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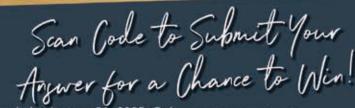


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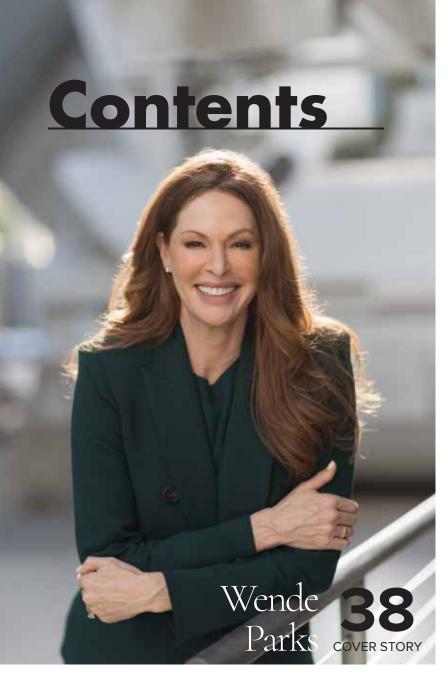
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Cover Release Party





14 Kaleigh Murr



24 Matt Richard

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MEET JAY GAGNE

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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A Local Expert with Deep Roots

WRITTEN BY ELIZABETH MCCABE

Kaleigh Murr, a native of Northwest Austin, has seamlessly transitioned from the hospitality industry to the world of real estate, making a significant impact along the way. Her extensive knowledge of the local community, built from her early days at Hill Elementary and Anderson High School, gives her a unique advantage. Kaleigh cherishes her connection to the area, often reminiscing about her childhood passion for basketball—a love she has passed on to her daughter, Kira Jade, an aspiring gymnast and cheerleader.

"I still love basketball to this day, and so does my daughter," Kaleigh shares with a warm smile. The sport is a shared passion that strengthens their bond.

Military Proud

Kaleigh's life took a transformative turn when she married her high school sweetheart, a military man. "I got married very young to a military man," she reflects. The experience of being a military wife, particularly when giving birth to her daughter while her husband was stationed overseas in Afghanistan, taught her resilience. "It was one of the hardest, yet most rewarding times of my life," she recalls. This period of her life instilled a sense of strength and adaptability that now defines her character. "It was a privilege being an Army wife," she adds. Today, she takes great pride in the wonderful co-parenting atmosphere they have successfully established for their daughter.

Honing Her Skills in Hospitality

Before embarking on her real estate journey, Kaleigh honed her skills in the hospitality industry. At Rose Room, a popular nightclub in Austin's Domain district, she mastered the art of customer service. "I gained a lot of skills in customer service that you can't teach anymore," she notes. The importance of relationships, a vital component in both hospitality and real estate, became evident to her.

"Relationships are everything in real estate," Kaleigh emphasizes. Her ability to make clients feel seen and valued has been a cornerstone of her success. "Getting into real estate has been a whirlwind that I have enjoyed – with markets high and low – and I have made it through."

Making Her Mark in Real Estate

As a full-time agent with Compass, Kaleigh continues to stay connected to her hospitality roots, dedicating hours each week to nurturing her community ties and expanding her client base. Whether interacting with people through the bar or during open houses, she thrives on building connections.



"GETTING INTO REAL ESTATE HAS BEEN A WHIRLWIND THAT I HAVE ENJOYED - WITH MARKETS HIGH AND LOW -AND I HAVE MADE IT THROUGH."

Kaleigh drew a wealth of inspiration from her experience at Twelve Rivers Realty, collaborating with some of the key players in the Austin real estate market. In early 2024, she made a transition to The Weiss Group with Compass, where she is continuing to establish her presence and broadening her influence. Her client-focused approach and determination are evident in her dedication to both her family and career. "I'm trying to be the best I can be-for my daughter, for myself, and for my clients," she asserts.

