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TOP AGENT STORIES

THIS MONTH

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Krissy Collins

Zac Sagay



NOVEMBER 2024

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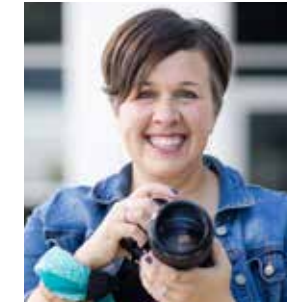
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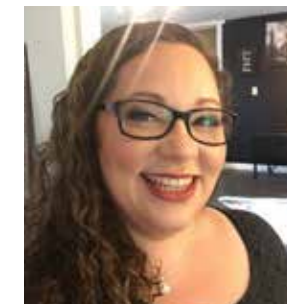
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real producer cover story

Written by Elizabeth McCabe

"I grew up in the real estate industry with my dad being a luxury builder," says Shelby Johnson, a top-producing REALTOR® with Sotheby's International Realty. "He moved us to Texas in 1999 for his career. As a teenager, I would sweep out houses," she comments. "My dad is an artist when it comes to building. He can walk on a lot and paint a picture for you." Seeing him turn his vision into reality. From an early age, Shelby was immersed in the world of luxury real estate, which laid the foundation for her passion for the industry and set her on a path to becoming a successful entrepreneur.

Growing up in Lake Travis, Shelby wasn't just exposed to the world of real estate—she thrived in the competitive world of sports. "I was an athlete—always community-driven," Shelby explains. She played competitive volleyball from the age of eight, went to the Junior Olympics every summer, and even won a state championship. "I was always the team captain, and I love winning," she says. Her leadership skills on the volleyball court translated into her future career in sales, where her drive and determination would shine.

At 15, Shelby made a life-changing decision: she chose to become an entrepreneur. Her first job was in sales at a boutique, where she quickly learned the value of customer service and building relationships. "My first client bought \$500 worth of clothes, and it was an amazing feeling. I knew then that I was great with people," Shelby recalls.

By the age of 18, Shelby had taken her sales career to the next level by opening her own office in Colorado, managing a team, and running direct marketing campaigns for corporate clients like Kroger. "That was the biggest choice I made that set the stage for where I am now," she says. "I was talking to 300 people a day, motivating my team to sell products." She also learned the ins and outs of business.





I'M HERE TO MAKE
IT A POSITIVE AND
SEAMLESS PROCESS.



After spending time in California opening a direct marketing company, Shelby transitioned back to Austin and into the real estate world, joining the family business as a project manager first. Her passion for sales never waned. "I knew I was a salesperson at heart," she says. "Working with family was great, but I wanted to make the business my own."

Shelby's career in real estate took off when she joined Sotheby's International Realty five years ago. Her clients, many of whom she considers family, benefit from her concierge-level service and her commitment to making their experience enjoyable. "So many people have had negative experiences

in real estate, but it shouldn't be that way," Shelby says. "I'm here to make it a positive and seamless process."

After serving as a firefighter for 15 years, Shelby's husband has now joined her team. "He's the analytical side, and he helps ground me," she says. Together, they're growing their real estate portfolio and expanding their services to better serve their clients. "I want to be a one-stop shop for my clients, providing whatever they need. One client needed their house painted and new carpets, and I got it done in a week. I'm there to hold their hand throughout the process." Shelby's success speaks for itself.

Outside of real estate, Shelby loves spending time outdoors, hiking, and exploring trails. She and her husband are also working on building an 8,500-square-foot spec home in Lake Travis, a project that reflects her passion for luxury real estate and her family's deep-rooted expertise in the field

With her winning mindset, dedication to service, and a lifetime of experience, Shelby Johnson continues to excel in real estate, offering her clients the signature service that has set her apart as a top producer.

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Zac Sagay Has Overcome Obstacles &

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Zac Sagay, a REALTOR® with Silver Real Estate Group, is an overcomer. He has risen above adversity to be the man of influence that he is today. His perseverance, coupled with his persistence, has been impactful in his life.

