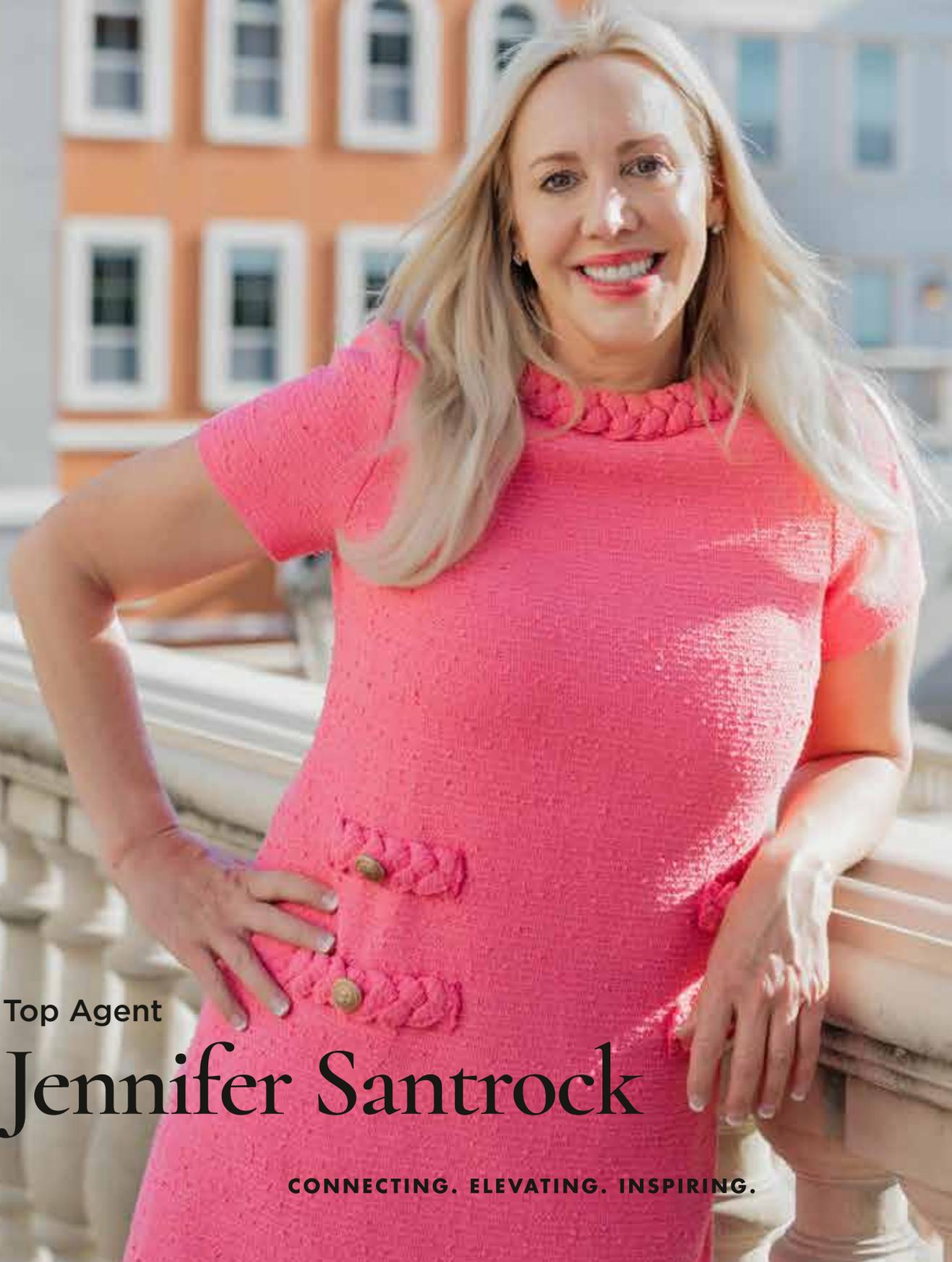


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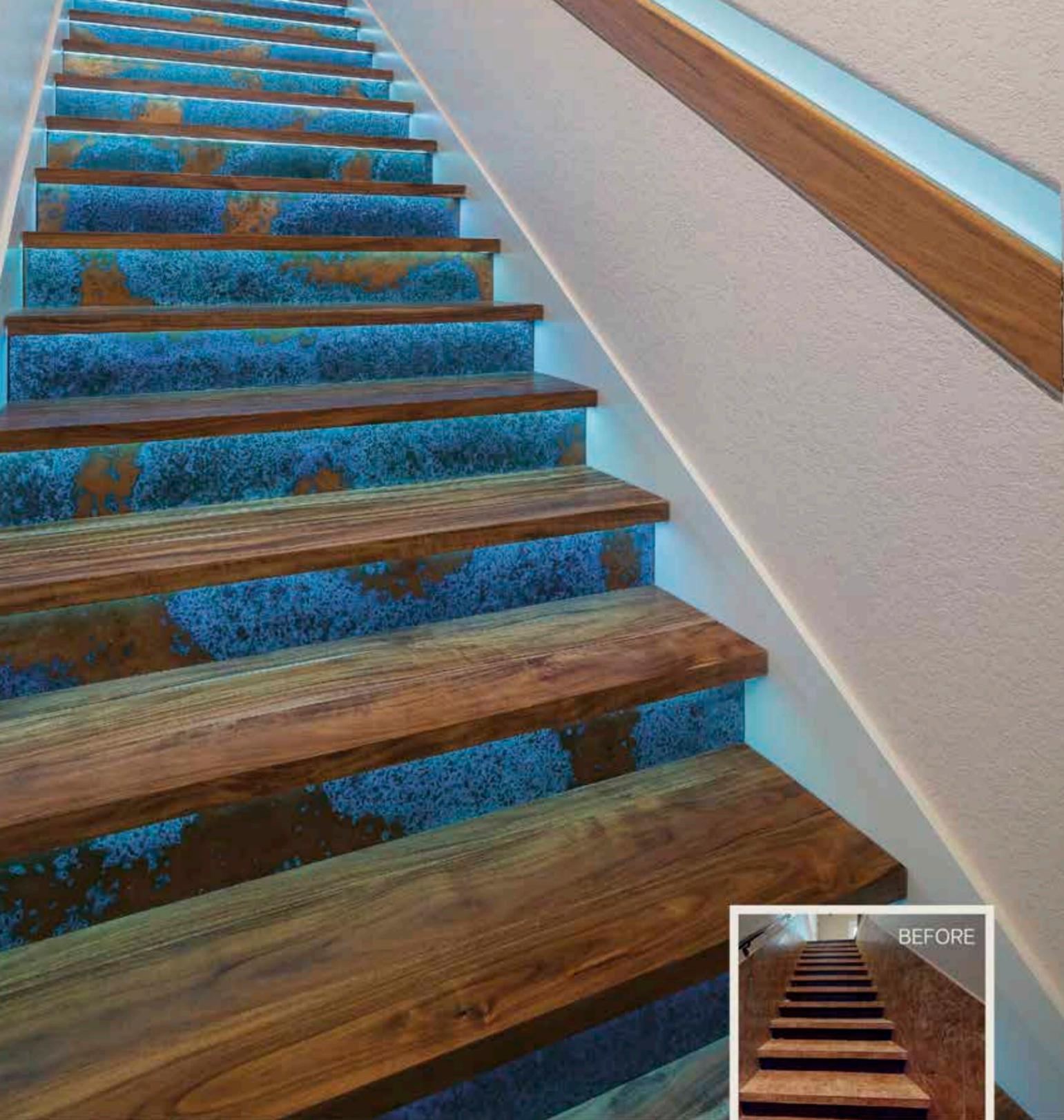
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Christmas in Four Words



Christmas in four words: **God. Is. With. Us.**

That truth changes everything. It's what brings light into dark seasons and meaning into the madness of December. You are not alone. You never have been. You never will be.

