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**TOP AGENT STORIES
THIS MONTH**

Richard Alvarado III
Beth Carter
Camila Galindo

Jenny Law

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to Luxury Homes

OCTOBER 2024

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MEET THE AUSTIN REAL PRODUCERS TEAM



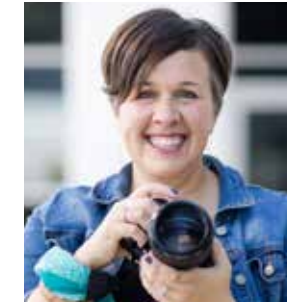
JASON SHELDEN
Publisher
512-535-1949
jason.shelden@realproducersmag.com



ERIN RYSTAD
Content Director



EMILY EYOB
Operations



CAROL WHITNEY
Photographer



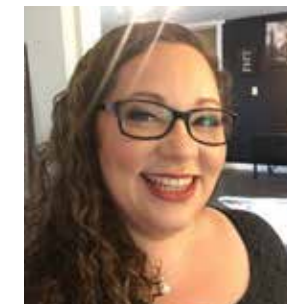
RORY HEJTMÁNEK
Photographer



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Photographer



ELIZABETH McCABE
Staff Writer



MEGAN TAYLOR-DICENZO
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►► real producer cover story

Jenny^{LAW}

LUXURY FASHION TO LUXURY HOMES

Jenny Law, a former luxury fashion executive, has forged a distinctive and captivating journey into the realm of real estate. Born in Beijing, China, and fluent in Mandarin, Jenny accompanied her diplomat father to the United States at the age of five. The family settled in New York City, where Jenny grew up. As a diplomat's child, she attended the United Nations International School for her middle and high school education. Subsequently, Jenny pursued studies in International Relations and Business Administration at Boston University, during which she had the opportunity to study abroad in London, enabling her to explore various European countries. It was during this time that she became deeply fascinated by the fusion of modern technology with traditional

European architecture. Immersed in the diverse cultures, cuisines, and landscapes of Europe, Jenny discovered a burgeoning passion for architecture, which ultimately led her to pursue a career in real estate.

During her time in London, Jenny undertook a public relations internship with Yves Saint Laurent during Tom Ford's final season as creative director, an experience that profoundly influenced her career trajectory toward public relations. Following her graduation from Boston University, a former supervisor from her London internship introduced her to Michael Kors. Jenny's approachable demeanor and determined business attitude positioned her as an ideal candidate to collaborate closely with Michael Kors, whom she





describes as exceptionally kind, humorous, creative, and successful.

In her role, Jenny managed the licensing segment of the business, ensuring that vendors' designs harmonized with Kors' vision. Establishing herself firmly in the fashion industry, Jenny transitioned into public relations roles at renowned companies such as PUMA and Saks Fifth Avenue, where she was instrumental in producing marketing and public relations strategies. While in Los Angeles, Jenny also managed entertainment Marketing & PR strategies for clients such as The Elton John Aids Foundation, Sue Wong and Microsoft X Box as well as coordinating red carpet press for events like the Oscars & Grammys. Reflecting on her journey, Jenny emphasizes, "It was an invaluable experience that greatly contributed to my current success in real estate. PR is heavily about networking, strategic brand-building, multitasking, and time management—all skills that have seamlessly translated into my achievements today."

Jenny's journey in real estate commenced in April 2020 amidst the global COVID-19 pandemic. Uncertain of what lay ahead for her new career, she persevered against the odds. Today, Jenny has successfully brokered sales exceedingly well over \$100 million, solidifying her position as one of the top-performing agents at the prestigious world-renowned Sotheby's International Realty. Her expertise ranges from luxury residential sales to residential developments. "Give me a neighborhood in Austin or surrounding areas and I will be able to tell you everything from tax rates, schools, type of builders, age range of homes, upcoming commercial development to what is underneath the soil."