Born in Southern California, Zac spent his early years in Los Angeles before moving to Orange County, where his love for the beach and football took root.

“I’ve always been a huge fan of the beach,” he shares. He played football in high school and his athletic talent earned him a scholarship to UC Davis as a wide receiver. However, a knee injury in his third year changed the trajectory of his life.

“I interned with a n NFL sports agent,” he comments. It was an unpaid internship and Zac began working in the hospitality industry at a top Michelin-starred restaurant. “The high-level hospitality environment hooked me,” Zac recalls. “Every detail was carefully thought out. It was like a perfect dance.” His natural leadership saw him rise to general manager, but the intense stress and long hours began to take a toll on him.

A little over a decade ago, Zac hit a breaking point. Struggling with drugs and alcohol, he made the life-changing decision to leave California and move to Austin, where his mother had lived for 30 years. Managing restaurants for a short time, Zac faced another turning point when he got his second DUI. It was then that he decided to make a significant change: he got sober and pursued a new path in real estate.

Embraced the Power of Positivity to Soar in Life and in Real Estate

Never Give Up

Written by Elizabeth McCabe



“I got my real estate license in 2016,” Zac says. “But I wasn’t ready to jump into the field just yet. I had to learn how to live first.” Zac took a three-year hiatus from real estate, focusing on his sobriety and rebuilding his life, starting from scratch. “My credit score was 400, I had little money, but I was determined to take small steps forward.”

With his renewed focus, Zac slowly started building his real estate career. In 2019, after tearing his ACL playing basketball, he had to pause and reassess his life again. At the time, Zac was juggling multiple jobs, from personal training to social media management. “I was doing too much,” he reflects. “It was time to fully commit to real estate.”

Once he made that decision, things began to fall into place. Zac’s real estate career took off, with his first year yielding \$3 million in sales, followed by \$5 million and \$6 million in subsequent years. In 2020, Zac joined Brien Silver’s team at Compass, and his business flourished. “I am so grateful for everything I’ve been through,” Zac shares. “I can’t have a bad day because of where I’ve been and how far I’ve come.”

Zac’s positive mindset is central to his success. “Some may say I’m toxically positive,” he laughs. “But I see it as a strength. Every day, I remind myself to take small steps forward and stay consistent.” His daily affirmations, combined with unwavering commitment, have fueled his rise in real estate. “I wrote down every day: I am committed to selling \$10 million in 2023, and I will continue to put forth extraordinary effort until I do so, no matter what. There is no other way.”

Beyond his professional success, Zac’s personal life is filled with joy and blessings. He met his wife, Becky, before his real estate career took off, and they recently celebrated the birth of their daughter, Remi. “Becky has been my rock,” Zac says proudly. “She met me when I didn’t have anything and loved me for who I was. Now, she’s thriving as a hairstylist, and we even opened a salon (dandy hair co.) together this year.”

Zac’s hospitality background continues to influence his approach to real estate. “I treat my clients like family,” he says. “It’s not just about transactions. It’s about showing up with a toolbox if



Every day, I remind myself to take small steps forward and stay consistent. ”



FIFTY CLICKS
PHOTOGRAPHY

needed or being a part of their lives. It’s all about bringing value to this world.”

This year, Zac is on track to achieve \$15 million in sales, surpassing his previous milestone. His journey is a reminder that no matter what obstacles life throws your way, with the right mindset and determination, success is always within reach.

From the restaurant industry to real estate, Zac has embraced the power of commitment and is now living a life he once could only dream of. As he puts it, “Things that I never thought possible are coming true.” This Top Producer wouldn’t have it any other way.

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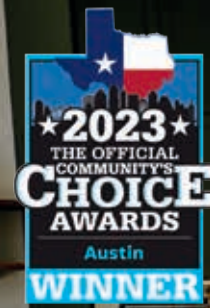


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meet
KRISSY
COLLINS

with the K House Group Showing Homes on the Big Screen!

