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Megan Gallagher

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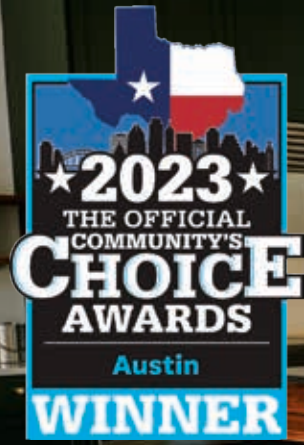
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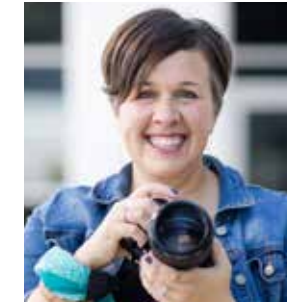
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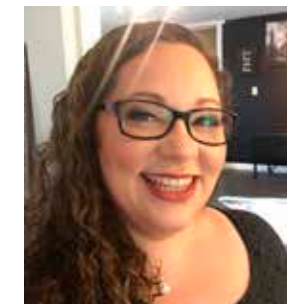
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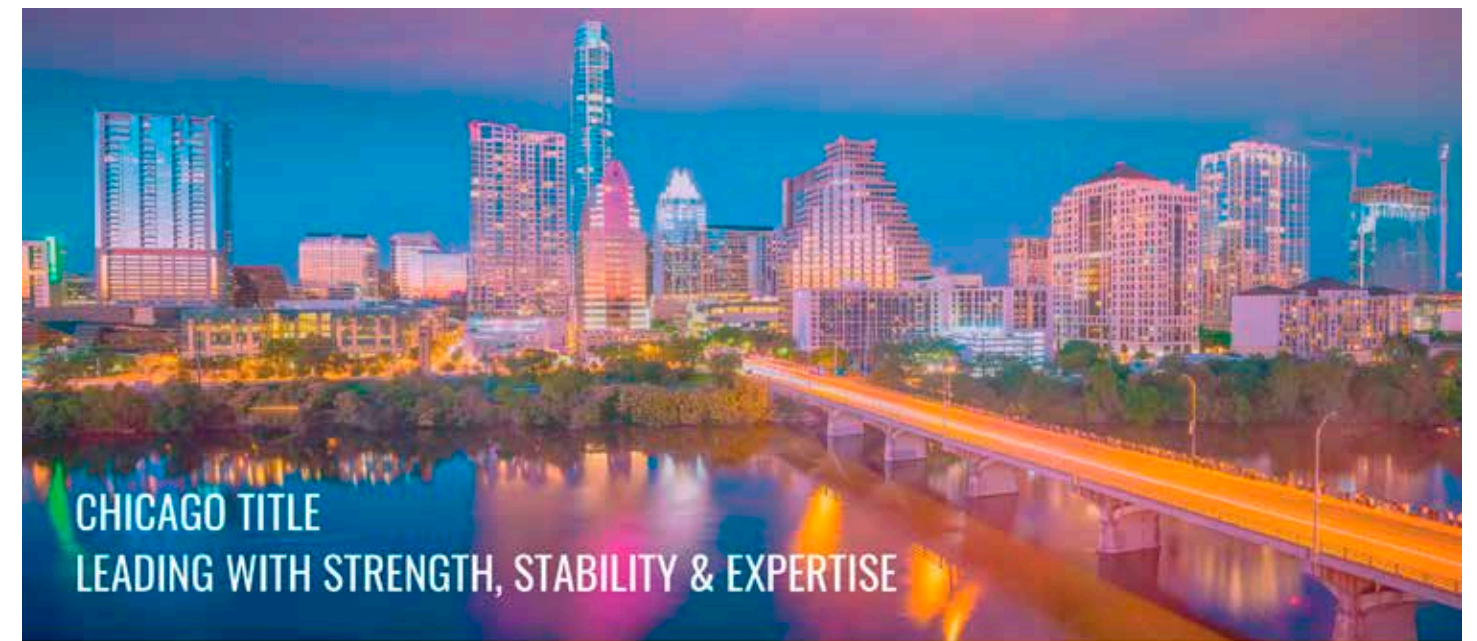
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From the Desk of Chase McRoberts, Team Leader Austin Portfolio Real Estate & Lake Travis