A Rising Star

For Kaleigh, the adventure in real estate is just beginning. Her commitment to building relationships and providing outstanding service shines through as she grows her network and forges her path as a Rising Star in the Austin real estate market. Kaleigh has also proudly raised over \$5k dollars through her charity efforts. The future holds exciting possibilities for Kaleigh, and her journey is one to watch with anticipation.









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Sobriety, Sales, and a New Start: Matt Richard's Path to Success with Sotheby's International Realty

Sometimes the most difficult paths lead to the most beautiful destinations.

WRITTEN BY ELIZABETH MCCABE

For Matt Richard, life in Austin, Texas, has been a journey of transformation. Since his move to Austin in 2015, Matt has redefined himself, trading years of struggle with addiction for a life of purpose, passion, and success in the luxury real estate world. Today, as a rising agent with Kuper Sotheby's International Realty, he balances the joy of fatherhood, a thriving career, and a commitment to helping others.

Matt's journey to Austin began with a life-changing decision. After battling addiction for a decade, he checked into a wilderness-based addiction treatment program in the backcountry of Utah, where he spent four transformative months. "It was such a profound experience. Quite frankly, it gave me my life back. I wouldn't be who or where I am today without it," he says. Seeking a supportive environment to transition back into everyday life, he moved into a sober living home in Austin—a city that offered a new environment not too

far from home in Lafayette, Louisiana. This decision proved pivotal. "Austin was the perfect place to restart my life," he adds.

Matt had visited Austin a handful of times in college, unaware that his life and career would soon take root there. In the beginning, he took on low-stress jobs to ease into this new chapter and regain his footing. His career started to gain momentum at a luxury car dealership, where he worked in sales at Jaguar Land Rover. It was there that he met a pivotal figure in his journey: Wade Giles, a top real estate agent in Austin. This chance meeting would eventually open the door to an unexpected career in real estate.

Opportunity Knocks

After purchasing a car from Matt, Wade saw something special in the young salesman. Just a few months later, he reached out with an offer. Seeing a promising opportunity, Matt didn't



hesitate. He put in his notice at the dealership, enrolled in real estate classes, and quickly obtained his license. By late 2019, he had fully committed to real estate, shadowing his mentor and soaking up all he could about the industry.

"I got a Harvard education in real estate in a few short years," Matt recalls. Under mentorship, he learned to work with savvy clients, handle transactions, and gradually build his own client base. Over three years, the duo expanded from two to a bustling group of seven. Matt took on responsibilities beyond sales, training new agents and delving into other sides of the business.

Expanding His Horizons Professionally and Personally

Life's personal milestones soon followed. In the midst of his career shift, Matt met his wife, Briana, as he was starting his real estate business. They started dating, and after a couple years together, Matt began ring shopping to surprise her. Then life threw them a surprise: Briana was pregnant with their first child. Matt remembers walking through the door late one morning, seeing Briana on the couch, and instantly guessing the big news. Soon after, he proposed.

Amid the uncertainty of the pandemic, they opted for an intimate ceremony at a quiet, romantic spot in East Austin, just the two of them, before welcoming their first daughter, Aila, a week later. Two years after that, they welcomed their second daughter, Margot, making Matt a proud 'girl dad.' "Becoming a husband and father has given my life such purpose," Matt shares. "My girls are my world... and, apparently, my toughest negotiators too."

In 2022, Matt felt it was time to branch out independently. He remained with Moreland Properties, navigating a market downturn that made the shift from team member to solo agent even more challenging. "Going out on my own in a down market tested my adaptability in ways I hadn't anticipated. It was tough to find my rhythm," he admits. Without the team's marketing and operational support, he took on multiple roles balancing client acquisition, negotiations, marketing and daily logistics—all while adapting to shifting market conditions.

Joining Sotheby's

In the fall of 2023, Matt joined Kuper Sotheby's International Realty, drawn by the global brand's prestige and extensive network. "It's been a great move," he says. "Working with Sotheby's has elevated my business and connected me to a powerful network with the best resources. The name opens doors, allowing me to focus on what I love—working with clients."