Written by Elizabeth McCabe

Krissy Collins, the mastermind behind the K House Group, is a true Austin local with an inspiring story of transformation. Born and raised in Austin, Krissy has seen the city evolve into the popular city it is today. Her journey from leasing up new construction apartment complexes to closing multi-million-dollar real estate deals speaks volumes of her drive and determination as well as her passion for her hometown.

TAKING REAL ESTATE TO THE NEXT LEVEL

After graduating college, Krissy found her passion in real estate when she was selling new construction luxury apartments in North Austin in 2011. Learning all she could in apartment sales, and seeing the bigger picture of her career, she realized the next jump was getting licensed and selling real estate. "I couldn't keep selling a maxed-out number of apartment units and build my sales up to where



I wanted. There was always a glass ceiling in that job," she admits. "I was burnt out and saw more for myself."

In search of a new path, Krissy got her real estate license and began working for a team structured type of brokerage. She kept her eagerness for learning at the forefront of her mind striving to build experience and expand her knowledge. "I started as an inside sales representative, cold calling for expired and withdrawn listings. It was very fast paced and stressful. I made maybe \$20,000 a year for the first year or two," she shares. But everything changed when a friend, Julie at Capital Title, gave her a nudge of encouragement. "You've got this, and you're going to have a success story," she told Krissy.

That push led her to join Reilly REALTORS®, where she found the camaraderie she craved. "We became a family, cheering each other on," she says. "It wasn't about one person winning; we could all win together. That really stuck with me and is why I decided to build a team myself." After Reilly REALTORS® merged with Realty Austin, Krissy's career soared. Now, going on year 3 with her broker's license, she's built a team with Compass and they are on track to hit a quarter of a billion in sales this year. She has also landed a TV host gig for the show "Selling Texas!" which showcases the lifestyle of cities and towns Krissy keeps near to her heart, so the viewing audience can fall in love with living in Texas just like she has. She is able to feature beautiful homes for sale on the show, which is a huge advantage to her sellers. "This exposure for my clients is next level. I can't even begin to tell you how excited I am for this opportunity," she says.

TAKING REAL ESTATE TO THE BIG SCREEN!

She recently landed a very exciting gig with American Dream TV Network, an Emmy nominated show, hosting a real estate series called "Selling Texas!" where she will be interviewing business owners of restaurants, event spaces, bars, wineries, sporting event facilities, you name it; as well as showcasing her beautiful listings to give her sellers even more exposure in the market. "This is a huge opportunity not only to show more of what I love about my hometown, but also help my sellers broadcast their properties globally," she explains. "In a market like this we are in, every little detail matters and this platform is going to widen the exposure my clients will be able to get. I will do anything to help my sellers maximize their home sales, so this is huge for them!"

The show will include Austin and the hill country suburbs, as well as Ft Worth where she spends a lot of her time. She has expanded her business up there, and has fallen in love with the small towns that surround the

big city. "One of the biggest relocation transitions is between Ft Worth and Austin, so knowing both of these cities has exponentially grown my business," she says.

Krissy starts filming in October and the first episode will air in November. There will be multiple chances to produce many episodes over the course of 2025, and Krissy is constantly keeping her eyes and ears open for the chance to meet with business owners in both the Austin and Ft Worth areas to showcase the lifestyle of living in these cities to the public, captivating the real life feel of what these booming Texas cities are all about. "This is so exciting, and I can't wait to have this creative outlet in addition to everything else I love about selling real estate."

AN EXCITING NEW DEVELOPMENT IN HILL COUNTRY

Krissy recently secured a multi-million-dollar development deal that she is incredibly excited about. "It's in the most beautiful part of Hill Country, in an area that is booming. The lots



real producer

are gorgeous with so much usable land, and the views are stunning.” The development is located in Driftwood, a hot new hub that’s seeing rapid growth, especially with the Driftwood Golf Club right in the heart of the area, and the local restaurants and businesses that give the community such charm.

