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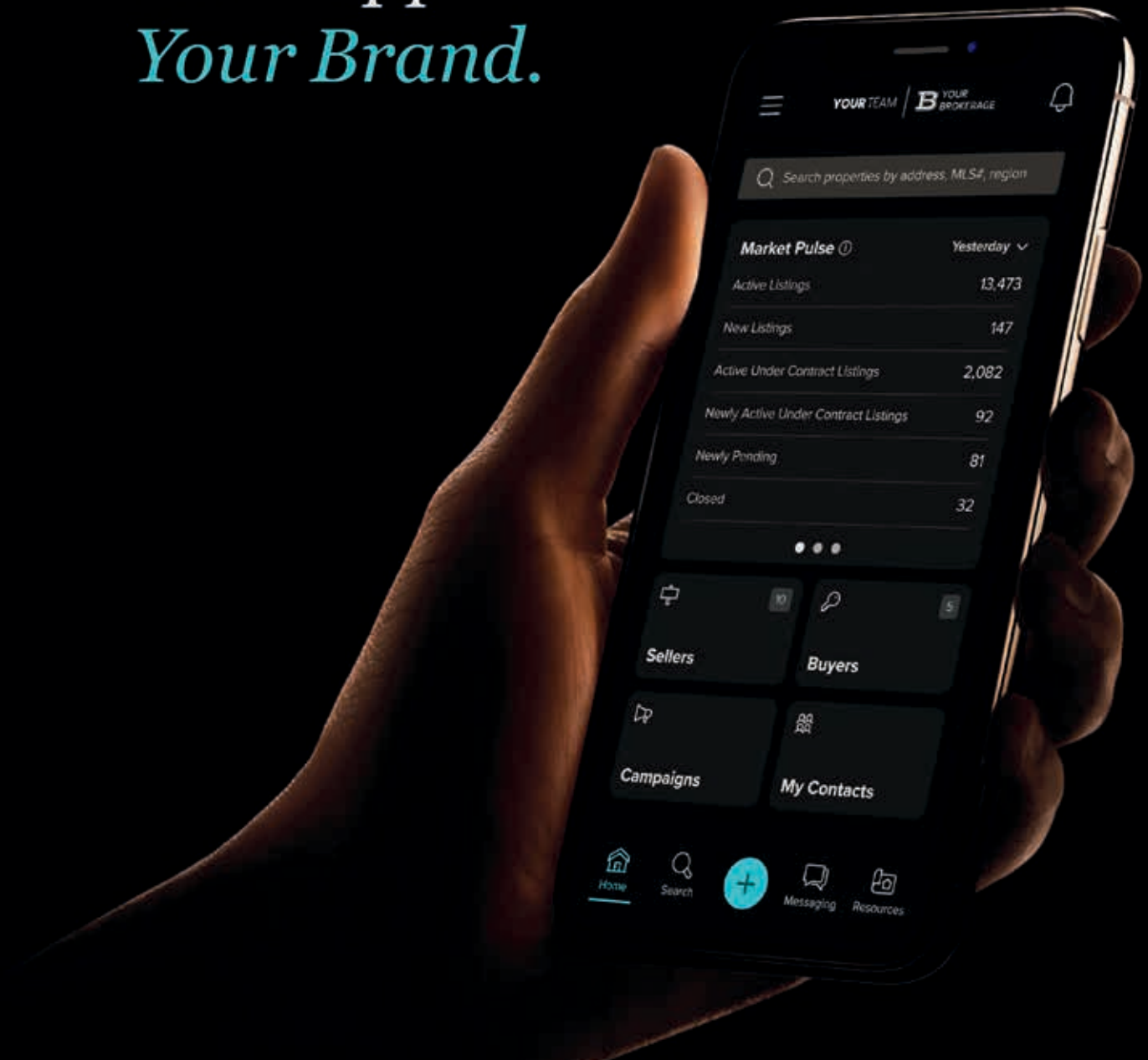
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## MEET THE AUSTIN REAL PRODUCERS TEAM