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DECEMBER 2023

TRAVIS

Closed MLS Sales = 789 Sold Units
DOWN 20%

Avg Sold Price = \$681,475
UP 5%

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

Avg DOM = 74 days
UP 40%

TRAVIS

\$1M + Market Statistics
Closed MLS Sales = 105 Sold Units
DOWN 1%

Avg Sold Price = \$1,805,387
DOWN 7%

Avg Original List to Sale Price = 89%
DOWN 1%

Avg DOM = 83 days
UP 77%

WILLIAMSON

Closed MLS Sales = 764 Sold Units
DOWN 24%

Avg Sold Price = \$482,870
DOWN 5%

Avg Original List to Sale Price = 93%
UP 4%

Avg DOM = 77 days
UP 24%

HAYS

Closed MLS Sales = 306 Sold Units
DOWN 20%

Avg Sold Price = \$491,236
DOWN 3%

Avg Original List to Sale Price = 91% -

Avg DOM = 97 days
UP 49%

BASTROP

Closed MLS Sales = 97 Sold Units
DOWN 10%

Avg Sold Price = \$405,147
UP 1%

Avg Original List to Sale Price = -%

Avg DOM = 94 days
UP 54%



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Our firm's experience handling thousands of real estate transactions in the Austin area sets us apart. We've encountered and resolved every imaginable issue: from clearing titles post-mortem, addressing complex probate situations, to removing liens and dealing with challenging scenarios such as evicting squatters - including a notable incident requiring SWAT team intervention.

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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.

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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Written by Elizabeth McCabe

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Overcoming Obstacles and Finding His Purpose and Passion in Real Estate

“I had a childhood that forced me to grow up very quickly” admits REALTOR® Cody Wickham, who was born in Missouri to parents who struggled with various vices. His early life experiences instilled in him the fundamental building blocks of who he is today.

At age 11 he and his younger sister packed up and moved to Stillman Valley, Illinois, to live with family. It was a fresh start for the pair and it was here Cody discovered his love for football. His passion, discipline, and determination made him a natural ball player and would continue to serve him long after he left the field.

Finding His Path

After high school, Cody was very close to joining the Marine Corps, but a last-minute decision led him to college in Wisconsin. While Cody fully respects education today, at that time it just wasn't what he was looking for. He wanted to be part of something bigger and see the world and thus enlisted in the Army as an engineer. He would go on to serve 6 years on active duty, one of those being a deployment to Iraq from 2010-2011.

Cody's deployment was transformative. “It was the best year of my life,” he recalls of his time in Iraq. Inspired by the leadership he served with, he was able to reflect on the life he wanted to build when he returned home. He found that being of service to others was paramount to him.

Real Estate Journey

After his career in the Army, Cody's new mission was finding his purpose. How could he continue to serve? This question would ultimately lead him to the corporate office of Keller Williams Realty International in Austin. Here he gained a holistic understanding of the real estate business from some of the industry's best.



“I worked for the then President of KWRI for a year and a half and received a crash-course MBA in all things Real Estate and Keller Williams” he says. Whether he was observing the inner workings of Market Centers, or learning the roles of agents and their value in the real estate transaction, his time at Keller Williams proved invaluable. It was here that Cody saw the life and impact of the individual agent and knew this was his calling.

Pandemic Pivot and Success

In the midst of the pandemic, Cody made a bold decision to venture out on his own as an agent. Despite the challenges, he embraced his authenticity, which resonated with his clients.

“I'm never going to be that agent dancing on TikTok. I'm never going to dress up in fancy suits or sit in cars that I can't afford.

Nothing against those who do that, that's just not who I am. I'm a simple guy. I am a divorced father that truly loves being outdoors. I love to ride my Harley or be on my boat. I have served in the military, and have lived through some truly hard times and situations. I feel all of this gives me the ability to connect with people from all different walks of life.”



“My clients will tell you that I’m very authentic,” he states. Cody’s commitment to building relationships and genuine connections with clients has resulted in a booming business. Cody emphasizes that he’s not just there for the transaction, but he aims to be a friend and resource that becomes family. “I truly love my clients,” he admits. His business has exploded over the past 2 years with repeat clients and referrals. His authenticity and commitment to making a positive difference in people’s lives sets him apart.

REAL ESTATE CHANGES

LIVES EVERY SINGLE DAY.

I AM LIVING PROOF OF IT.



Passion for Helping Others

Cody’s passion for real estate goes beyond financial success and security. He views it as a way of educating and serving people. He is especially proud of the work he does with younger first-time buyers and veterans. Creating a positive and life-changing experience for his clients and their families remains the sole motivation of his business.