More than half of Matt's business today is buyer-focused. For him, guiding clients through the home buying process is more than just a transaction — it's about building lasting relationships. "I really enjoy working with buyers," he says. "I feel it's such a responsibility to guide them and to be a true advocate for them."

From his years of struggle to his achievements in real estate, Matt's journey reflects resilience, growth, and gratitude. With the support of his family and the community he's embraced in Austin, he continues to push forward proving that with determination and the right mindset, new beginnings are possible.









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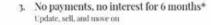


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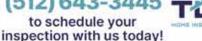
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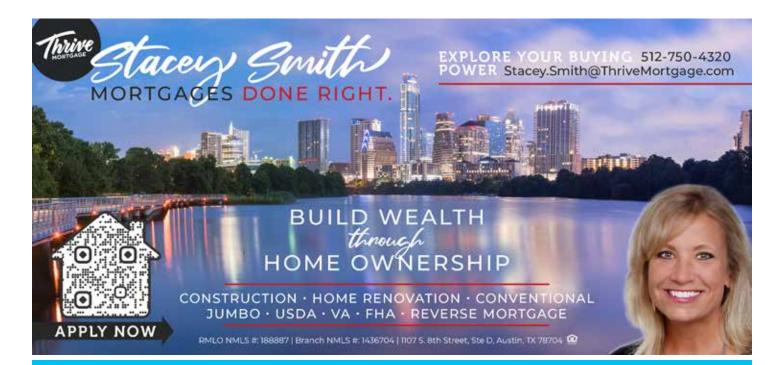
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WENDE PARKS

Grandma's Inheritance

hanks to a \$500 inheritance, Wende Parks found a love of real estate, a full-time career, and a beautiful way to honor her grandmother's memory.

Before entering real estate, Wende enjoyed a decades-long career in modeling. In the 90s, she spent her school year at the University of Texas and summers abroad based in Germany. As an international model, she was featured in German Marie Claire and Vogue among other publications; and she (along with her three look-a-like sisters) had television holding deals with Fox and Disney. "Modeling was the best job," she remembered. "I was able to travel and explore new cultures. I was also able to pay for my college education completely debt-free."

After graduation, Wende traveled to Dallas and California, flying directly for modeling opportunities both international and domestic. "I floated around and felt like I was always out of town for work," she recalled, "but I was getting homesick and wanted to be cozy at home with my golden retriever, Lulu. As a fifth generation Texan, I wanted to return to Texas and find a way to have one foot in Austin, permanently."

So, Wende moved back to Austin in late 2001, but it was a challenge to find an apartment that would accept big dogs. At the same time, her grandmother was estate planning and decided to give her grandchildren their inheritance early. "She wanted to see what we would do with it," Wende shared. "She gave me \$500, and I decided to get my real estate license, which was exactly \$500 at the time."

During her first year back in Austin, Wende looked for real estate investment opportunities. Her very first deal in 2003 turned out to be a little house for herself in Bouldin Creek. "I learned everything you should and *should not* do in that deal," Wende recalled.

She still has that house over 20 years later. "When my fiancé proposed to me, I said, Wait! I'm not selling my house," she laughed. "Honestly, he's the most spectacular person. We split our time between his house in Westlake and my house in Bouldin Creek. It is the best of both worlds, hill country and downtown!"

Wende met her fiancé at a mutual friend's house. A friend pointed across the pool and told Wende they were going to push him in. "She left out some key information that he was a collegiate



wrestler and a retired Navy SEAL,"
Wende laughed. "When I pushed him in,
I saw a flash and ended up in a headlock
at the bottom of the pool. When we got
to the surface, he said, 'What's your
name?' and the rest is history."

At first, Wende didn't know real estate would ultimately become a career for her. "I thought maybe I would become an investor and continue modeling," she explained, "but after my first transaction, I felt a passion for the deal...and soon it turned into a full-time job."