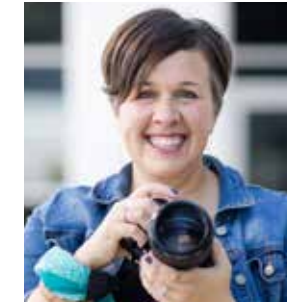
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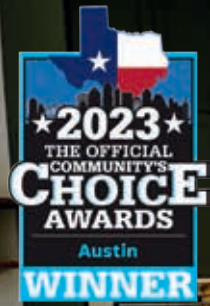
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# MARKET STATS

JUNE 2024

## TRAVIS

Closed MLS Sales = 1,076 Sold Units  
DOWN 19%

Avg Sold Price = \$710,652  
DOWN 3%

Avg Original List to Sale Price = 94%  
DOWN 4%

Avg DOM = 48 days  
UP 4%

## TRAVIS

\$1-plus million market statistics

Closed MLS Sales = 186 Sold Units  
DOWN 11%

Avg Sold Price = \$1,621,067  
DOWN 7%

Avg Original List to Sale Price = 91%  
DOWN 5%

Avg DOM = 50 days  
UP 19%

## WILLIAMSON

Closed MLS Sales = 802 Sold Units  
DOWN 16%

Avg Sold Price = \$503,915  
DOWN 3%

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

Avg DOM = 57 days  
DOWN 2%

## HAYS

Closed MLS Sales = 346 Sold Units  
DOWN 1%

Avg Sold Price = \$515,191  
DOWN 5%

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

Avg DOM = 66 days  
DOWN 11%

## BASTROP

Closed MLS Sales = 99 Sold Units  
DOWN 7%

Avg Sold Price = \$374,866  
DOWN 14%

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

Avg DOM = 71 days  
DOWN 9%





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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.

#### Alexis Shirley

Business Development Officer  
alexiss@capstonetitletx.com  
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## GOES FROM THE CLASSROOM TO THE CLOSING TABLE, ONE CLIENT AT A TIME!

Written by Elizabeth McCabe

*Being an elementary teacher takes care, compassion, and concern. Molly Andrews, a Team Leader and VP of Agent Development for Bray Real Estate Group, embodies all these qualities. Her journey from the classroom to the closing table is a remarkable story of dedication and growth.*



### A PASSION FOR TEACHING

Molly's first career was in elementary education. "I had been a teacher for eight years," she shares. "Fourth grade was my favorite, and I met a lot of great people." Her love for teaching was evident, but a side hustle in real estate began to pique her interest. "I didn't know much about

real estate when I started," Molly admits. However, she was eager to learn and move deals to the closing table.

### GOING ALL IN

Molly's real estate journey took a significant turn when she met Chase and Melanie Bray, who encouraged her to take a leap of

faith. "Every time I met with Chase and Melanie, they told me to quit my job," she recalls. "Imagine the opportunities you would have if you took this full force." In August 2022, Molly decided to commit to real estate full-time. She also credits her mentor, Megan, for guiding her. Although Molly had purchased a home before, she didn't know the ropes of real estate.





**A LOT OF WHAT  
I DO IS FOR MY  
COMMUNITY.**

**GIVING BACK TO  
THE COMMUNITY**

Molly continues to give back to the community she once served as a teacher. She mentors a student at Tom Green Elementary and organizes events to support the school, “A lot of what I do is for my community,” she says. “We have canned food drives and volunteer competitions across our office locations. It’s about making a difference.”

Her commitment extends to her professional life as well. “I teach classes twice a week and bring in vendors. I wouldn’t be where I am without the people who believe in me,” she emphasizes.



Her decision was influenced by her desire for more family time. Molly’s husband, Kenneth, had joined the Marines, and they moved together during his service. Upon returning to Texas in 2016, they welcomed their first child in 2021, Mia. “I wanted more time with Mia, so I took the leap and quit teaching to pursue real estate full-time,” Molly explains.