A Dedicated Dad

In his free time, Cody savors time with his 9-year-old son, Baine. “Real estate gives me so much flexibility to be there for my son and provide a life where we can both experience new and exciting things,” says Cody. He wouldn’t have it any other way. “Being a Dad is my ‘why.’”

Living with Impact

Cody’s resilience, courage, and compassion took him from humble and challenging beginnings to growing a thriving real estate empire and becoming an industry powerhouse.

His journey surpasses the realm of real estate and serves as a reminder that one’s past does not dictate their future. Cody Wickham is not just a rising star; he’s a beacon of hope for those striving to overcome adversity and achieve their dreams.

“Real estate changes lives every single day. I am living proof of it. From the agency side of it to being a homeowner myself, this industry affords opportunities in this world that are very hard to match” he concludes.

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NEXT MOVE AUSTIN: *meet*

MEGAN *Gallagher* & EMILY *Waldmann*

Megan Gallagher and Emily Waldmann are making waves in Austin's vibrant real estate scene with their innovative sales approach, creative marketing, and shared passion for the city they now call home. Their journey from the corporate hotel world to becoming a formidable real estate team showcases their resilience, dedication, and entrepreneurial spirit.

Origins and Corporate Ventures

Emily Waldmann, a Seattle native, found her way to Austin 12 years ago after spending time in California. With a background in hospitality, food and beverage, and events, she spent eight years managing events for Bunkhouse Hotels, overseeing brand partnerships with iconic Austin brands like Hotel San Jose, Austin Motel, and Hotel Saint Cecilia, among others. During her time at Bunkhouse, Emily crossed paths with Megan Gallagher, a Florida transplant from Tampa. Megan's background included working in events and public relations with nonprofits before diving into the hospitality industry with Marriott hotels when she moved to Austin in 2015. She then led the sales department for Bunkhouse, setting the stage for the eventual partnership with Emily.

Transition to Real Estate

While working together, both Megan and Emily unknowingly shared an ambition—they had obtained their real estate licenses without each other's knowledge. Both saw a career change as their next step, inspired by their own real estate experiences and families' history in the industry. In 2020, they made the leap into real estate full-time, initially working on separate teams until they established a team together, "Next Move Austin", later that year.



▶ real producers
Written by Elizabeth McCabe

Building Success

Next Move Austin achieved an impressive \$20 million in volume in 2021, their first full year in real estate. They demonstrated resilience and adaptability through the market shifts in 2022, and surpassed \$30 million in volume in 2023. Their clientele spans different price points and areas in and outside of the city, with nearly 100 percent of their business coming from referrals.

FIFTY CLICKS
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With their dynamic partnership, it's clear that the next move for Next Move Austin is toward **EVEN GREATER HEIGHTS.**



In November of 2022, Megan and Emily joined Douglas Elliman, a move that aligned with their goal to stay at the forefront of Austin's booming real estate market while tapping into a national network, Megan and Emily greatly value their relationships, leading them to host monthly events such as clothing-swap parties, yoga classes, and dog park meet-ups. As they say, "Events are an integral part of our business as they are a fun, unique way for us to keep in touch with our community and expand our network. We continue to prioritize them and think of new, out of the box ideas. They also curate a monthly newsletter that highlights unique homes, market insights, playlists, interesting history, and more.

Balancing Act

Outside of real estate, Megan and Emily are active members in their community, including their involvement with non-profits such as Tankproof, The Trail Conservancy, along with volunteering at events including the Texas Book Festival and Friends of the Children's The Big Pickle. remain diligent to continuing education and educational opportunities, along with keeping a pulse on Austin's newest companies, restaurants, and shops. Their dedication to maintaining a balance between professional and personal life along with their philanthropic, involvement allows them to be the best resource possible to their clients and stay an expert on the Austin market.

Looking Ahead

As Next Move Austin continues to grow and evolve, Megan and Emily remain steadfast in their dedication to providing top-notch service, staying connected to their community, and leaving an indelible mark on Austin's real estate scene. With their dynamic partnership, it's clear that the next move for Next Move Austin is toward even greater heights.



