicated mother instilled a deep desire to help others. This passion translates to a drive to help **you**, the realtor, shine throughout the transaction. Clarissa prioritizes clear and consistent communication, keeping everyone on the same page and ensuring a smooth experience for both you and your client. Additionally, her commitment to finding creative solutions for complex situations can mean the difference between a lost deal and a happy client.

DARIO: CHAMPIONING VETERANS THROUGH EXPERTISE AND REALTOR COLLABORATION

Dario's path to mortgage lending is equally inspiring. His two decades of service as a Marine instilled a deep understanding of the needs faced by military families. This experience, coupled with his expertise in VA loans, positions him as a trusted advisor for veterans seeking home financing. Dario is dedicated to leveraging his knowledge to secure the best deals and service possible for **your** veteran clients, while also keeping you informed and involved throughout the process. “Having Loan Officers who understand military life and VA loans inside out gives us a significant advantage in serving our clients,” says Dario.”

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Together, Clarissa and Dario are a formidable team, combining their unique experiences and expertise to redefine the mortgage lending experience. They are not just transforming houses into homes; they are building a stronger, more vibrant community, one family at a time.



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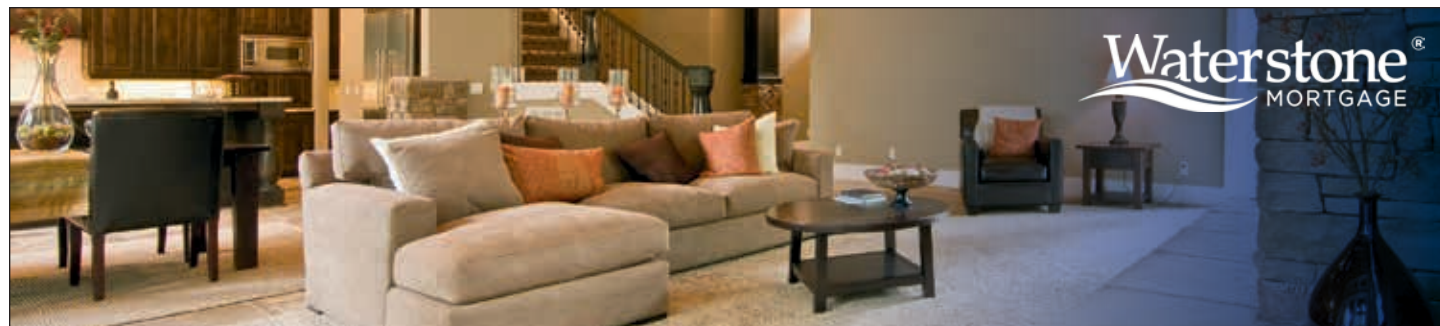
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EMPOWERING SUCCESS:

Leah Petri's

INSPIRATIONAL ODYSSEY

— in *Luxury Real Estate* —

PERSEVERANCE. PASSION. PURPOSE.

Top Producer Leah Petri has all of these qualities.

Her journey from corporate professional to successful Broker Associate at Moreland Properties, leading the Petri Group, speaks volumes to her resilience and

relentless pursuit of excellence. With roots deeply embedded in the heart of Austin, Leah's story is not just one of professional triumphs but a narrative of personal growth and unwavering determination.

Born and raised in central Austin to multi-generational residents, Leah's connection to the city runs deep. After graduating from Westlake High School, she embarked on a journey of self-discovery at Texas Christian University, where she cultivated her entrepreneurial spirit and honed her skills. Upon returning to her hometown, Leah found herself drawn to the fast-paced world of technology, where she spent over a decade at Dell Inc., navigating the intricacies of the tech industry with skill and finesse.

After leaving the technology world to raise her two young boys, she felt a yearning for something that would allow her to channel her creativity and passion in new and meaningful ways. It was during this pivotal moment that she embarked on a journey into the world of real estate. What began as a tentative step, soon blossomed into a full-fledged passion as Leah immersed herself in Austin's dynamic real estate market. Leveraging her connections



within the community and her corporate background, Leah quickly found her stride as a relocation specialist, guiding clients through the complexities of moving to Austin, and developing strong client relationships along the way.

Her dedication and commitment to client satisfaction soon caught the attention of industry peers and experts. Leah's real estate success has grown steadily, earning

accolades and recognition for her unparalleled local knowledge. Her eye for design, renovation, and construction processes also sets her apart, enabling her to offer comprehensive services and bespoke solutions tailored to her clients' unique needs.

When Leah made the strategic decision to move to Moreland Properties in late-2023, it was an opportunity to launch Petri

Group, a team comprised of professionals with broad experience and connections which offers a unique benefit to their clients and a combined 183 years of Austin residency. Petri Group is aligned in their mission to earn clients for life that come back again and again and refer them to all their friends because of their wonderful experience working with the group.



“

My husband has been behind the scenes for most of my career, but he has taken a lot off my plate and been a

KEY PART OF MY BUSINESS.

A TALENTED TEAM

CHRIS PETRI

Chris's wealth of knowledge and experience in business and real estate serves as an invaluable asset to the group. Leah says, "My husband has been behind the scenes for most of my career, but he has taken a lot off my plate and been a key part of my business." Additionally, Chris manages business strategy, operations, and planning.

