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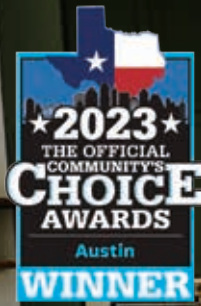
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A full-page photograph of Crystal Washington. She is standing outdoors at night, wearing a black blazer with a matching belt over a black top. She has her hands on her hips and is looking directly at the camera. The background is blurred with warm, bokeh lights.

Crystal Washington

FORMER TELEVISION
REPORTER MAKES
HER OWN HEADLINES
IN REAL ESTATE

WRITTEN BY ELIZABETH MCCABE

Crystal Washington’s path from television reporter to a rising real estate professional with Douglas Elliman is as dynamic as her background. Of Puerto Rican descent, Crystal grew up in New York City and Virginia, eager to make her mark on the world.

Her father was an NYPD detective, and her mother held a government position. As the first college graduate in her family, Crystal was inspired by their hard work to be the best trailblazer she could be.

From Radio to Television

“I’ve always aspired for more,” Crystal says. After earning her degree from Old Dominion University, she landed her first internship at a radio station by attaching doughnuts to her résumé. That creative move launched her journalism career, leading to roles at WTKR in Virginia and later in Pennsylvania, Northern Virginia, and even Hawaii, where she met her husband, who served in the Army as a Field Artillery Captain.

“We were finding that while we were getting moved around PCSing (Permanent Change of Station), REALTORS® couldn’t give me the math of real estate,” she points out. “My husband said, ‘Being a journalist, you should get your license.’”

Crystal took his advice to heart, getting her real estate license in Hawaii and in Texas. “My husband and I got the real estate bug early,” she explains. “We were attending investor meetups when I was 23 years old.” Balancing

her journalism career and budding real estate interest wasn’t easy.

Working in television, Crystal started her days at 2:45 a.m. to anchor morning shows, then spent her afternoons attending listing appointments. But the demands of journalism began to weigh on her. “I was covering car accidents, fires, and constant trauma. In real estate, I got to meet clients on their best days instead of

their worst,” she says. The choice to leave television for real estate became clear as her side business flourished.

“I was making more money on weekends than sitting at a murder scene,” she points out. The doom and gloom headlines took their toll after years. “There’s a phrase in TV – if it bleeds, it leads,” she says.

However, Crystal’s journalism background

gave her a distinct edge in real estate. “TV and real estate are similar—you hunt your own stories and deals, stay geographically savvy, and research trends and developments in your area.” She decided to go full-time into real estate and never looked back.

Finding Her Niche

Crystal joined Douglas Elliman in 2023, drawn to the company’s national reach





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and media resources. This year, she earned her broker's license, further solidifying her expertise.

The diversity of Austin's real estate market excites Crystal. "You can sell downtown condos, waterfront properties, or land here. Not many places offer that kind of variety in one market," she notes. Her clientele

includes professional athletes, tech professionals, and military officers, all seeking properties tailored to their unique needs.

Crystal credits her personal experience in real estate investing with helping her clients. "My husband and I built a portfolio of five properties that provided rental income during his military transition and while

he earned his MBA. It was a saving grace for us."

Today, Crystal is a leading agent at Douglas Elliman, specializing in new construction and catering to a diverse clientele, including professional athletes, tech executives, and military officers. She's known for her ability to navigate Austin's multifaceted market, from downtown condos to

“I’ve
always
aspired
for more.”

sprawling waterfront estates. Crystal's latest success is a new development she is launching to the market in the Spring of 2024: The Retreat at Riverside, a 44-unit complex on East Riverside.

Her dedication to her job is relentless. "I even wrote a contract on the way to the hospital to have my firstborn; for my second born, I toured an investment property right before heading to the hospital she shares. "But doing what you love doesn't feel like work, just another exciting adventure." That's the type of passion and enthusiasm she brings to her clients, eager to help them when moments count.

Outside Interests

Outside of work, Crystal is passionate about adaptive sports and enjoys running and biking. She and her husband, Travis, live in Southeast Austin with their two sons, Chase and Cruz. "Raising boys is a wild ride," she says with a heart of gratitude. She cherishes moments with her sons, who are the light of her life.

What will Crystal accomplish next? Only time will tell. She's a trailblazer here in Austin, leading the way in real estate with her drive and determination.