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FORGING A LUXURY REAL ESTATE LEGACY:

BUCHER COPPER COLLINS' ROAD TO PARTNERSHIP

real producer cover story

In the ever-changing world of real estate, few agents endure through the decades. Yet, in Austin's luxury market, legends like Kathleen Bucher and Eric Copper stand apart. Blending their strengths, expertise, and businesses, these iconic figures have joined forces with the up-and-coming Zane Collins to form the Bucher Copper Collins Real Estate Group. This partnership is like strands of a rope, strong on their own but unbreakable together, ready to face the industry's future changes and challenges.

Both Kathleen Bucher and Eric Copper boast renowned careers, with accolades such as Elite 25, Luxury League, Platinum Top 50, and commendations from the Austin Business Journal. Their businesses consistently record transactions exceeding \$100 million annually, reflecting their expertise and dominance in the luxury real estate sector.

The amalgamation of these two powerhouses coupled with Zane Collins' emergence as the CEO epitomizes a new era. Zane, mentored by Kathleen and

previously serving as the Director of Sales for The Bucher Group, embodies the evolution from mentee to leader. This transformative merger, supported by their affiliation with Austin Portfolio Real Estate and partnership with prop-tech platform PLACE, propels their collective business into an era of unparalleled excellence.

Pioneering Tradition and Community Connection: Kathleen Bucher

Kathleen Bucher is a seasoned real estate professional with over three decades of experience in the industry, diving into the market in 1991 when technology was a far cry from what it is today. Starting in Austin without a network, her journey began in an era before the internet when face-to-face interactions and old-fashioned methods of door-knocking and open houses were the norm. Her dedication quickly paid off, securing her first luxury listing within a month of starting—an impressive waterfront property valued at \$2.5 million, a rarity at the time.



Kathleen's approach was built on genuine connections. Her success wasn't solely about transactions but focused on nurturing relationships and helping clients transition. This philosophy drove her to excel not just in the luxury market but across all segments of real estate. Recognizing the importance of balancing work and family, Kathleen seamlessly integrated her business into her life, participating actively in her children's activities while expanding her real estate ventures through her extensive network.



FIFTY CLICKS
PHOTOGRAPHY



“ I WANT TO BE ABLE TO MAINTAIN MY PASSION FOR REAL ESTATE, BUT I WANT SOMEONE WHO I CAN TRUST TO RUN THE REST OF THE BUSINESS SEAMLESSLY. - KATHLEEN

Throughout her career, Kathleen’s commitment to philanthropy played a pivotal role in growing her business. Engaging in charitable endeavors allowed her to connect with the community and foster trust among potential clients. She intentionally mentored Zane, instilling in him the core values that defined her success to ensure her service and brand would withstand the test of time.

Collaborating with Zane and Eric, Kathleen forged a partnership that blends mutual respect, similar business philosophies, and a shared sense of humor. This partnership enables her to expand her business and offers a structure that gives her more time to spend with her family and grandchildren, as well as the flexibility to travel. “I want to be able to maintain my passion for real estate, but I want someone who I can trust to run the rest of the business seamlessly,” says Kathleen.

The systems provided by her partnership with PLACE have also allowed Kathleen to gain freedom without sacrificing the business. Kathleen’s story is not just about real estate prowess; it’s a testament to building an enduring legacy through genuine connections and a balanced approach to life and work.

Authenticity, Passion, and Business Excellence: Eric Copper

Eric Copper, a seasoned real estate professional with 19 years of industry experience, began his career in a boutique firm in Austin, swiftly recognizing the need for a comprehensive framework to navigate the complexities of the business. Joining Keller Williams Southwest



insights to his clients, especially in the luxury market, has been a cornerstone. Leveraging his expertise, Eric expanded his business by building a team and fostering an environment centered on excellence and authentic connections.

His recent expansion into the UK real estate market is a testament to his drive for new challenges and opportunities, grounded in his belief in the simplicity of the real estate business when approached with authenticity and dedication to one’s craft. Eric says this partnership will help supercharge and expedite his vision for the future. “I believe together we are going to grow together exponentially at a much faster pace than I could on my own,” says Eric.

From Sign Runner to CEO: Zane Collins

Zane began in real estate during his first semester at the University of Texas at Austin. In need of financial support for his education, he stumbled on a job posting for a sign installer at a local real estate firm. Although initially not the top choice, Zane’s determination led him to this role, starting his journey in the industry in 2010. Balancing coursework for his degree from the McCombs School of Business with hands-on experience, Zane gradually transitioned into an operational role within the company.