As this year comes to a close, I find myself reflecting on what matters most — not just in business, but in life. The numbers, the closings, the awards... those are all great, but they're not the real story. The real story is the people behind those numbers. The clients who trusted you, the families you helped find home, and the network of professionals who showed up for each other when it counted most.

This is what makes *San Antonio Real Producers* so special. Month after month, we get to shine a light on the best in the business — not just because you sell homes, but because you build lives. You serve, you lead, and you elevate our industry. You remind people that excellence still matters, that relationships still matter, and that integrity still matters.

When I started Real Producers here in San Antonio, I didn't just want to print another magazine. I wanted to build a *community* — one rooted in trust, collaboration, and connection. And this year, I've seen that come to life more than ever. From our cover stories to our events, from referral partnerships to friendships, you've proven what happens when top agents choose collaboration over competition.

So as you slow down (or try to) this Christmas season, I hope you'll pause long enough to notice what God has done — in your business, in your family, in your heart. Gratitude has a way of changing our perspective. It reminds us that success is not about what we've built alone, but about the people who've built alongside us.

As you flip through this issue, take a moment to notice the businesses who make this magazine possible. These are the trusted partners who serve our industry all year long — the lenders, title reps, photographers, and home-service pros who show up with excellence and heart. When you can, give them a chance to earn your business this holiday season. They're part of the fabric that holds this community together.

On behalf of our entire Real Producers team, thank you for being part of this journey — for inspiring others with your story, your grit, and your generosity. You represent what's best about San Antonio real estate, and I'm proud to share your stories with the world.

From my family to yours — I wish you a Merry Christmas, a restful holiday season, and a new year filled with faith, favor, and fresh opportunity.

God is with us. That's the good news of Christmas. And that's the reason we can walk into 2026 with hope.



Jason Smith



Jennifer Santrock

Phyllis Browning

In a world where individual accolades and personal progress reign supreme, dedication and perseverance are qualities that are worth their weight in gold. The ones that ultimately succeed, however, know it's not the destination that makes the difference.