Her background in teaching proved invaluable. “Teaching is something I am really passionate about,” she says. “I started educating people on real estate through social media and conversations. Things started clicking. I was helping teachers—they were my first clients.”

Her business quickly flourished. Molly became the manager of the Austin branch, “helped to” launch Bray Academy, and was appointed VP of Agent Development, and recently was honored Manager of the Year from the Austin Board of Realtors. Now, she oversees 200 agents across the company, with 30 in Austin. “My whole life has changed,” she reflects. “I am so grateful for my team.”

**BALANCING ACT**

Leading a group while continuing to sell can be challenging, but Molly finds a way to balance both. “I don’t think I can lead without selling. I have to set the example,” she explains. “It doesn’t even feel like work because I love it.”

Molly’s dedication to continuous learning and growth is evident. She has applied for her brokerage license and is working on getting an LLC to be CE certified. “I want to continue serving and making a difference for the school I used to work with,” she adds.

**LOOKING AHEAD**

Molly’s ambitions are clear. She aims to be not just a rising star but awarded as the real producer as well.

Outside of work, Molly enjoys spending time with her family, trying Austin’s best foods, and traveling showing the world to their daughter Mia.

Molly Andrews’ journey from teaching to real estate is a powerful example of how passion, dedication, and a willingness to embrace new opportunities can lead to extraordinary success. She is an inspiration for following her dreams and achieving a future beyond her wildest dreams.





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# MEET MATTHEW KEMPS

WITH LONE WOLF REALTY GROUP

Written by Elizabeth McCabe

From the rolling greens of golf courses to the competitive world of real estate, Matthew Kamps has journeyed far and wide, driven by passion and persistence. Born in Truckee, California, near the stunning Lake Tahoe area, Matthew's early life was filled with the picturesque landscapes of Tahoe, Scottsdale, and Palos Verdes Estates. These diverse locales would shape his path and lead him to unexpected places.

himself captivated by golf. "I was introduced to golf and fell in love with it," he says. Little did he know that his love for golf would shape his future.

This newfound passion led him to South Carolina, where he attended boarding school during his junior year of high school. There, his life revolved around golf. "I would live, eat, and breathe golf," he says. From 7:30 AM to 1 PM, he honed his skills on the course, followed by a strict regimen of workouts, school, and tournaments from Thursday to Sunday.

In his youth, Matthew's love for sports was evident. He picked up baseball early on in Palos Verdes but soon found



GOLF PAVED THE WAY TO REAL ESTATE SUCCESS

“

SUCCESS IN GOLF  
DEPENDS LESS  
ON STRENGTH OF  
BODY MORE ON  
STRENGTH OF MIND  
AND CHARACTER.

- ARNOLD PALMER.



Matthew's dedication paid off as colleges began to take notice. However, a series of unfortunate events with college golf coaches disrupted his plans. Despite these setbacks, he continued to pursue his passion. Rather than being sidelined by rejection and missing a spot on the college team at Texas State, Matthew refused to give up.

"I decided to go professional," he comments.

#### GOING PROFESSIONAL

For seven years, Matthew competed as a professional golfer, even narrowly missing the US Open by a single shot—twice. His golfing career took him across the globe, including a stint on the European Tour in Italy. But in January this year, a life-changing event occurred: the birth of his daughter.

## I LEVERAGED A BUNCH OF MY BUSINESS FROM GOLF.

"That's the best thing that ever happened in my life," he says. This joyous occasion coincided with a successful year in real estate, where he closed \$9.4 million in sales just in January.

#### PERSEVERANCE PAYS OFF

Matthew's journey from professional golf to real estate has been seamless, thanks to the relationships he built on the golf course. "I leveraged a bunch of my business from golf," Matthew explains. His connections at Cimarron Hills Country Club and other golf communities have been instrumental in his success. With a keen understanding of the luxury market, he has a strong pipeline of high-end listings, including a \$3.6 million property and a \$1.2 million listing in Georgetown.