Jenny has carried the idea from public relations to real estate that you are only as good as your last feature, or in this case, your last sale therefore she is continuously learning and adapting to the constantly changing Austin real estate market. Competency in local, national, and global markets has been instrumental in

PR is heavily about networking, strategic brand-building, multitasking, and time management—
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helping her clients achieve their real estate goals. In the past 4 years of her real estate career, she has managed to expand her business through 100% referrals due to her knowledge of economic forecasting, market trend forecasting as well as knowledge of the local markets.

Jenny has received numerous recognitions and awards since her entry into the real estate world. She has been ranked as top 1.5% in the United States based on individual real estate production for 3 years in a row by RealTrends. She has also won Platinum Top 50 Austin, nominated for Austin Business Journal Residential awards as well as Austin Business Journal's Women in Business awards three consecutive years in a row. She is also in the President's Club at Kuper Sotheby's International Realty. Additionally, she has been featured and interviewed by numerous local and national media outlets including KXAN News, New York Times, The Wall Street Journal, CNBC, Tribeza Magazine, CultureMap, Austin Business Journal, and Real Producers Magazine to name a few, as well as various podcasts and radio shows.

Understanding that selling and buying a home can be a very stressful task, Jenny puts full effort into making the journey as smooth as possible for her clients. To help her achieve this, she hired additional agents to help provide updates and facilitate client needs at all times. This also allows her to have a work-life balance without it being at the expense of her clients. She ensures that someone will always be present and readily available to help. It is easy to see why Jenny is beloved by her clients, making each one feel like they are her only client and closing deals that seem impossible in the current market.

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3209

WARREN STREET

Nestled in the heart of the prestigious Tarrytown neighborhood, 3209 Warren Street is the epitome of modern luxury and elegance. This fully customizable to-be-built masterpiece by Atlas Custom Homes stands as a testament to exquisite craftsmanship and unparalleled attention to detail, making it a true gem in Austin's real estate market.

Tarrytown is one of Austin's most sought-after neighborhoods, known for its serene environment and proximity to the city's vibrant downtown. Imagine living in a peaceful enclave, surrounded by lush greenery, yet just a stone's throw away from the bustling heart of Austin. Tarrytown offers the best of both worlds, with tree-lined streets, top-rated schools like Casis Elementary and O Henry Middle School, and easy access to recreational spots such as the Mayfield Park and Nature Preserve as well as Lake Austin access. To top it all off, whoever the lucky new homeowner is will receive a complimentary 2014 Tigre Z3 wake boat.



Stepping into 3209 Warren Street, you are immediately enveloped in an atmosphere of refined elegance and comfort. The open floor plan flows effortlessly, creating a sense of spaciousness and light that is both inviting and awe-inspiring. The heart of the home, the chef's kitchen, is a culinary dream come true, equipped with top-of-the-line stainless steel appliances, custom cabinetry, and sleek granite countertops. This space seamlessly transitions into the expansive living area, where a stunning fireplace and high ceilings set the stage for both intimate family moments and grand social gatherings.

Large glass doors open to a beautiful backyard, blurring the lines between indoor and outdoor living. This outdoor oasis, complete with a covered patio and outdoor kitchen, is perfect for entertaining or enjoying a quiet evening under the stars. The primary suite is a retreat within itself, offering a spacious layout that includes a sitting area overlooking the serene backyard. The attached spa-like bathroom, with its large soaking tub, rainfall shower, and dual vanities, provides a luxurious escape for relaxation and rejuvenation. Every detail of this home has been thoughtfully considered, ensuring that it offers a living experience that is as functional as it is aesthetically pleasing.

ATLAS CUSTOM HOMES: BUILDING DREAMS

At the helm of this magnificent home is Atlas Custom Homes, a premier builder known for creating custom residences that blend modern luxury with timeless design. Recognized as Austin's Builder of the Year, Atlas Custom Homes prides itself on delivering homes that are not just aesthetically pleasing but also supremely functional.



WHY CHOOSE ATLAS CUSTOM HOMES?