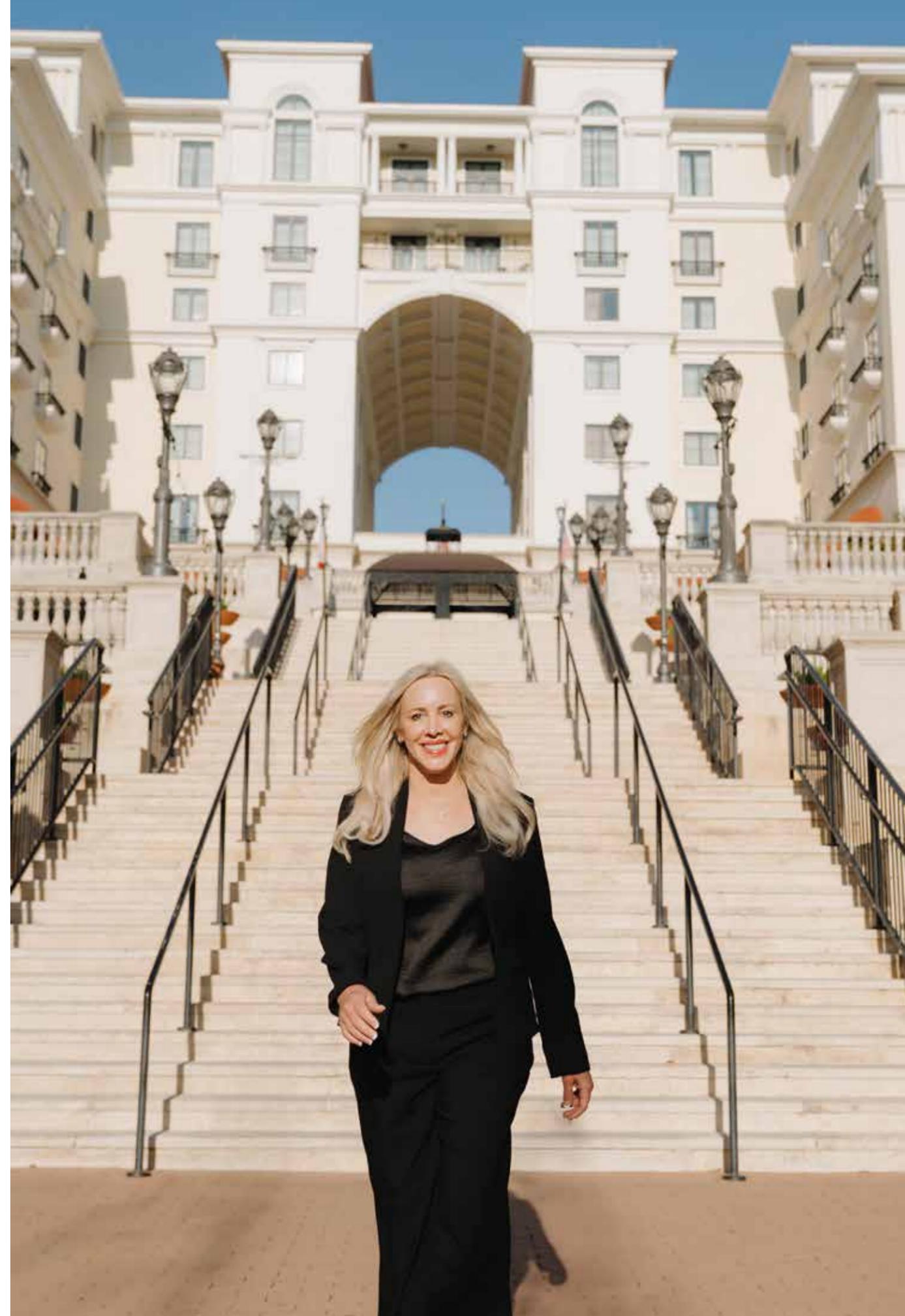
From athletic pro circuits to the top of the real estate pyramid, Jennifer Santrock has never focused on the result, but rather forged her paths to the pinnacle through hard work, humility, and a whole lot of gratitude. Like all star athletes, commitment was a word Jennifer came to know intimately from an early age. Hours were spent on the tennis court, mastering her sport with the singular focus of one professionally bound.

Her combination of competitive spirit and sheer determination earned her a full ride to Southern Methodist University in Dallas where she was named the Southwest Conference Athlete of the Decade and College Tennis Player of the Year. After graduating from SMU as an Academic All-American, she joined the WTA pro tour. Though her tennis career saw her travel the world, competing in major tournaments such as Wimbledon and the U.S. Open,

unfortunately, as is the case for many pro athletes, Jennifer's career was cut short due to injury. Just weeks before the Open, she suffered a complete tear of her ACL, instantaneously leaving her unable to walk and jobless.

Knowing it would take a minimum of two years before she'd be able to return to rank, Jennifer made the difficult decision to put athletics aside and pivot. From atop the circuit and living in a Manhattan Beach apartment to being tied to crutches and living with her parents in Plano, Jennifer found herself facing her biggest challenge yet. "That was the most trying time of my life," Jennifer admits, "But it made me who I am today. It taught me to work even harder, but also to be more grateful." It was during this period that Jennifer got her first taste of real estate.

Having established a reputable career as a realtor in Dallas spanning decades, Jennifer's mother was the perfect mentor. So, just days out of knee surgery, Jennifer began attending her real estate classes on crutches and obtained her license in '93. For the next several years, Jennifer worked alongside her mom, learning the ins and outs of buying and selling in Texas. At the time, she was one of the youngest working in the industry.





Wanting the reassurance of a consistent paycheck and benefits, however, Jennifer found her way into medical sales; a role in which she thrived. Used to the individual demands of a pro athlete, Jennifer embraced a role where all eyes were on her and where she had the opportunity to put practice into purpose. “You often have to be in the room when the device you’re promoting is used for the first time,” shares Jennifer, “It can be nerve-racking, being in the surgery room, and then everybody looks to you to push the button.”