He witnessed the intricacies of generating leads and the inner workings of the real estate market, particularly in the early 2010s during the recovery phase from the Great Recession. Kathleen

Market Center under the tutelage of industry icons like Mary Tennant and Gary Keller marked a pivotal shift. The educational foundation provided by KW equipped Eric with the necessary tools, complemented by learning from top-tier professionals within the organization during the golden days of the 2000s real estate market.

Leading the Southwest Market Center during the Great Recession, Eric navigated challenging times, ensuring the company’s profitability. Transitioning back to his entrepreneurial roots in 2011, Eric focused on rebuilding his business. Passionate about the arts, he channeled his energy into supporting fine arts organizations, fostering connections within the community, and making a significant impact on the luxury market. “I am a believer that the foundation of a great community is the fine arts,” says Eric. His involvement in the arts allowed him to connect with influential individuals, facilitating organic connections that grew his business.

Eric’s success story isn’t just about transactions; it’s about authenticity and genuine passion. His commitment to providing exceptional service and valuable

saw Zane's potential and offered him increasing responsibilities in both operations and sales.

Having supported himself through college and having felt the tension from tight finances, he was determined to create a life of financial stability and success. "I graduated school and it was time to make a decision: Do I want to use my degree to make \$35,000 a year and likely have to go to graduate school, or stay in real estate and start as Kathleen's buyer's agent despite lacking financial stability in a commission-based role?" Zane's years of lead generation for Kathleen fostered a natural transition into a buyer's agent position.

Zane's exposure to the industry's transient nature and the struggles of retaining agents underscored his drive to make a difference in other's lives in the same way that Kathleen had for him. The daunting task of building and growing a team amid market shifts and limited infrastructure emphasized the challenges of agent retention. His resilience through it laid the groundwork for invaluable learning experiences in team management and market navigation.

The turning point in Zane's career arrived during the team's partnership with PLACE in 2020. This period marked a paradigm shift, as infrastructure and mentorship transformed agent retention rates positively. The power of partnerships and the pivotal role of trust and process became evident, propelling the team's success to new heights. Despite market shifts and structural



changes, Zane's commitment to nurturing and supporting agents to improve productivity and provide long-term career paths remains a constant in his ever-evolving journey in real estate.

Partnership: A Strategic Alliance Defining the Future

Their partnership isn't merely about merging businesses; it's a strategic response to an evolving industry landscape.

Today, the team focuses on providing concierge services, leveraging robust marketing and technology tools, and becoming advisors with hyperlocal expertise and a global outlook. Eric underscores the importance of aligning with PLACE, a broker-agnostic services and technology platform that powers agent recruiting, productivity, and operations, as well as provides enterprise-level back-end support, so the team can adapt to changing consumer needs and provide the highest level of service possible. "Backed and advised by Goldman

Sachs and led by executives with deep experience from some of the world's top corporations, PLACE provides me with insights and reach that I cannot find through a brokerage or on my own," says Eric.

Zane emphasizes the value of partnerships fostering opportunities for burgeoning real estate talent and the level of support the collective team can provide. Their combined expertise spans diverse real estate domains—residential, luxury, land, development, and investor relations—providing comprehensive solutions for clients seeking generational wealth and personal fulfillment. However, their collective wisdom isn't solely beneficial to clients; it nurtures growth opportunities for professionals seeking to align with this thriving enterprise.

For Kathleen, this partnership signifies the culmination of efforts in fostering growth ecosystems. Her journey with PLACE has been transformative, solving critical issues around attracting and retaining top producers. Creating pathways for Zane to assume a leadership role exemplifies the legacy she envisioned—a testament to her dedication and commitment to fostering talent.

In a market that demands resilience and adaptability, the Bucher Copper Collins Real Estate Group emerges as a beacon of unwavering commitment to client success and professional growth. Their legacy isn't confined to closing deals; it's about nurturing talent, fostering partnerships, and shaping the future of luxury real estate in Austin. As they pave the way forward, their aim remains clear: to continue thriving, setting new benchmarks, and creating a legacy that transcends transactions—it's about building lasting relationships and opportunities for all.