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Lindsey
**PEARLSTEIN
SMITH**

Former Teacher Goes from the Classroom to the Closing Table

WRITTEN BY ELIZABETH MCCABE

Lindsey Pearlstein Smith never imagined she would follow in her father's footsteps. Growing up just outside of Boston, she was immersed in real estate from an early age. Her father, a real estate broker, ran a small brokerage, and Lindsey occasionally helped with open houses and sending out mailers.

"I definitely didn't think I would go into the industry," Lindsey admits. Instead, she found a passion for mentoring and tutoring kids in middle and high school, which led her to pursue a degree in elementary education at the University of Texas.

Austin quickly became home. The warm weather and friendly atmosphere made a lasting impression, and after graduating, she stayed in the city. Lindsey spent three years teaching—one in public schools and two in private schools—but found it difficult to make ends meet. "I loved teaching, but I couldn't pay the bills," she recalls. "I had to rely on my relationship to support myself, and I didn't feel like an equal."

Realizing she needed a career that rewarded hard work, Lindsey began considering other options. Her father suggested real estate, but she initially resisted. It wasn't until the COVID-19 pandemic hit that she took the leap. "Teaching online was impossible," she says. "I had to put 20 kids on Zoom, and I knew—I am never doing this again."

In 2020, Lindsey got her real estate license and launched



her business during a time of uncertainty. With in-person interactions limited, she focused on open houses—holding two every weekend for two years, totaling over 150 in total. “It was an interesting way to start a career,” she says. “Masks, booties, hand sanitizer—it was a different world.” However, Lindsey soon gained traction in the real estate world and became a trusted agent for her clients.

Lindsey joined Keller Williams Austin Portfolio Real Estate, working under Zane Collins, a mentor who played a crucial role in her development. After two years, she transitioned to working with Eric Bramlett of Bramlett Residential, a move that transformed her business. “Each year, I sold over \$10 million on my own without leads,” she says. “Last year, my business exceeded \$18 million, and this year, I’ll have contracted and sold 29 houses, the most yet in my career. This is all without an assistant, buyer’s agent, etc.”

Now fully independent, Lindsey primarily works with newlyweds, growing families, and retirees relocating to be near their children. Her teaching background has been invaluable. “I do a lot of video calls, explaining things with patience and setting expectations. Teaching really prepared me for that.”

Outside of work, Lindsey and her husband, Parker, enjoy exploring Austin’s food scene. “I have a list of 100 restaurants I want to try, and I never let us go to the same place twice,” she laughs. “People always ask me for restaurant recommendations.”

Parker, who works in medical device sales, grew up in a small North Texas town on a cattle ranch. “He spent weekends branding cattle and working the

“I definitely didn’t think I would go into the industry.”



ranch,” Lindsey says. The couple met on a dating app in 2016 and married in 2023. Parker often helps Lindsey with real estate tasks, from advising on land sales to installing large signage to helping prep listings for freeze events. “He’s my unpaid assistant,” she jokes. “I am so, so lucky to have him.”

Their 100-pound German Shepherd, Watson, is another

important part of their lives. With high energy levels, Watson participates in agility courses and holds a K9 Good Citizen certification. “It’s great for his brain and body—and it’s a special bonding time for us.”

As Lindsey continues to grow her business, she remains focused on one goal: progress. “As long as I grow every single year, I will be happy.”

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BROOKE ROEDER

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ESTATE

WRITTEN BY ELIZABETH MCCABE

**Dedicated. Driven.
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Brooke Roeder's path to real estate was anything but conventional. A native of West Texas, she moved to Austin two decades ago to attend the University of Texas, graduating with a double major in Studio Art and Psychology.

Before even graduating college, Brooke found herself immersed in Austin's live music scene, managing the back-end logistics of talent acquisition, negotiating show contracts, and settling concerts for legendary Austin venues like the Austin Music Hall, La Zona Rosa, Antone's, and The Backyard. It was a thrilling industry, but the demanding late-night schedule wasn't sustainable once she started a family and had her first child. Seeking a career that aligned better with her evolving lifestyle, she pivoted again—this time into high-end vacation rental management, long before Airbnb became a household name.

"My path to real estate was a winding adventure," Brooke shares. "But I have always been very focused on home, design, and the wealth-building opportunities home ownership can offer. My instincts for finance and natural negotiation skills have served me in every version of my varied career."