Once again though, Jennifer’s dedication and persistence saw her climb the corporate ladder. From medical sales, she moved into management for Boston Scientific and Medtronic, and that’s what she did professionally for the better part of a decade. It wasn’t until she arrived in San Antonio that she returned to real estate. As a single mother with a 2 and 3-year-old with no family in the city and unable to travel for sales, Jennifer once again had to pivot and recommit. Now, having purchased a home herself and with years of sales and managerial experience under her belt, she truly began making a name for herself.

After being named Phyllis Browning’s Rookie of the Year in 2014, Jennifer has gone on to earn multiple designations, including being an Accredited Luxury Home Specialist, and has been a Platinum Top 50 Finalist on multiple occasions. Though being noteworthy is nothing new in Jennifer’s world, it’s the lasting impact she’s able to make as a realtor that she finds most fulfilling.

“In this industry you make a lot of life long friendships and that is such a gift,” Jennifer says with a soft smile, “The biggest gift is seeing the families you worked with grow up and watching their happy stories unfold.” Though she displays the sought after qualities of a premiere athlete, Jennifer equates her success in real estate to her honesty

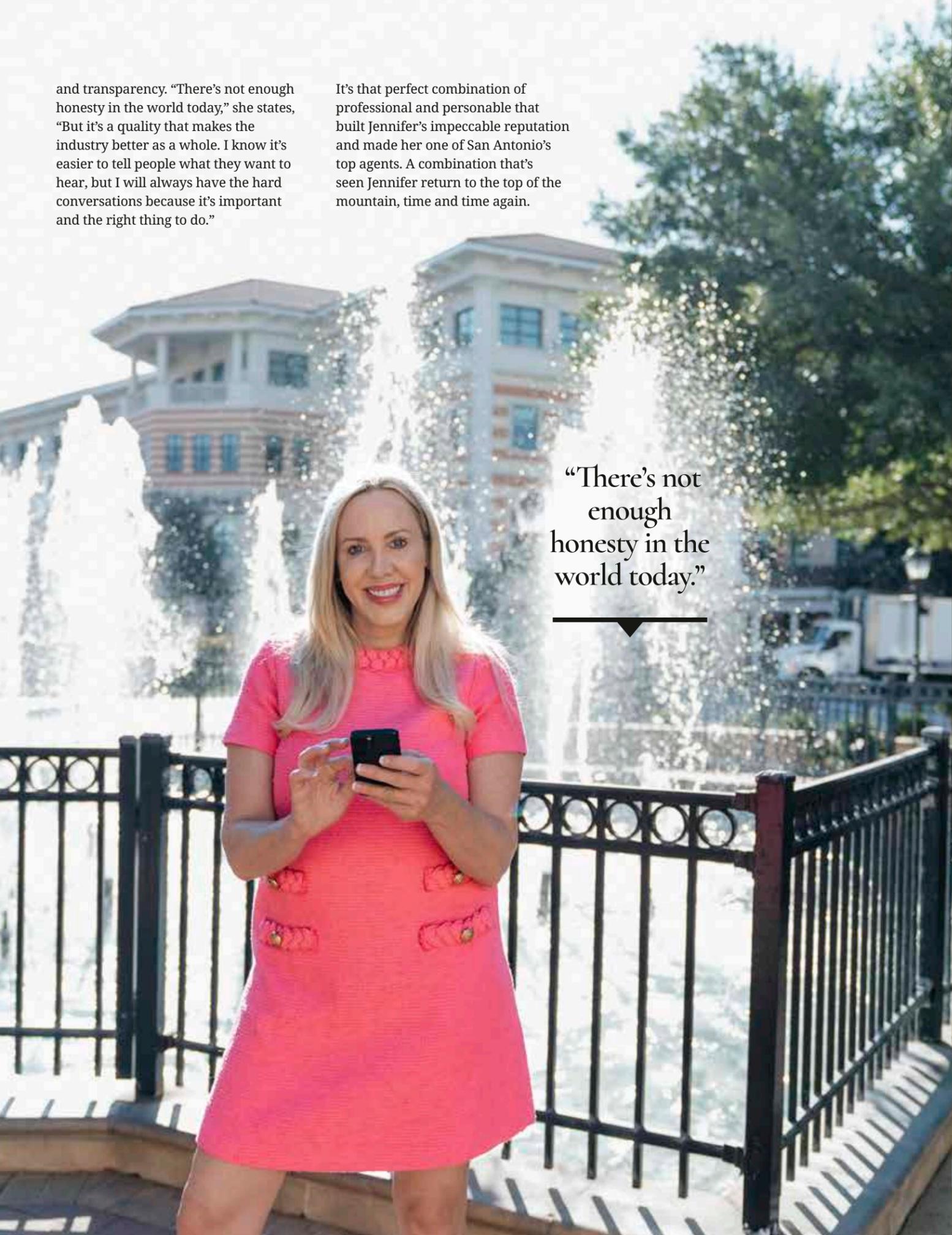


“That was the most trying time of my life. But it made me who I am today. It taught me to work even harder, but also to be more grateful.”

and transparency. “There’s not enough honesty in the world today,” she states, “But it’s a quality that makes the industry better as a whole. I know it’s easier to tell people what they want to hear, but I will always have the hard conversations because it’s important and the right thing to do.”

It’s that perfect combination of professional and personable that built Jennifer’s impeccable reputation and made her one of San Antonio’s top agents. A combination that’s seen Jennifer return to the top of the mountain, time and time again.

“There’s not enough honesty in the world today.”



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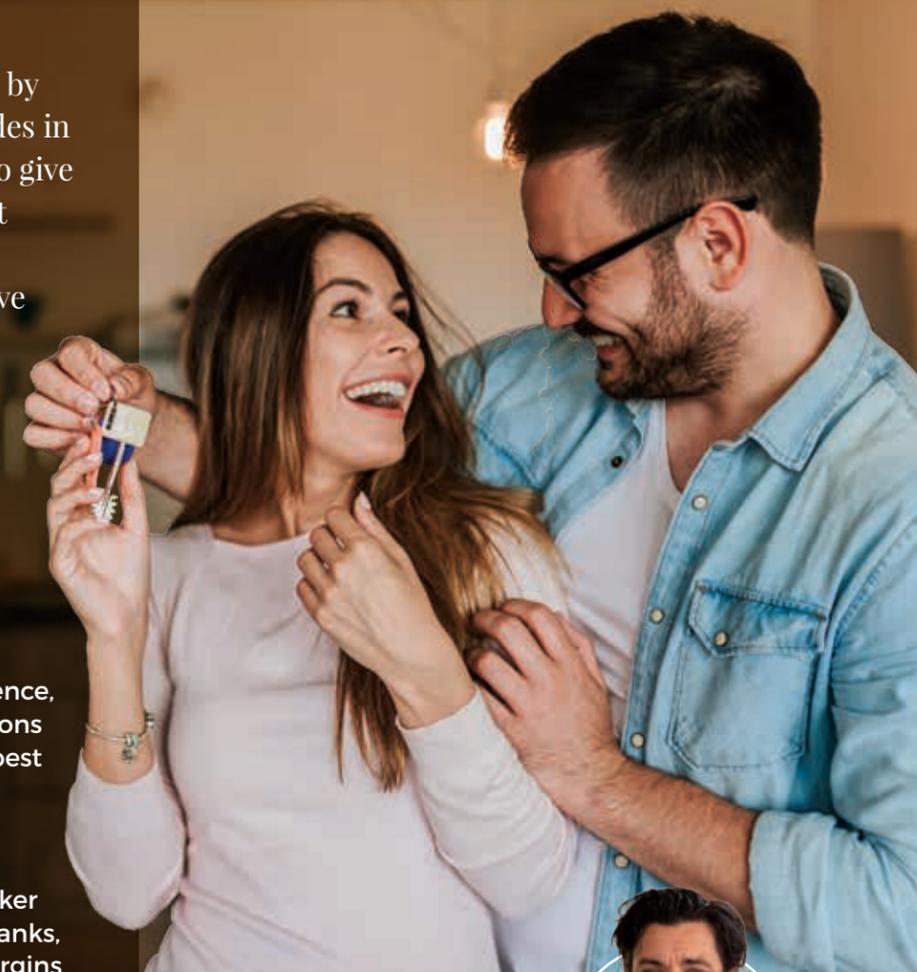
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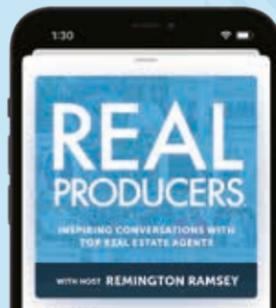
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Betting on Himself