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Written by Elizabeth McCabe

VIKTORIIA JONES

A JOURNEY OF SUCCESS & DEDICATION
IN AUSTIN REAL ESTATE

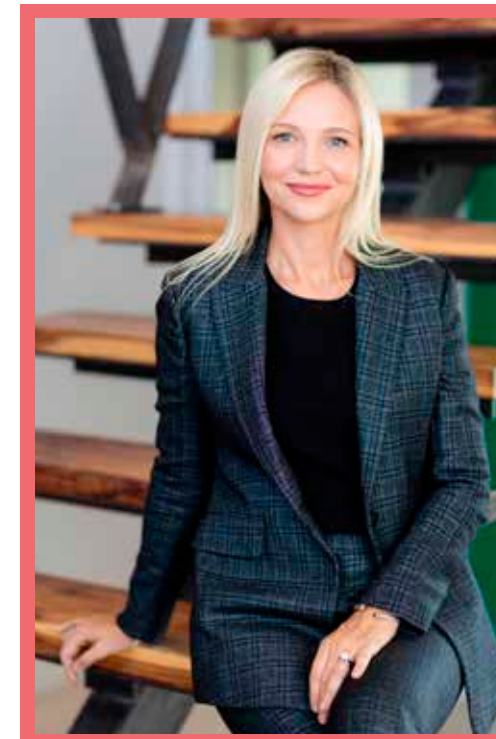
A decade ago, Viktoriaa Jones embarked on a remarkable journey that has propelled her to the forefront of the real estate industry in Austin, Texas. Originally from St. Petersburg, Russia, Viktoriaa's narrative is one marked by determination, resilience, and a profound commitment to the real estate market.

Relocating to Texas proved pivotal for Viktoriaa's career in real estate, a decision influenced by her husband's deep familial roots in Austin. With a diverse background in economics, business, hotel and hospitality, as well as event planning, Viktoriaa discovered her true calling in the dynamic realm of real estate. Her husband's family, entrenched in Texas for generations with extensive land holdings, further fueled her passion.

Entering the real estate arena seven and a half years ago, Viktoriaa, armed with a Bachelor of Arts degree in Tourism and Hotel Management and a successful career in event planning, seamlessly transitioned her skills to the real estate domain.

INTERNATIONAL RECOGNITION

Viktoriaa's client base extends internationally, encompassing patrons from Ukraine and Russia and other parts of the world, with an impressive 80 percent of her business originating from referrals. She adeptly facilitates property acquisitions, including some conducted through online transactions.



Acknowledging the guidance of influential coaches such as Brian Buffini and Tom Ferry, Viktoriaa set ambitious goals, ultimately achieving the coveted position of the top realtor at her brokerage for two consecutive years. In 2021, she assumed the role of a national speaker, adding another accolade to her burgeoning list of



achievements, all while maintaining a delicate balance between her professional and personal life.

DIVERSE INTERESTS

Beyond her professional endeavors, Viktoriaa engages in her passion for tennis, participating in various clubs and enjoying doubles matches. Her travels with her husband, Matthew Johns, contribute to her adventurous spirit.

A RESPECTED REALTOR®

Reflecting on her accomplishments, Viktoriaa has amassed an impressive volume of \$1 million in commissions over the last two years, with \$850,000 in gross commissions the previous year. Recently transitioning to @properties Christie's International Real Estate, Viktoriaa aims to enhance the level of resources and service she provides, leveraging the international presence of the organization.

Viktoriaa's success is rooted in her integrity, professionalism, and sense of responsibility. Her communication skills, founded on trust and dedication, foster lasting connections with clients who often become lifelong friends. Actively engaged in the community, Viktoriaa stays abreast of market opportunities, augmenting her ability to serve clients effectively.

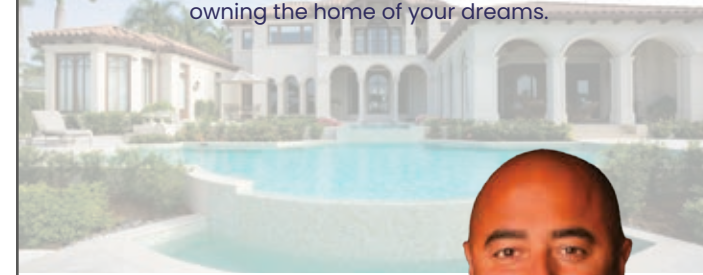
Viktoriaa Jones not only stands as a highly accomplished REALTOR® but also as a compassionate and helpful individual. Her journey exemplifies the transformative power of hard work, dedication, and an unwavering passion for one's craft in achieving unparalleled success in the fiercely competitive world of real estate.