Atlas Custom Homes specializes in turning dreams into reality. Their commitment to quality and client satisfaction is evident in every project they undertake. Whether it's the use of high-end materials or the incorporation of the latest technologies in home building, Atlas Custom Homes ensures that every detail is meticulously crafted to exceed expectations.

From initial concept to final construction, Atlas Custom Homes works closely with clients to customize every aspect of their home. Their portfolio includes a range of styles, from contemporary marvels to classic estates, each showcasing their signature craftsmanship and innovative design.

3209 Warren Street is more than just a home; it's a lifestyle choice for those who seek the finest in luxury living. With its prime location in Tarrytown, impeccable design, complimentary Tigre boat, and top-notch amenities, this property is a rare find in Austin's real estate market. And with Atlas Custom Homes behind its creation, you can rest assured that your dream home will stand the test of time, offering elegance and comfort for years to come.

This home is fully customizable, so if you're ready to elevate your living experience, 3209 Warren Street awaits. Contact us today to schedule a consultation and take the first step towards owning a piece of Austin's finest real estate.

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CAMILA GALINDO

real producer
Written by Elizabeth McCabe



FIFTY CLICKS
PHOTOGRAPHY

Transforming Austin's Real Estate with Passion, Expertise, and Unmatched Results

Maria Camila Galindo, known simply as Camila, has carved out a remarkable niche in Austin's real estate market. With over 20 years in the city, Camila's journey to becoming a top real estate producer is all about her determination, drive, and discipline.

Born in Colombia, South America, Camila moved to the United States when she was just five years old. Her family settled in Austin, where she spent much of her childhood. Later, she moved to Miami, Florida, where she lived for seven years and successfully owned and operated an electronics import-export business. "Give me a product that I believe in, and I will sell it," Camila says with confidence.

THE CALL TO AUSTIN

Camila's career took a pivotal turn when her father called her from Austin with an opportunity. "My dad knew I was a passionate salesperson and he wanted us to open a versatile coffee shop that also included a bar and restaurant in Austin," she recalls. Initially hesitant to leave Miami, it took Camila a year to build a business plan she was proud of. Once ready, she relocated back to Austin full-time. "From finding the right lot to months of fine-tuning, we learned the importance of location in a brick-and-mortar business," she explains. "We spent a year negotiating, during which I learned the basics of real estate. The whole process intrigued me."

While working on the coffee shop venture, Camila met real estate agents, and became fascinated with real estate all over again. The idea of helping people find the perfect property resonated with her. She decided to get her real estate license and began interviewing with companies. That's when she met the team at Watters International Realty. "I

was sold the first day," she says. "They invested heavily in marketing, which was an easy choice for me."

BUILDING A CAREER AT WATTERS INTERNATIONAL REALTY

Starting as a buyer's agent in 2022, Camila's early days in real estate were filled with hard work and persistence. "I made 100 calls daily, facing a lot of no's," she explains. "That's where I learned that buyers just did not have the information and confidence of being homeowners. People say no because

they are unsure and want to be led. That was the beginning of my career—getting comfortable being uncomfortable." Her dedication paid off when she revisited a seven-year-old lead, resulting in closing a \$2.3 million deal. "It was a 100+ acre farm and ranch property, and I learned a lot from that deal, from how to subdivide, working with the city and county on permits, pro forma, and so much more. My first year in real estate in 2022 I closed only 14 properties and learned the work ethic to further my career."



As Camila continued to grow, she established herself as a market expert and transitioned to a listing agent within the company. “I handle multiple appointments daily, sometimes spending hours with clients, and doing extensive research. Repetition is key,” she says. She leverages her deep knowledge of the local market to price properties competitively, ensuring sellers get the best possible return. Her strong negotiation skills and dedication to client satisfaction make her a trusted advisor for sellers looking to navigate the complex real estate landscape making it the cornerstone of her success. “I’m here to consult and care.” Even when the odds were against agents, as many were fleeing the industry, she stood strong and closed over 53 properties in 2023 with a sold sales volume of \$23,334,839. In her 2.5-year real estate venture, she has sold a total volume of \$41,957,357. With a diverse portfolio of residential, commercial, farm and ranch, and land properties, she is a rising star to watch.

