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COVER STORY

If you are interested in nominating people for certain stories, please email us at: [jason.shelden@realproducersmag.com](mailto:jason.shelden@realproducersmag.com).




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# Monarch Hope and New Beginnings

PHOTOS BY ALLISON ERMON PHOTOGRAPHY • WRITTEN BY MEGAN TAYLOR-DICENZO

Originally from Atlanta, Georgia, Angeline Clark moved to Houston in 2009 to be with her husband, Jeff. They now work together as broker/owner and chief operating officer of Monarch Real Estate and Ranch. According to Angeline, she's the "front and the face" of the business, while Jeff is the "brains and the back," handling compliance, accounting, and spreadsheets, to name a few things. It's with love and camaraderie that this business began, and it continues to fly high, transform, and flourish.

Angeline earned a Masters in Mental Health Counseling from Sam Houston State University before becoming a REALTOR®. While in graduate school, a friend often tried to persuade her to become a real estate agent, but Angeline wanted to see her degree through to the end.

After graduation, she worked in the non-profit sector, specifically with survivors of sexual assault and domestic violence. "It was heavy work," Angeline remembered, "and after about two years, I was ready for a change."

From 2015 to 2020, Angeline started working on a nationally ranked team as a builder and marketing representative. "It was the *best* job," she shared. "You make friends with people on your route. I got to know them, counseled them, and celebrated life with them. I've come to realize that relationships have always been at the forefront of my success in this business."

Unfortunately, in 2020, like many people, Angeline's world flipped upside down. "I visited model homes, and they were closed," she explained. "I was let go from my position; I was distraught. Looking back now, though, it was serendipitous how it all worked out."

In 2020, on the verge of selling fuel, her sister-in-law encouraged Angeline to become an independent agent. "I remember she said, *Everybody knows you as a real estate agent*," Angeline shared. "I hadn't thought of it that way."

She sold \$8 million in the first six months. "When I was on that big team, I had 22 closings a month and was copied on every email for every transaction," Angeline explained. "The depth of knowledge I acquired doing



Angeline  
**CLARK**

800 transactions a year seeped into me like osmosis. I had no independent agent experience but an extensive knowledge base.”

However, Angeline didn't know any resale neighborhoods, so she started taking buyers to her builder representative friends, and they built reciprocal relationships. “Bringing buyers to builders was the start of my journey as an independent agent creating something new. It was also the start of my own brokerage,” she said.

That brokerage is Monarch Real Estate and Ranch, which celebrates its third birthday at the end of January 2025. “We've done \$120M in two years as an independent brokerage. We have about 16 carefully curated agents, and I don't do any active recruiting,” Angeline shared. “Monarch has a minimum production requirement to join, so we focus on having a smaller group of elite agents all serving to a high level in their own respective submarkets throughout our wonderful city.”

According to Monarch's website, they are “a group of agents filling the gap for clients who desire traditional elements like client experience + great communication while layering in the effective exposure our digital strategy provides.”

Angeline comes from an education and counseling background. It's a core skill set that helps set her and Monarch apart. Jeff's background is in petroleum land title research. “In his first six months out of the gate, he sold a \$5 million ranch,” Angeline recalled. “He understands land from a macro perspective: water rights, exotic animals' worth, etc. That's his wheelhouse.”

When Angeline isn't helping people call Houston home, she loves to travel. “Don't sit home and stress about what will happen with interest rates; just book a flight,” she laughed. “Travel is the thing I enjoy the most. Last year, I went to Costa Rica with my friends, we went

“You make friends with people on your route. I got to know them, counseled them, and celebrated life with them. I've come to realize that relationships have always been at the forefront of my success in this business.”



“Don't sit home and stress about what will happen with interest rates; just book a flight.”



to Cabo as a family, and I took my son to see my parents twice.”

At the same time, Angeline describes herself as a homebody who loves spending time with her husband and son, Jeffrey, in their new house. “Jeffrey is seven. He’s been in a dinosaur phase since he was three,” Angeline explained. “We love to go to the Houston Museum of Natural Science. That’s where the name of our brokerage came from.”

The Clarks wanted their brokerage to be “name-less,” so agents can focus on building their own personal brand. “We were at the Cockrell Butterfly Center at the Houston Museum of Natural Science,” and I realized monarchs are migratory, regal, and strong. They represent transformation, and they’re the state insect of Texas.

Along with transformation, butterflies symbolize hope and new beginnings, and that’s just what Monarch Real Estate and Ranch has to offer.