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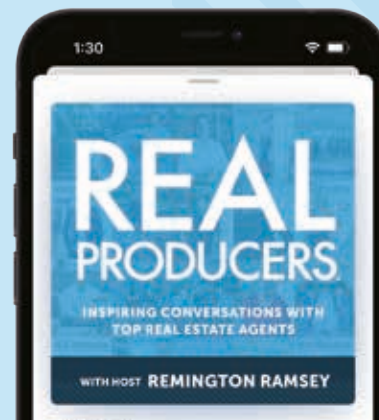


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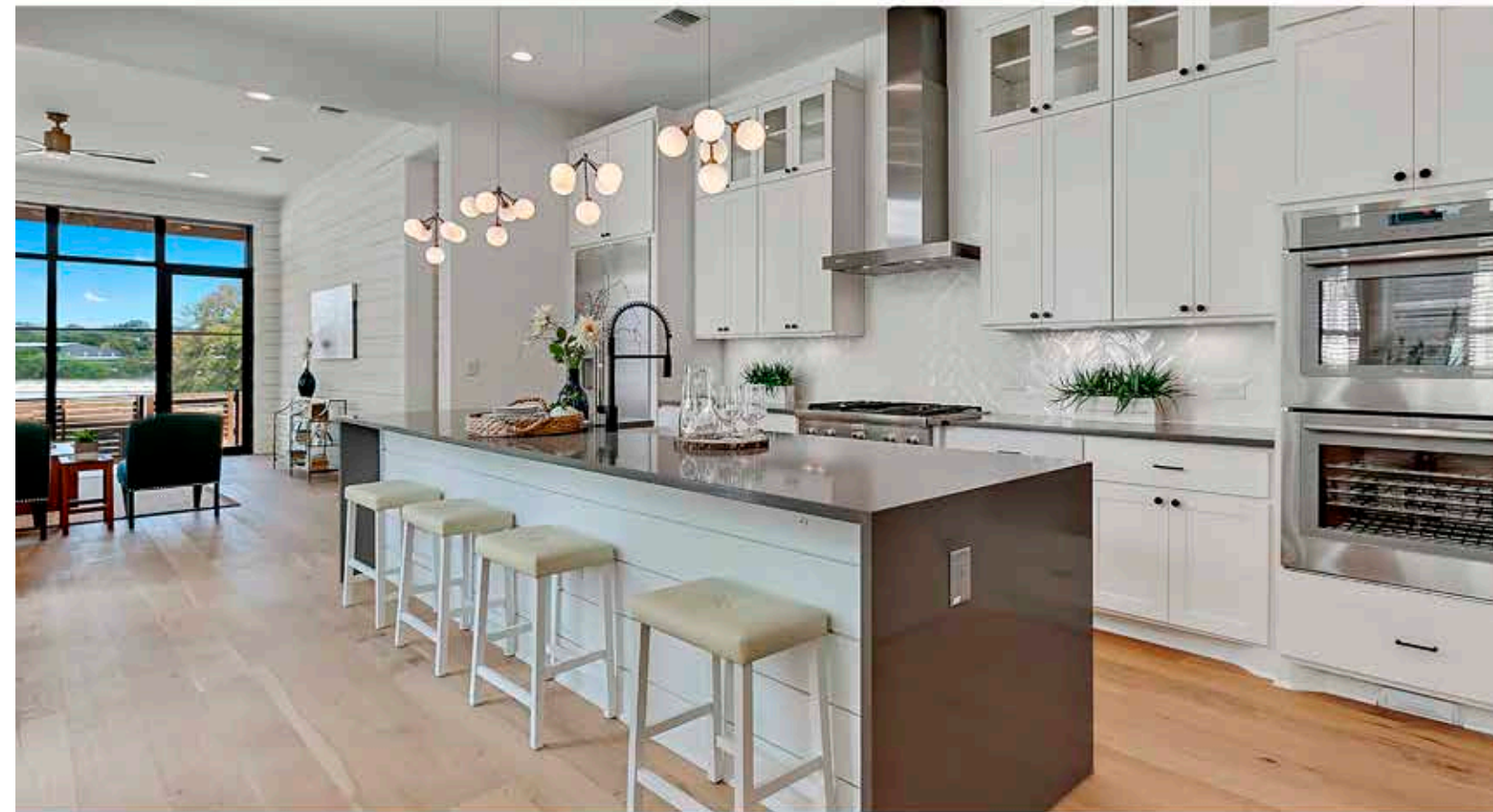


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