The project spans 25 acres, and each lot size is still being determined, but most likely will be at least an acre and a half, set amidst beautiful trees and elevated landscapes. Krissy is taking on a key role in selling this highly sought-after land. “This is the kind of opportunity agents dream to be a part of” she says. The community will feature homes ranging from 4,000 to 5,000 square feet, priced upwards \$4 million. Each home will require at least 75% masonry and include a three-car garage, setting a prestigious standard for this exclusive neighborhood. You can bring your own builder, and there is no time restraint on building.

BUILDING A STRONG TEAM

As her business continues to grow exponentially, Krissy is laser-focused on building a team alongside Rebecca Gindele, her other principal agent she has collaborated with for the past 8 years. We want to create a culture in the team that matches our hustle and drive. “I need a strong team to support all this I have manifested in my head,” she says with determination. “I’ve been working tirelessly for over a decade, and now I need people under us who can keep up. We’re going places, and I need to know who’s coming with me.”

Krissy is looking to support her business, keep it thriving, and with that she realizes she needs strong agents next to her. “I’m a single mom, and my business is my baby. I want to

protect it and ensure everything I’ve built continues to thrive” she says passionately. “Let’s go!”

FOCUSED ON FAMILY

When not selling real estate or filming for the Tv show, Krissy enjoys spending time with her two children in the kitchen teaching them how to cook healthy meals. She also loves to watch her son practice his techniques for baseball in the front yard. “I try my best to throw pitches to him, and even though he tells me I’m a terrible pitcher, we still have so much fun out there playing together,” she giggles. Her kids are what drive her, and Krissy focuses on building her business to potentially hand over to one of her kids one day. “My daughter and I joke sometimes that she will be running my company, that girl is a firecracker!” she laughs.

Krissy Collins is making a significant impact in Austin’s real estate market, not only by helping homeowners present their listings perfectly on the market to maximize their sale, but she is making a mark in multiple communities by supporting local businesses and giving back to those she believes in. She continues to hustle, mentor, and build her brand, proving that with the right mindset and believing in herself, there’s no limit to what she can achieve.

“I’m excited to keep learning, evolving, and pushing boundaries,” she says. “Austin has always been my home, and now that I’ve adopted a second home in Ft Worth, there’s more opportunity for me to share all the love I have in my heart for real estate and those involved in it.”



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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?

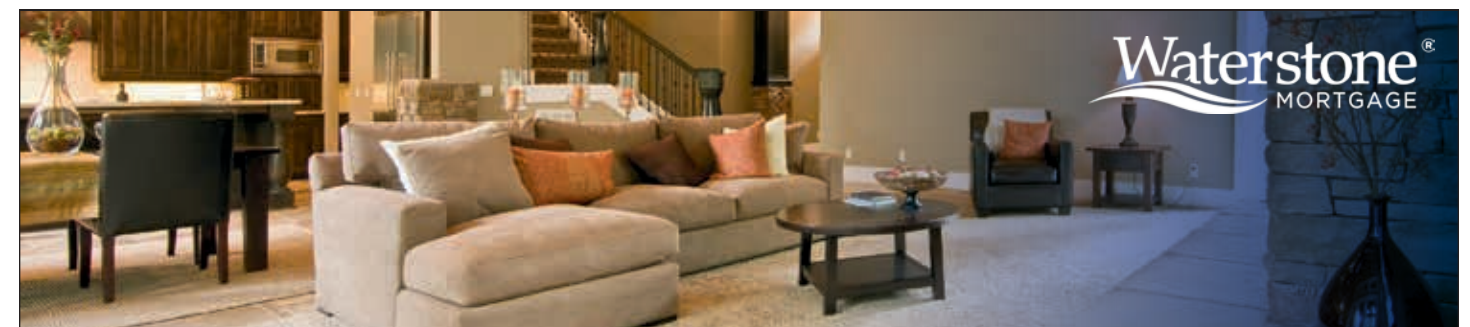
My favorite part of my job is getting to meet, know and be of service to people. From clients to coworkers, I find so much joy being allowed to make lifelong connections and provide value to people every day.