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NICOLE GARNER

WRITTEN BY  
MEGAN TAYLOR-  
DICENZO

## LOVE, LIFE, AND REAL ESTATE

Native Houstonian Nicole Garner has watched her community grow and change over the years. However, one thing has remained constant: Nicole's commitment to her clients through every stage of life.

"I love it—the people, the industry," Nicole shared. "Being able to help people with one of the most important decisions of their life is a blessing. I love developing these lifelong relationships and connections. I receive baby announcements and high school graduation invites; 95% of my past clients are now very close friends of mine."

Nicole came to real estate by way of finance. After twenty years, she grew weary of sitting behind a computer, day in and out, staring at numbers. "I'm detail-oriented, but I'm a people person, too."

About ten years ago, Nicole and her husband began flipping houses, and they realized her background in finance helped them analyze deals and crunch numbers. With her husband's encouragement, she obtained her license. "At the time, we were doing three to four deals per year," Nicole remembered.

At the same time, Nicole held a full-time position as an Assistant Controller—upper-level management in oil and gas. "It's a great industry, but when it's down, it's down," she remembered. Unfortunately, she was laid off two years in a row.

Perhaps that was a blessing in disguise, as it allowed Nicole to pursue real estate full-time. In her first year, she closed almost \$2 million in sales with a discount broker based in San Antonio. "It's only gone up from there," she said.

In 2019, Nicole earned her broker's license and opened a boutique brokerage: Windsor Hill Real Estate Group. "We have two additional agents

and an administrative assistant," Nicole explained. "One of my agents is mainly referral-based; my second agent focuses on commercial with some residential mixed in. I don't actively recruit; I talk to people and connect. If I work with an agent and we have an exceptional experience, I extend an invitation to discuss more."

In the last three years or so, Nicole has found herself specializing in serving divorced clientele. "I've been through divorce," Nicole shared. "I know how emotionally challenging it is."



Being able to help people with one of the most important decisions of their life is a blessing.

What's more, Nicole didn't have the benefit of working with professionals who understood the emotional component of divorce along with the business side of things. "It's an underserved client base," she said. "I launched a specialized divorce website to connect resources: mediators, financial advisors, divorce counseling specialists, insurance agents, divorce attorneys, and more. My goal is to find people who can connect with clients on an emotional level while serving them professionally, too."

One of Nicole's many strengths is her ability to pivot: in relationships, in careers, in business, and in real estate. "It's helped me to enjoy what I do despite any stress," Nicole explained. "Real estate is different every day. For some, that can be a stressor, but I enjoy the element of excitement."

The only thing that stays the same is change. "Whether you're a listing agent or a buyer's agent, the market changes," Nicole said. "Our economy is always changing and being able to develop and grow is a strength, but the connections I've created with my clients—that's what makes real estate a truly enjoyable experience."

Nicole's stability during times of change may have something to do with her activities and mindset outside of real estate, including being a certified yoga instructor. "That's my balance," Nicole shared. "We have to feed the mind and the soul. If we are constantly pouring out to others without taking the time to refill, we stop being able to help those around us."

Luckily for her clients and her community, Nicole is well-equipped to continue helping all who need her guidance and expertise in matters of love, life, and real estate.



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# Joshua “Taco” Rodriguez

## *Run Toward It, Not Away From It*

PHOTOGRAPHY BY JASON DOTSON WITH DOTSON PHOTOGRAPHY • WRITTEN BY MEGAN TAYLOR-DICENZO

**B**orn and raised in Houston, Texas, Joshua “Taco” Rodriguez provides a wealth of expert knowledge for those looking to move to the city - especially within the Spring, Cypress, and The Woodlands areas. He takes pride in helping his clients make Houston their home as well.

“I love everything about my city,” Josh shared. “My wife, Erika, was a military kid; she moved often with her family. Now, she makes fun of me, saying, *You’ve never lived anywhere else*, and I say, *Why would I?*”

Josh and Erika have been married since 2021 and have two children: Jaelynn (17) and Kyson (2). “Raising a teen and a

toddler keeps us busy,” Josh laughed. “I always had an entrepreneurial mindset, and having a child at 20 encouraged me to think about providing from an early age. Real estate has fueled that passion for me.”

Josh has been in real estate since 2023 when he joined Ferris Realty located in Conroe, Texas. Much like his loyalty to Houston, Josh never left Ferris. “I was one of Kyler Ferris’s first new hires without real estate experience,” he explained. “He took a chance on me, and it has worked out well.”