She launched her vacation rental management company from her home near Barton Springs, initially taking on a few friends' properties. Over the course of a decade, she grew the business to manage over \$40 million in assets before

"MY PATH TO
REAL ESTATE WAS
A WINDING
ADVENTURE."





FIFTY CLICKS
PHOTOGRAPHY

successfully negotiating the acquisition of the company by a large national firm. That pivotal transition led her to residential real estate, where she quickly made an impact both as an agent and a designer/renovator. In her first year, she closed \$12 million in sales, followed by \$18 million the next year. It was a sign of great things to come.

Brooke's passion for design and home improvement inspired her to establish B3E Creative, a Design/

Build company specializing in high-end remodels for investment properties and flips. As a registered General Contractor, she leverages her expertise to provide clients with valuable guidance. She helps buyers distinguish between quality construction and subpar workmanship while advising sellers on strategic, high-ROI improvements to maximize their profits.

"Real estate is a great fit for me. I'm very driven, very ambitious," she says.

Even in the face of market downturns, Brooke has continued to thrive, and in 2024 Brooke and her small team closed over \$33 million in real estate transactions. "I know how to hustle, and I work incredibly hard for my clients." Now she works at @properties | Christie's International Real Estate, and loves what she does.

Meet the Modern Day Brady Bunch

Beyond her professional success, Brooke's personal life is just as dynamic. She

"I KNOW HOW TO HUSTLE, AND I WORK INCREDIBLY HARD FOR MY CLIENTS."

met her husband Adam 20 years ago at a music industry event, and they remained friends for many years before eventually falling in love. They have a beautifully blended family of six children. "We're a legit Brady Bunch—three boys and three girls," she jokes. "If I can find myself an Alice, I'll be pretty happy."

Music Lovers

When she's not working, Brooke and Adam embrace the Austin lifestyle to the fullest. Music lovers at heart, they enjoy collecting vinyl records and vintage record players. They enjoy spending time outdoors, frequenting Barton Springs, and riding their Rad Power Bikes around the city. Adam, a vintage car enthusiast, has an ever-growing collection of classic cars parked outside their home.

A Fulfilling Career

Looking back, Brooke sees how every twist and turn in her career led her to where she is today. From managing vacation rentals to high-end real estate, design, and restoration, she has built a career that perfectly blends her expertise, passion, and love for Austin's unique character.

"I ended up in residential real estate—probably what I should have been doing all along," she reflects. And judging by her success, it's clear she's exactly where she's meant to be.



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Jay Gagne is a Raymond James financial advisor who began his career back in 1995. He offers his clients more than 29 years of continuous investment management and financial planning expertise. Jay has achieved a Certification from the prestigious Wharton School of Business in Pennsylvania as a Certified Investment Management Analyst (CIMA), which translates to a deep understanding and knowledge of the available financial options for his clients.

Jay has continually been recognized for his achievements, including the following distinctions and honors:

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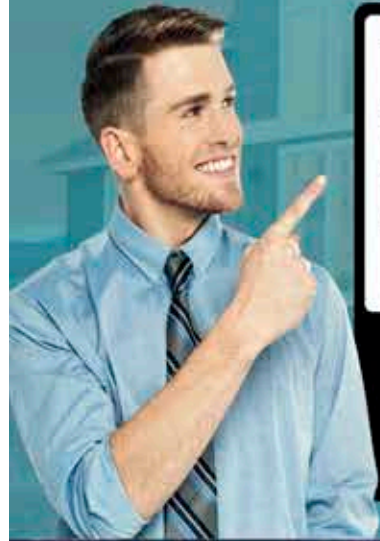


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Soud Twal



Originally from New York, Soud Twal has built a powerhouse real estate career in Austin, Texas. His journey from a fast-paced sales career in Manhattan to becoming one of Austin’s most recognized real estate professionals is a testament to his relentless work ethic, strategic mindset, and genuine commitment to his clients.

Over the past four years, Soud has closed over \$80 million in real estate transactions, including an impressive \$30 million in 2024 alone. His dedication and results have earned him multiple accolades, including being a 2x ABJ Residential Real Estate Nominee, a 3x PT 50 nominee, and a Real Trends Verified Top 500 Agent in 2024. Soud is also ranked in the top 1.5% of agents nationwide and was recognized as one of the Top 10 agents at Kuper Sotheby’s International Realty in 2024. His professional designations—GRI, ALHS, SRS, and RENE—demonstrate his commitment to excellence and ongoing education in the industry.