FAMILY, FUN, & FOUR-LEGGED FRIENDS

Beyond her professional life, Camila takes time for herself, enjoying activities outdoors like camping with her wife, Laura. “We recently bought an off-road camper and love exploring places all over Texas and the USA,” she shares. The couple lives in South Austin, in a completely renovated home; a 3-year project that was a learning experience in itself. “It was a house that was falling apart, and the renovations taught us a lot.”

At home, Camila and Laura are pet lovers. They recently adopted a new puppy, Luna, a white German Shepherd-Pyrenees mix. “I always wanted a Dalmatian, but Luna stole our hearts. We found her through Austin Pets Alive.” They also have an older dog, Blaze, an 11-year-old Boxer-Pyrenees-Husky mix.

CONCLUSION

Camila’s journey from Colombia to becoming a top producer in Austin’s real estate market illustrates her resilience, adaptability, and passion for helping others. Her story is one of dedication, learning, and success, making her a standout figure in the industry. With her unwavering commitment to her clients and her community, Camila Galindo is undoubtedly a top producer to watch.

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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.

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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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BETH CARTER

DISCOVERED HER PURPOSE AND PASSION IN
SERVING OTHERS IN REAL ESTATE



“I had never thought about real estate as a career,” says Beth Carter. Growing up in the Northeast, Beth attended college in Vermont and became an avid skier. She later earned a Master’s in Public Health from Yale University. Beth’s early career was dedicated to epidemiology and healthcare administration. However, her career path shifted when she started a family with her husband, Shelby Carter, at the time a flight surgeon in the Air Force.

“I couldn’t keep working while having kids and moving with my husband’s career,” Beth explains. She paused her career to become a stay-at-home mom for 15 years. When her youngest child started driving to high school, Beth decided to take a real estate class. “One class led to the next, and soon I had my license. It was during 2008 downturn, and brokers were welcoming anyone who was interested. I was given an opportunity at Moreland Properties where I worked for the next 10 years.”

Beth’s journey in real estate continued to evolve. A colleague proposed teaming up and recognizing the value of collaboration, they joined Compass, a company known for its focus on team building as the Carter+Picone Group. “I loved Moreland, but it was time to try something new. I feel strongly that your business is your business and what you make of it, no matter your brokerage affiliation. Compass has provided the technology and support to expand my scope of client services”

Fourteen years into her real estate career, Beth now co-leads a team of five members. “During COVID, four of my clients got their real estate licenses and wanted to work for me. I never had a team before, but with Compass’ support and training, they joined our group and are quickly becoming active agents.”



FIFTY CLICKS
PHOTOGRAPHY

“
 JUST MARKET
 TO YOUR
 NETWORK—
 PEOPLE WHO
 KNOW YOU &
 TRUST YOU.
 ”



Beth attributes her success to her personal network. “Just market to your network—people who know you and trust you.” Her persistence and communication skills have also played a crucial role. “I am very persistent and I like results. No matter what the job is in front of me, I will stick with it to the end. I work hard, network to find the best supporting resources for my clients, and am highly communicative. I keep my clients posted every step of the way.”

Elite Recognition and Diverse Clientele

Beth’s dedication earned her a spot in Elite 25, a prestigious recognition she first received five years into her career. She has subsequently qualified for membership multiple times throughout her career.

Beth’s clientele is diverse, ranging from empty nesters looking to downsize, to her kids’ friends who are first-time homebuyers. She handles a wide range of price points and has numerous referral networks in the tech and medical fields.