The name of his real estate group, Lone Wolf Realty Group, has a special meaning. "Wolf" is a game played in golf, and the concept of being a lone wolf resonates with the independent yet collaborative spirit of his team. Currently, the group has eight agents, with plans to expand to fifteen. Last year,



FIFTY CLICKS PHOTOGRAPHY

they achieved an impressive \$85 million in sales, with Matthew personally contributing \$23 million.

Matthew's real estate journey took a significant turn when he joined Spyglass Realty. As a heavy Zillow Premier Agent, he previously spent \$15,000 to \$20,000 a month on advertising. However, after navigating the 2022 market and accumulating unnecessary debt, he sought a better way. That's when he found Spyglass Realty. "I couldn't be happier with the brokerage," he says. "Now, I'm spending zero dollars a month except for listing advertising."

Matthew's story is one of resilience and adaptability. From the fairways to the front doors, he has built a successful real estate career rooted in the relationships and discipline he cultivated on the golf course. As a dedicated professional and proud father, Matthew Kemps continues to drive forward, aiming for new heights with Lone Wolf Realty Group.

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# LISA COPELAND

Written by Elizabeth McCabe

## real producer cover story

*“My real estate career happened accidentally”, says Lisa Copeland, reflecting on her unexpected journey into property sales. Known for her dynamic presence and groundbreaking achievements, Lisa has transformed from a successful car dealer to a leading figure in the real estate industry.*

From 2011 to 2016, Lisa was a car dealer in Austin, Texas, where she played a pivotal role in reintroducing Fiat-Alfa Romeo to America. As the first independently owned franchise dealer not owned by the factory, she faced the challenge of bringing the brand back, opening in the Domain, and even placing an Italian car in a shopping mall—a move that Tesla later emulated. “We had amazing success”, she recalls.

By March 2016, Lisa had seen the writing on the wall and had decided to sell her dealership. She continued to explore various ventures, including hosting a TV show in Canada called Car Sharks and co-authoring a book, Crushing Mediocrity. Her speaking tour for corporate America saw her on stages across the US, and she had 40 corporate speaking gigs scheduled for 2020, Lisa shares. They were all canceled within two weeks of the Covid shutdowns.

In search of a new direction, Lisa felt ready for a new challenge. “The only thing I hadn’t done was real estate”, she notes. She had founded Austin Mortgage Associates in January 2000 and thought about the next step. By May 2020, she obtained her real estate license and joined a small local brokerage, selling a few houses but yearning for something bigger.



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A call from a friend in New York, who had just partnered with Tarek El Moussa from HGTV, set the stage for Lisa's next big move. "How would you like to build the largest real estate team in the country?" He asked. Motivated by the opportunity, Lisa met with real estate coach and author of Listing Boss Hoss Pratt in Dallas to build the strategy with El Moussa. She immediately signed with EXP Realty and Tarek El Moussa, aiming to help her real estate team and clients build generational wealth through real estate.

The pandemic was a challenging yet productive time for Lisa. With a substantial sphere of influence built over two decades, she closed \$37 million in sales, earning her the ICON status with EXP Realty.

Reflecting on her journey, Lisa says, "My purpose in the auto industry was more than selling cars. It was to help revolutionize an industry that was very male-dominated and show that Women, minorities, and Millennials could excel. I took that mindset to real estate, assisting many clients and agents to build generational wealth."

One of her clients is on house number 12 with her and earns \$40,000 in cash flow each month. Because of Lisa's leadership, her agents now have recurring incomes that have changed their situations in life. Helping others is what she does best. This year, she and her organization are on track to top \$1.2 billion in sales.



**FIFTY CLICKS**  
PHOTOGRAPHY





One of Lisa's first goals was to bring long-time friends Grant and Elena Cardone to her organization, as Grant had been one of her mentors in the automotive industry. This amazing partnership has spawned another partnership, Cardone Mortgage Group.