A Journey Fueled by Passion and Purpose

Soud’s background in sales and networking laid the foundation for his success in real estate. After thriving as a top performer at Yelp and later transitioning into a role at SOCi, he took a leap of faith and pursued real estate full-time. The first year, he juggled his full-time software role while putting all his efforts into real estate before ultimately ripping the bandaid off and



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“
REAL ESTATE
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going full-time into real estate. His days were spent managing his tech job, while evenings and weekends were dedicated to studying contracts, holding open houses, and learning the intricacies of Austin’s housing market. This intense period of hard work and dedication revealed the power of building relationships and guiding clients through one of the most significant financial decisions of their lives.

His ability to connect with people and understand their needs has set him apart. “Real estate is all about the first interaction. You never get a second chance to make a first impression,” Soud shares. Whether it’s first-time homebuyers, relocating families, or luxury investors, he takes pride in providing a seamless and elevated experience tailored to each client.

Luxury New Construction and Design Expertise

Soud has carved out a niche in luxury new construction, playing a pivotal role in the design and architectural elements of high-end properties. His ability to acquire land opportunities is the crucial first step in crafting some of Austin’s most sought-after new developments.

What sets Soud apart is his expertise in selling new construction properties before completion. His impressive track record showcases a high success rate in pre-completion sales, demonstrating his ability to generate excitement and demand well before the final product is delivered.

One of his most innovative strategies is documenting the entire new construction journey on social media, from land acquisition to the final handover of the keys. By offering an exclusive behind-the-scenes look at each step, Soud keeps buyers engaged and excited about their future homes.

Additionally, he has successfully hosted several large broker opens, setting new standards in the industry for what a real estate agent can do to market a single property. His events have raised expectations for how luxury properties



should be presented, offering an unparalleled experience for agents and potential buyers alike.

The Power of Social Media and Client Relationships

Soud attributes much of his success to building strong relationships—both in-person and online. He leverages social media platforms like Instagram to showcase his real estate expertise, market insights, and behind-the-scenes glimpses of his day-to-day work. His content is organic, authentic, and engaging, allowing him to connect with clients in a way that goes beyond traditional marketing.

Beyond his digital presence, Soud continues to pave the way and set trends by constantly thinking outside the box and using creativity and connections to bridge the gap between buyers, sellers, and industry professionals. His reputation for innovation and forward-thinking strategies has solidified his place as a leader in the Austin real estate market.

But social media is just one part of his strategy. Soud believes in staying in touch with past clients and nurturing long-term relationships. “The grass isn’t greener on the other side; it’s green where you water it,” he says. By providing ongoing value, staying

“THE GRASS ISN’T GREENER ON THE OTHER SIDE; IT’S GREEN WHERE YOU WATER IT.”



present, and ensuring his clients’ needs are always met, he has built a strong referral-based business that continues to grow year after year.

Balancing Business and Family

While his career continues to reach new heights, Soud’s greatest joy is his family. He and Tiffany have built not just a thriving business but also a beautiful life together. Their 1.5-year-old daughter, Celine, is their greatest blessing. Soud speaks with endless admiration about her, describing her as beautiful, incredible, and smart beyond her years. He cherishes every moment spent with her, making it a priority to engage in activities that nurture her growth and happiness.

Soud takes Celine to Spanish music classes, dance lessons, and other enriching experiences, ensuring she is always exploring and learning. Their nightly routine includes reading a book together before bed—a cherished ritual that strengthens their bond and instills a love for storytelling and imagination. “Watching her grow and experience the world with such wonder is the most fulfilling part of my life,” Soud shares. “No achievement compares to being her father.”

Soud and Tiffany also manage investment properties and are constantly working on expanding their real estate portfolio. Their long-term vision includes growing their business while maintaining a strong foundation of family values.

Looking Ahead

As Soud continues to grow his business and elevate the real estate experience in Austin, his focus remains clear: to provide unparalleled service, build lasting relationships, and help clients achieve their real estate goals with confidence. With record-breaking sales, industry recognition, and a loyal client base, there’s no doubt that Soud Twal is shaping the future of Austin real estate—and he’s just getting started.

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