Family and Personal Interests

Beth and her husband, an orthopedic surgeon specializing in hip and knee replacements, have three children in their mid-30s. One works for a carbon credit tech start-up and has two children, another is a real estate agent with Compass in Aspen, and the youngest is involved in real estate development in Austin. The family has lived in Westlake on Lake Austin since the children were young.

A former marathon runner, Beth now enjoys a much shorter daily run around Lady Bird Lake. As a passionate skier, she has a place in Colorado and once participated in public ski racing, even making it to the nationals. Now, she skis purely for fun.

Beth Carter’s story is one of resilience, adaptability, and success, serving as an inspiration for anyone looking to excel in the real estate industry.

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A JOURNEY OF TRANSFORMATION

Richard's professional journey is a testament to the power of reinvention. Starting out in the competitive snack food industry, he developed a keen understanding of market dynamics and consumer needs. However, the allure of the unknown and a passion for creating memorable experiences soon led him to the world stage. For several years, Richard traveled the globe, orchestrating large-scale events that left indelible marks on countless lives. This chapter of his career was not just about logistics, planning, and execution; it was about understanding people's desires and turning visions into reality – a skill that would later become invaluable in his real estate career.

THE REAL ESTATE REVELATION

In 2015, Richard made a bold move into the real estate industry. The decision was driven by a profound realization: helping people find their perfect home was the ultimate way to combine his business acumen with a genuine passion for enhancing lives. Starting in the bustling market of Los Angeles, he quickly established a reputation for integrity and unparalleled client service.

ADAPTING TO CHANGE AND RETURNING HOME

When the Covid-19 pandemic altered the landscape of many industries, Richard saw an opportunity to reposition and expand his horizons. Relocating to Austin, Texas, he brought a wealth of experience and a unique perspective to the local real estate market. This move was also deeply personal, driven by a desire to be closer to his aging parents and provide them with the support they needed. On one of Richard's journeys overseas, he encountered a quote that deeply resonated with him: 'Life takes you places. Love brings you home.' This sentiment perfectly encapsulates his journey home to Austin.

REBUILDING AND PERSEVERING

In October of 2020, Richard began rebuilding his business in Austin as an assistant to a seasoned Realtor, immersing himself in the unique processes and contracts of Texas real estate. This foundational experience was crucial in shaping his understanding of the local market and honing the skills needed to thrive independently. The journey was not without



its challenges. It took almost two years of redirection and perseverance before Richard truly found his stride in 2023. This breakthrough year marked the culmination of relentless effort and dedication, firmly establishing him as a trusted and respected figure in the Austin real estate market.

PERSONAL EXPERIENCE AND CLIENT FOCUS

Richard's experience buying his first home in 2005 was far from ideal. It was an experience he wouldn't wish on anyone, but it served as a powerful reminder of the importance of putting people first, keeping clients informed, and leading with integrity. This philosophy has become the cornerstone of his business. With a client base primarily composed of first-time homebuyers, Richard is dedicated to educating and guiding clients through the complex process of purchasing a home. In 2023 alone, he had the privilege of helping 26 buyers, 24 of whom were purchasing their first home.



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In 2023, Richard closed \$14 million in real estate transactions, 3.5 times his previous year’s business. Despite the noise and shifts in the market, Richard is on trend to exceed 2023 sales in 2024, guided by the mantra, “Business flows to me with ease and in abundance.” Equally as important, he is finding time for personal connections. After the constant and almost manic hustle of 2023, Richard is committed to balancing hard work with time for family, friends, and self-care while also enjoying the process of making his new home in South Austin feel like a warm and inviting space filled with love.

LOOKING AHEAD

As a rising star in the real estate industry, Richard continues to push boundaries and set new standards of excellence. His journey from snack foods to real estate exemplifies the power of passion, adaptability, and an unwavering commitment to positively impacting people’s lives. In a city as vibrant and rapidly growing as Austin, Richard is helping shape the dreams and futures of countless individuals and families, and as he continues to guide more people home, his roots in Austin deepen, strengthening the fabric of the community he serves.



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