Lisa continues to lead with purpose, empowering her team and clients. We give people hope, push them, lead with integrity, and help them build wealth through real estate. Her influence in the company and dedication to her work are evident as she plans to expand her team and operations further.

Outside of work, Lisa enjoys boating, hiking, and Pilates. She treasures time with her husband, James, who she has been married for 35 years, their two children, and three grandchildren. Her daughter, also in real estate, balances a corporate job while excelling as a part-time realtor, and her son, engaged and living in Austin, adds to her joy.

Lisa affirms that family is everything to her, embodying the values of purpose, passion, and persistence in all aspects of her life. This Top Producer wouldn't have it any other way.

LISA AFFIRMS  
THAT FAMILY IS  
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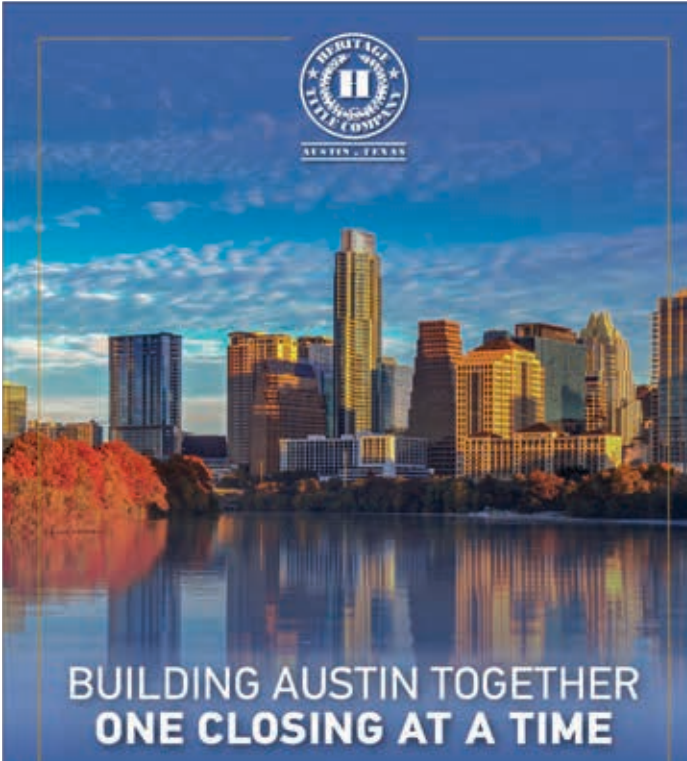


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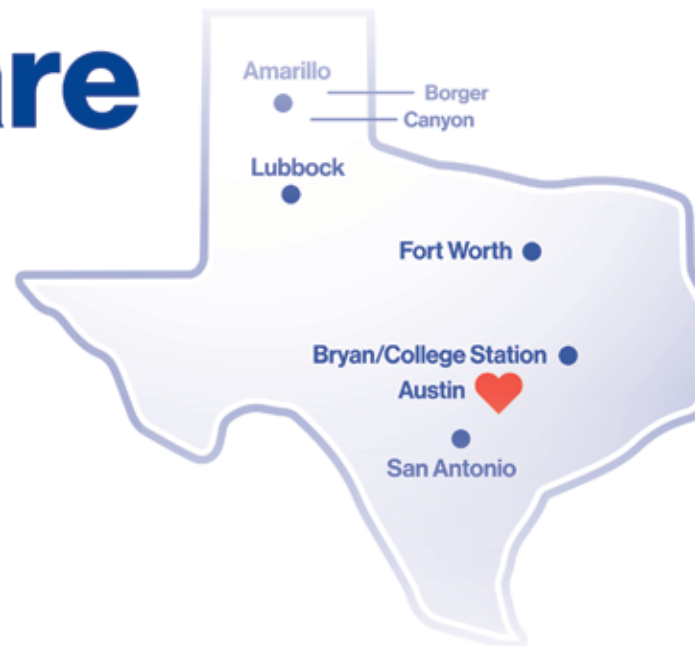






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