She started at Keller Williams. "They were flexible and didn't have minimum requirements on sales," Wende recalled. In 2006, she met developers in South Austin (78704) who asked her to join them as their exclusive listing agent. Unfortunately, 2007-2008 saw a market shift; it wasn't a great time for big developments. "I didn't realize what was happening but I knew our sales were slowing down," Wende explained. "I brought the listings to Moreland Properties to get help marketing them."

Within months, the developers realized they couldn't finish building, and Wende had luckily moved to Moreland and was able to restart building her real estate business. "That was about five years after getting my real estate license," she said. "Every year, my business does a little bit better, and grows a little bit more. I am not afraid to say that continuing to earn my clients and their trust is a lot of hard and intense work for me. And I learn something new with each and every deal."

Wende is a humble agent with savvy and charm. She embodies Austin's best qualities. She was also selected as a member of the Elite 25 in 2024. According to their website, "This prestigious organization is home to 38 elite professionals who represent the top 0.2% of agents from Austin's leading brokerages. With proven track records, unmatched reputations, extensive networks, and exclusive access to offmarket properties, Elite 25SM agents work with the most discerning buyers and sellers, representing Austin's most exclusive properties."





"I'm proud to have finally made it to the Elite 25," Wende shared. "I cried when they told me I made it. This job is one of the most rewarding jobs. Houses are one of the biggest personal investments people make, and I'm honored to be a part of that."

Wende takes on elite challenges as well. After running several marathons, including Boston and New York, she soon escalated to a full Ironman and is currently tackling ultramarathons and other high endurance adventure sports in the far reaches and most austere environments in the world. Most recently she spontaneously conquered the Grand Canyon Rim-to-Rim, ran a 100-mile run along the historic Bataan Death March route in the Philippines in under 24 hours, and ran an 80-kilometer race through the mountains in Patagonia (twice!). She is also a dog lover. Sadly, Lulu passed away

in 2010 and Lola (one of her rescue pups) passed away in 2023. Now, Wende spends her time playing with Lola's twin brother, Lalo, all around Austin.

Wende didn't know real estate would turn into a passion. "I thought maybe I would become a real estate investor and continue modeling," she explained, "but here I am. Grandma's inheritance got me here." And Wende's hustle, honesty, and professionalism keep her going.





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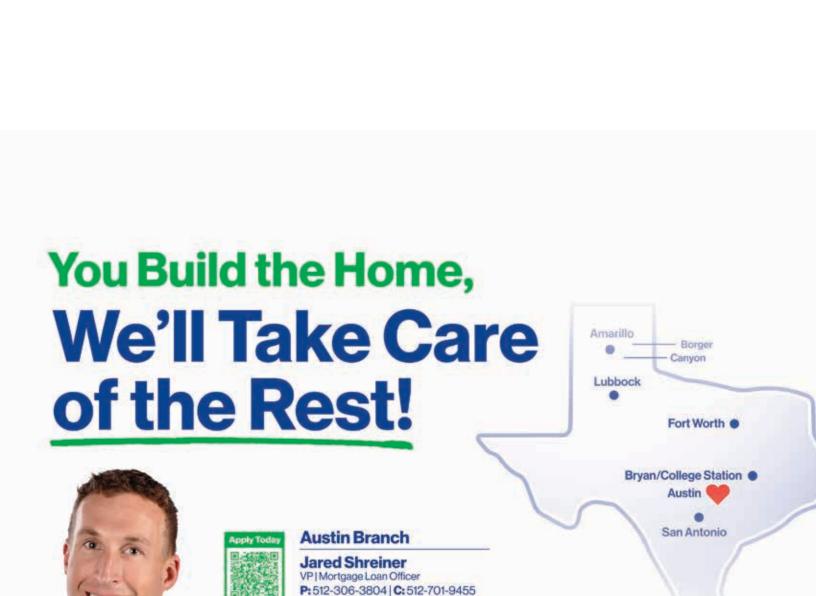




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