Andrew Barlowe

What can't Andrew Barlowe do? That is the question real question, because real estate is just the tip of the iceberg when it comes to how hard Andrew will push his own capabilities. For him, it's not about more—achievement for it's own sake—but about asking himself, how do I fulfill my own potential? "I'm an entrepreneur first who found my way into real estate," Andrew says.

"Providing quality service to our client base is pivotal. If we do it well, we create a relationship that lasts a lifetime." That conviction led him to co-found Barlowe Daly Realty, where he serves as managing partner. Under his leadership, the brokerage has grown to nearly thirty agents. The firm is built around a simple premise: relationships first, business second. "The money is a by-product of the quality of service we give," Andrew says.

"If you focus on people, everything else follows." Andrew learned that philosophy early, watching his father work as a realtor and investor. "I was the kid, five years old in a little suit with a briefcase, following him to open houses," he remembers. "I just loved the whole process." His father's journey in real estate and investing opened his eyes to what was possible. Not uncommon to successful agents, Andrew's road wasn't a straight line.

He studied other fields, worked in call centers and restaurants, and eventually launched several businesses—including a call-center company that still operates today alongside several other thriving businesses. "All of those steps got me where I am now," he says. When a handsome corporate relocation offer would have taken him away from his family, Andrew chose the harder path: he bet on himself. "It was the hardest no I've ever had to give," he says. "But my mom was here, and I really didn't want to leave her. So my partner and I just decided to bet on ourselves—and here we are, twelve years later."

That entrepreneurial instinct is the through-line of everything he touches, whether it's real estate, hospitality, or tech. "At my core, I love solving complex problems and putting the right people together to create growth," Andrew says. "It's not just about real estate—it could be any business. As long as I'm in that

space of finding a problem and piecing the right people together to create a solution, I'm happy."

The same mindset shapes his leadership at Barlowe Daly Realty. "The greatest lesson in being a leader is just knowing your team," he explains. "You have to know who you have—their strengths, their weaknesses. One-size-fits-all leadership doesn't work. You need to know your people, because as they grow, the company grows." Integrity and vision guide him. "You wouldn't get in the car and just go," he says. "Life's the same. You need to know your destination."

For Andrew, that means setting clear goals, giving himself grace along the way, and staying true to his code. "If it's going to cause me to go against my ethics, then we're not doing it—no matter the number involved." That grounded clarity has helped the brokerage grow the right way. "We decided to grow slow," he says. "You have to grow with the right people."

Now we're poised for healthy growth with a strong team and good admin support. We serve everyone—luxury clients and first-time buyers alike—and I think we're filling a niche people haven't seen before." Outside the office, Andrew is happiest with his family. "Dad time comes first," he says. "My son plays too many sports—soccer, football, basketball, you name it. We go to Spurs games, and golf is my baby. While it's warm, I'm out there as often as I can."

Travel rounds out his life, from ski trips to simple getaways that remind him what really matters. "In Italy I saw people just enjoying their day and each other's company. That stuck with me," he says. "So many people work so hard

“
You’re going
to have
stumbling
blocks.

That’s good.

Without those,
there’s no
learning and
no growth.”

to accumulate things they never even use. I want to enjoy life every day, and I try to set that example for my team and my son.”

If there's a common thread running through Andrew's story, it's that he refuses to coast. Every venture, every lesson, every setback becomes fuel for the next step forward. "You're going to have stumbling blocks," he says. "That's good. Without those, there's no learning and no growth."



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