Alexis Shirley

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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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AUSTIN NATIVE – COMMUNITY ADVOCATE

Clayton is a proud native Austinite, born and raised in Highland Park West, freely roaming the oak-shaded streets below Mt. Bonnell. He eventually followed his mom's wise footsteps into residential real estate - but his path wasn't typical.

Clayton fondly remembers his time playing and making trouble at Camp Mabry, back when it was closer to the northwest corner of town. "Growing up, my backyard was separated from Camp Mabry by three-strand chicken wire until after 9/11," he says. However, life changed dramatically when he lost his only brother, Graham, to cancer in 1989.

Clayton poured his energy into soccer and tennis growing up, starting at Highland Park Elementary then on to the Courtyard Tennis & Swim Club in the early 1980s. Highly competitive from an early age, he beams when reminiscing about helping the McCallum High School Knights win the district soccer title in the last game of the season, against rival Anderson. "I'll never forget that night at House Park. I scored the first goal, and we triumphed 2-1."

Clayton enrolled in Vanderbilt University, and Music City came a-calling. Nashville was "a lot like Austin; it was a great college town, green rolling hill country, and awesome live music, so I wasn't homesick for long," he says. In 1995, Clayton graduated with a B.A. in Communications and moved to Washington, D.C. His stint in D.C. was enriching but short-lived; after a year there, while stuck in a blizzard, Clayton had an epiphany - his warm blood was calling for his original home: Austin!



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- ROBERT M



While flying back from D.C. to Austin, Clayton sat beside Kerry Tate, who was at the time the first female head of the Chamber of Commerce. (His dad, Dan Bullock, switched seats so that Clayton could connect with Kerry.) By the time they landed, Kerry offered Clayton a job with her firm, TateAustin. Kerry is now co-founder of urban infill builder Moore-Tate.

From TateAustin, Clayton worked in the advertising and marketing industry for more than a decade and enjoyed clients like the San Antonio Spurs & Texas Gas. More impactful relationships were beckoning. Clayton's mother, Gayle Bullock, was influential to the beginnings of his real estate career. A real estate agent herself, she always felt that Clayton could be a natural in the industry, and that he had the work ethic and charisma to be very successful. After being convinced and recruited by his mother, Clayton proved her intuition right!

Clayton married his beautiful bride, Cora, in 2003. She is a former assistant editor of multiple magazines, like UT Alum's Alcalde, and currently works for a gardening company. Their daughter, Georgia, has flown the nest and is a freshman studying chemistry at Oregon State University. Son Graham is a sophomore at Westlake High School whose passions include history of all kinds and boxing. Let's not forget the baby of the family, rescued Catahoula Luna, who is 5(ish) and keeps everyone in shape with her exercise needs.

Clayton has won several awards, including Austin Under 40 and a Top 10 Moreland Properties agent 2012-2023. He has been a member of the Austin's Elite 25 (top 1 percent of Realtors) multiple times and is a multimillion-dollar producer. Clayton has the reputation of being honest, hardworking, and committed to each client while using humor to make the experience more relaxed and enjoyable. He loves matching clients with their perfect home, and he uses his intimate knowledge of Central Austin and his vast community network to his clients' advantage.

One of his largest 2024 sales of more than \$4mil was a listing he earned as the 2nd broker for the



challenge. The results were outstanding, and the owner, Robert M, writes, "He is personable, reliable, and undaunted in his efforts to secure the best sale possible. Clayton is, moreover, a person of the highest integrity, clearly held in the highest regard by his colleagues, and a genuine pleasure with whom to work. His decades of experience as a realtor are vividly evidenced throughout the process, from pricing to marketing to showings to negotiating to close. He's also an extraordinary guide and collaborator regarding the many decisions, and emotions, inherent in selling your home. Clayton is simply superlative when it comes to working with people and property."