Before becoming a REALTOR®, Josh had a background in sales and marketing communications within the engineering

industry. He also served as a youth pastor for several years. Although Josh came to real estate without direct experience in the field, he’s always been fascinated by realty—not just selling but from an investment standpoint as well. “I started with online investments and completed some flips with friends,” Josh explained. “The more I got into it, the more I realized that there were limitless opportunities.”

Given that realization, Josh followed his motto: “Run toward it, not away from it.” He earned his license and was lucky to find the perfect brokerage right from the start. “It was a perfect alignment and meant to be,” Josh shared. “It’s been the right time and the right place. Being at



*“It’s been the right time and the right place. Being at Ferris Realty has provided such a great start to my real estate career.”*



Ferris Realty has provided such a great start to my real estate career.”

Ferris Realty believes in the core values of integrity, grit, contribution, and honesty; they work by the unique motto, “We refuse to be average at your expense.” Josh brings a unique touch to real estate as well. “Being born and raised in Houston gives me great insight, and having moved around Houston helps too,” he explained. “You need someone who is not timid, someone who is not scared to stand up for you. Those characteristics go a long way and make for a smooth and seamless transition.

Josh is dedicated to ensuring his clients have peace of mind at every step and every moment. “I’ve often spoken with clients well past midnight,” he said. “I tell them it’s my job to carry their burdens. Purchasing a home is stressful. I always tell them, *Don’t go to bed worrying; text me or call me about whatever it is if that’s going to give you peace of mind.*”

In addition to texts and phone calls, Josh can also be found on social media. “Our brokerage has a YouTube channel and a big social media presence,” he explained. Josh uses his own social presence to find real ways to connect with clients. He goes by the name “tacoswithtaco” on TikTok and Instagram and in a few posts you can see him offering to connect with his followers by inviting them to “Grab some tacos and go check it out!”

Josh is a pragmatic REALTOR®, a dedicated husband and father, and a devoted member of Ferris Realty and the Houston community. He lives by the saying, “Run toward it, not away from it”—oftentimes, he’s running toward great opportunities and tasty tacos.

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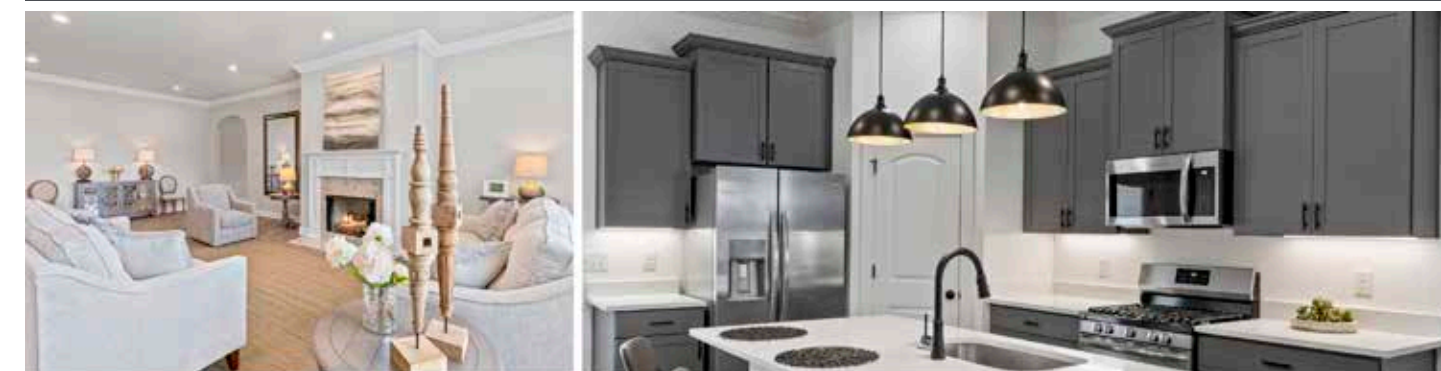
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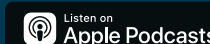


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We are a family-owned & operated boutique furniture store. Serving clients and realtors alike in Montgomery County for 12+ years. Among a wide selection of handpicked accessories, furnishings and decor, we also offer exceptional customer service. From the **MOMENT** we meet, until we meet again...you are continually important to us and deserve our very best.

We love our local realtors. Let's get connected!

*Getting To Know Us*  
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