LAURIE SAULS

Laurie has been Leah's dedicated assistant since 2019, and she keeps the team organized and on track. With a keen eye for detail and a knack for multitasking, Laurie ensures no task goes unfinished, and no client request goes unattended. "She's a rockstar," says Leah. Laurie is currently transitioning to a full-time agent position on the Petri Group team.

CASSIE BALE

Cassie is a licensed CPA with a background in private wealth management. Her financial acumen adds a layer of depth to the group's services, and her attention to detail ensures that every transaction is executed with precision and care. As a graduate of the University of Texas Business School, and as an Austin resident for over 20 years, Cassie also brings an extensive knowledge of the city and local community.

MELISSA LEVINE

Melissa's wealth of experience and professionalism, coupled with her background in human resources and consulting, truly make her a valued asset to the Petri Group. Melissa's entrepreneurial spirit adds dynamism to the team - crucial for the growth and success of the business. Calling Austin home for 24 years, her invaluable knowledge and insights of the city allow her to provide personalized guidance to help clients make informed decisions.

Petri Group:

- Local
- Connected
- Invested
- Results

Looking ahead, Leah envisions a future where the Petri Group continues to flourish, servicing each of their clients with integrity and distinction in luxury real estate. With a steadfast commitment to fostering a supportive team culture and empowering her associates to reach their fullest potential, Leah is poised to lead her team to even greater heights of success.



Her story reminds us that with vision, perseverance, and a generous spirit, **ANYTHING IS POSSIBLE.**



FINAL THOUGHTS

Beyond her professional endeavors, Leah remains deeply committed to giving back to the community that has given her so much. Engaging in philanthropic initiatives both locally and globally, Leah embodies the spirit of service and compassion that defines her character. Currently, she

gives back to Seton Board, Friends of the Children, Austin Pets Alive, The Source, Helping Hand Home, David Phillips Foundation, and Victory School Uganda.

As Leah continues to chart her course in luxury real estate, her journey serves as an inspiration to all who dare to dream big and chase their

passions with unwavering determination. With her indomitable spirit, boundless passion, and steadfast commitment to excellence, Leah exemplifies the essence of success in the ever-evolving landscape of luxury real estate. Her story reminds us that with vision, perseverance, and a generous spirit, anything is possible.

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REAL ESTATE WAS THE **CHANGE** THAT

JACLYN HOUGHTON

NEEDED

Written by Elizabeth McCabe

“I realized 13 years ago that I needed a change in my life,” reflects Jaclyn Houghton, an Associate Broker at eXp, as she recounts the pivotal moment when she decided to embark on a new journey. Having experienced the sudden loss of her father, Jaclyn found herself in a state of reflection, seeking a fresh start beyond the confines of her comfort zone.

With a Fine Art Degree from Syracuse University and a background in bartending and cocktail waitressing in Manhattan, Jaclyn’s transition into the world of real estate was an unexpected yet transformative turn.

“I needed to change something. I wanted to put myself out of my comfort zone and start something new,” she shares, highlighting her desire for growth. She had a few criteria on where she didn’t want to live: “I didn’t want it to be cold. I didn’t want it to be in the Pacific Northwest – seasonal depression is real,” she says. “I also didn’t want it to be too close to home. Austin kept coming up as one of top places to live for young singles.”



Taking a leap of faith, Jaclyn made the bold decision to leave New York and embarked on a road trip with a friend to Austin. Upon arriving in Austin, Jaclyn wasted no time in immersing herself in the local community, seizing opportunities as they presented themselves. Embracing her background in the service industry, she secured a bartending job at a neighborhood joint called Gourmands in East Austin (which has since been closed), where she crossed paths with individuals involved in real estate.

“Two of the owners were in real estate,” explains Jaclyn. “They were brother and sister and owners of the small East

Austin Brokerage, Access Realty.“ I was pretty vocal that I didn’t want to stay in the service industry.” Intrigued by the prospect of a new career path, Jaclyn took a job as a Transaction Coordinator for Access Realty.

“I quickly realized that I was not admin material,” she admits. With ADHD, she realized she wasn’t cut out for a desk job. However, she felt that she would



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I CREATED THIS LIFE
FOR MYSELF IN AUSTIN
OUT OF NOTHING.

do great as a REALTOR®. “They helped me to do that,” she says. Eleven years ago, she got her license and has done remarkably well.

In 2019, Jaclyn partnered with Access Realty, becoming part owner of the company. Several years later, she and others switched gears to Compass. This past October, Jaclyn started a new chapter of her real estate career at eXp. She has now developed her own brand and envisions a tight-knit team in the future that will excel in production.

Over the years, she has cultivated a reputation for trustworthiness and reliability, with clients often viewing her as not just a REALTOR® but a friend and confidante.

As Jaclyn’s career flourished, so did her personal life. She met her husband, Dave, online—a fellow East Coast transplant with a shared love for adventure, the arts, and fitness. Together, they have built a family, raising their four-year-old daughter, Isla, and one-year-old twins, Cole and Skye, alongside their beloved dog, Miles. In her free time, Jaclyn likes to run, spend quality time with her family & friends, and enjoy Austin’s best restaurants & patios.

“I am super blessed,” she says. “I created this life for myself in Austin out of nothing.”

FINDING HER NICHE

For Jaclyn Houghton, real estate wasn’t just a career change—it was a catalyst for transformation, empowerment, and a newfound sense of purpose. As she continues to navigate the ever-evolving landscape of the industry, one thing remains certain—her unwavering commitment to helping others find their place to call home, wherever life may lead.

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