Anyone who knows Clayton understands that if he's not guiding clients or staying busy with family – he's probably giving back to the community. From early days with the Young Men's Business League & Austin Sunshine Camps, to recently serving as Board President for Preservation Austin, Clayton lives to give back. "My Leadership Austin class of 2008 produced so many friendships, I relish the chance to see them around central Texas. What a huge difference they make each day," exclaims Clayton.

Clayton feels lucky to have cultivated micro-communities where he grows and thrives. Castle Hill



CLAYTON IS SIMPLY SUPERLATIVE WHEN IT COMES TO WORKING WITH PEOPLE AND PROPERTY.

- ROBERT M

Fitness is truly a family. He's there as often as his schedule allows, and son Graham boxes there three days a week. His peers at Preservation Austin have become a family of sorts – all fighting from different angles to save Austin's soul and share its stories. He still socializes with friends he's known since Highland Park Elementary & McCallum – lifelong friends that are extended family.

Clayton is expanding his team – adding Paula Duke almost 4 years ago as a buyer's agent and bringing in Matt Duke in 2024 as well. They sold over \$7million in July of 2024 alone. Licensed assistant and transaction coordinator Kat Glover rounds out the team.

Family, community, real estate – Clayton gains fulfillment from each of them every day.



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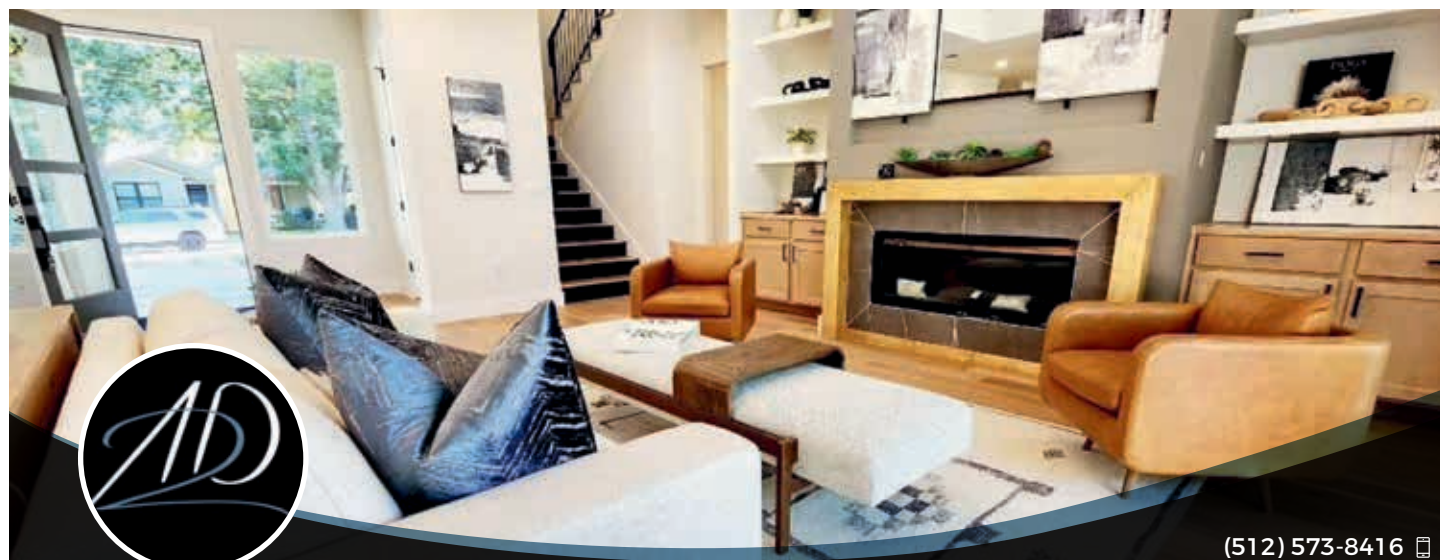
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