

AUSTIN

JUNE 2025

# REAL PRODUCERS<sup>®</sup>



## **Top Performing Agents**

Kate  
Slaughter  
Alice  
Spanjersberg

## **Sponsor Spotlight:**

Total Pro  
Flooring

## Patrick Sarab

SAYS "YES, AND"  
TO BEING CENTER  
STAGE IN  
REAL ESTATE



CONNECTING. ELEVATING. INSPIRING.

# Don't let legal problems derail your deals

Real Estate agents facing legal snags in property sales can find an ally in Robbins Estate Law. Our attorneys act quickly and decisively, keeping your transactions on track and guiding you to a smooth closing.



## Our winning track record speaks for itself

- We've handled **over 1,000** real estate sales through probate
- We do **the most** estate planning and probate cases in the Austin, TX area
- Perfect track record - we've **never failed** to get a house through closing

## Boost your business with expert legal support

1

### Reach out to us

Get in touch with our friendly team to discuss your legal challenges.

2

### We assess and act

We'll identify the best course of action to keep your deal on track.

3

### Close the deal

Confidently focus on growing your business while we handle the legal aspects.

Legal peace of mind is just a phone call away.  
Call us at (737) 260-0739

Now Serving the Hill Country!



**Bluebonnet Team**  
**Lynne BROUSSARD** BUSINESS DEVELOPMENT  
**Christy WOOTEN** AREA VICE PRESIDENT / SENIOR ESCROW OFFICER  
**Tiffany CHRISTOPHER** ESCROW ASSISTANT

With an impressive 34 years in the title industry, Christy brings a wealth of knowledge, a steady leadership presence, and a deep passion for client service to her role. Her approach is grounded in the advice she lives by: Never procrastinate. Always stay ahead of the ball. Joining Christy on the Bluebonnet Team are Tiffany Christopher, serving as Escrow Assistant/Junior Escrow Officer, and Lynne Broussard, providing Business Development support.

Together, this dynamic team is poised to bring a new level of service, efficiency, and personalized support to the Hill Country - Kingsland and Horseshoe Bay markets.

PATTEN TITLE - HILL COUNTRY - KINGSLAND  
14757 West FM 1431, Ste 202  
Kingsland, TX 78639

737.358.2006  
BluebonnetTeam@PattenTitle.com

Keep an eye out for our upcoming location in Horseshoe Bay!





# Contents

## PROFILES



**12** Kate Slaughter



**44** Alice Spanjersberg

## IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet The Team
- 12** Real Producer: Kate Slaughter
- 18** Real Producers Recognition Logos
- 22** Cover Release Party
- 30** Sponsor Spotlight: Total Pro Flooring
- 36** Real Producer Cover Story: Patrick Sarb
- 44** Real Producer: Alice Spanjersberg

If you are interested in contributing or nominating Realtors for certain stories, please email us at TeamAustin@RealProducersMAG.com.

**Momma Bear**  
ROOFER  
Secure Your Client's Future with a Roof that's Built to Last

**NOTHING PROTECTS LIKE A MOMMA BEAR.**

With Momma Bear Roofer, you gain more than a roofing service, you gain a strategic partner who anticipates needs, not just reacts to them.

Founded by Austin, a visionary realtor and expert roofer, we understand the landscape better than anyone—because we're part of it.

Why wait for a sign of trouble? Be proactive with our Turn-Key roofing solutions that ensure your listings are not just ready but resilient, attractive, and primed for a swift, smooth close. We go above and beyond—just like you—to protect your clients and their investments. Because nothing protects like a Momma Bear.

**Let's get ahead together. Ensure every transaction closes under a roof that's guaranteed to last. Contact us today.**

**(512) 740-2217**  
**AUSTIN@MOMMABEARROOFER.COM**

Austin Chittim, Owner

**Atlas**  
CUSTOM HOMES

**LUXURY CUSTOM HOMES**

Contact Us:  
832-459-5730  
contact@atlashomesata.com  
www.AtlasLuxuryBuilders.com

Now paying 5% commission

Builds from  
**\$2,000,000+**

2024 BEST BUILDERS  
2024 BEST OF AFX  
2025 BEST BUILDERS  
2025 BEST OF AFX

Gift Your Clients the  
**#1 Best Home Warranty\***  
at an exclusive rate

**SCAN** to access our  
exclusive agent portal

No discount  
code needed.  
Be sure to  
use this link.

for **14 MONTHS**  
**FOR THE**  
**PRICE OF 7**

COURTESY  
OF  
**TLC**  
HOME INSPECTIONS

Call  
**(512) 643-3445**  
to schedule an inspection!

\*Rated Best Home Warranty by US News & World Report, Nerd Wallet, USA Today, CNBC, Forbes Home, and Investopedia

# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

### 1031 EXCHANGE SOLUTIONS

**ATX 1031**  
(512) 922-1392  
atx1031.com

### ATTORNEY - ESTATE PLANNING, PROBATE

**Robbins Estate Law**  
(512) 851-1248  
RobbinsEstateLaw.com

### BANK / MORTGAGE / FINANCIAL SERVICES

**Amarillo National Bank - (Austin)**  
(512) 347-1959  
ANB.com

### CLEANING & MAKE-READY SERVICES

**Personal Castles Cleaning Services**  
(512) 905-1110  
www.personal-castles.com

### CLOSING GIFTS

**Patton Sides - Cutco Closing Gifts**  
(832) 725-0095  
PattonSharp.com

### CONTENT CREATOR

**SignOtter Media**  
(773) 580-8541  
SignOtter.com

### CONTRACTING SERVICES

**OnePoint Alliance**  
(512) 709-0095  
OnePointAlliance.com

### CUSTOM BUILDER

**Atlas Custom Homes**  
(409) 789-1771  
AtlasHomesATX.com

### EVENT VENUE

**Lodgewell**  
(512) 522-8747  
Lodgewell.co

### FLOORING & TILE

**Total Pro Flooring**  
(512) 567-8237  
TotalProFlooring.com

### FLORAL DESIGNER

**Studio Mistine**  
(415) 314-9464  
StudioMistine.com

### GARAGE MAKEOVERS

**Koncept Garage**  
(512) 400-4266  
KonceptGarage.com

### HOME INSPECTION

**TLC Home Inspections**  
(512) 887-2663  
TLCInspectors.com

### HOME ORGANIZATION & DECLUTTERING SERVICE

**Koncept Garage**  
(512) 400-4266  
KonceptGarage.com

### HOME SECURITY/ TECH INSTALLATIONS

**Method Media Systems**  
(512) 745-3381  
MethodMediaSystems.com

### HOME STAGING & DESIGN

**A2D - Addicted 2 Decor ATX**  
(512) 573-8416  
Addicted2Decor.com

### HOME WARRANTY

**Guard Home Warranty**  
(713) 597-0513  
GuardHomeWarranty.com

### INSPECTIONS

**GreenWorks Inspections**  
(972) 802-8385  
GreenWorksInspections.com

### Madrone Home Inspections

(512) 256-0535  
MadroneInspections.com

### INSURANCE

**State Farm - Steve Vinklarek**  
(512) 452-0214  
steveinsures.com

### INSURANCE AGENCY

**Kyle Rhodes - Allstate**  
(512) 537-5021  
AllstateAgencies.com/  
KyleRhodes

### Ryan Landers - Landers Insurance Agency

(512) 454-4536  
RyanLanders.com

### State Farm - Carrie Welch

(512) 263-8485  
CarrieWelch.com

### Whorton Ins Services

WhortonINS.com

### INTERIORS / FURNISHINGS

**Davinci Interiors**  
(512) 537-3100  
DavinciInteriors.com

### INVESTOR CAPITAL

**Easy Street Capital**  
(940) 393-5828  
EasyStreetCAP.com

### LISTING PREPARATION SERVICES

**Freemodel**  
**Keely James Moore**  
(281) 793-0116

### LUXURY RANCH LIVING

**Big Easy Ranch**  
(979) 733-8635  
BigEasyRanch.com

### MORTGAGE

**The Wood Group of Fairway Independent Mortgage**  
(254) 933-9500  
WoodGroupMortgage.com

### Thrive Mortgage - Stacey Smith

(512) 750-4320  
MortgageLoanHelpers.com

### Waterstone Mortgage Corporation

(210) 510-8222  
WaterstoneMortgage.com

### Zander Blunt Team

**at PrimeLending**  
(512) 381-4642  
ZanderBlunt.com

### MORTGAGE BANKER

**David Medrano - First United Bank**  
(512) 593-1684  
MedranoTeam.com

### MORTGAGE BROKER

**Austin Reddin - Prodigy Mortgage**  
(936) 900-5636  
LoansByProdigy.com

### MORTGAGE PROFESSIONAL

**Mortgage Professional Assoc. - Christina Beitler**  
(512) 689-8083  
ChristinaBeitler.com

### MORTGAGES

**Aaron Thomas - NEO Home Loans**  
(830) 613-7337  
AaronThomas.NEO  
HomeLoans.com

### Jesse Lokken - PrimeLending

(312) 285-6136  
JesseLokken.com

### MOVING & STORAGE

**Berger Moving & Storage**  
(254) 535-9615  
bergerallied.com

### PICKLEBALL COURT CONSTRUCTION

**Pickle Build Pros**  
(908) 410-5277  
picklebuildpros.com

### PIZZA / CATERING

**Lefty's Pizza**  
(512) 462-4222  
LeftysPizzaKitchen.com

### POOL DESIGN AND BUILD

**da Vinci Pools**  
(737) 268-8413  
davincipools.com/

### PRESSURE WASHING & WINDOWS

**Proverbs 3:5 Pressure Washing & Exterior Cleaning**  
(512) 831-8295  
Proverbs35pw.com

### REAL ESTATE SCHOOL

**Champions School of Real Estate®**  
**Rita Santamaria**  
(281) 893-4484  
www.ChampionsSchool.com

### REMODELING

**Milestone**  
(512) 866-8010  
MyMilestone.com

### RESTAURANT FOR CLOSING CELEBRATION

**County Line BBQ**  
(512) 327-1959  
CountyLine.com

### RESTORATION - FIRE & WATER

**All Nation Restoration**  
(512) 934-8180  
AllNationRestoration.com

### ROOFING

**ACE Roofing Company**  
(512) 836-7663  
ACERoofingTexas.com

### MommaBear Roofer

(512) 740-2217  
MommaBearRoofer.com

### Tarrytown Roofing

(713) 824-3620  
TarrytownRoofing.com

### SELLER FINANCE PROGRAM

**MORE Financial Corporation - Ryan Leahy**  
(512) 543-2558  
MOREsellerfinancing.com

### SMART HOME SOLUTIONS

**Smarter Homes of Austin**  
(512) 337-2716  
SmarterHomesAustin.com

### TITLE COMPANY

**Austin Title Company**  
(512) 771-1195  
AustinTitle.com

### Capital Title of Texas

(972) 682-2728  
CTOT.com

### Capstone Title

(512) 672-9857  
capstonetitletx.com

### Championship Title

(512) 567-5442  
ChampionshipTitle.com

### Chicago Title Austin

(512) 903-0904  
Austin.CTIC.com

### Independence Title

(512) 454-4500  
IndependenceTitle.com

### Patten Title Company

(512) 607-5020  
PattenTitle.com

### RISE Title

(512) 474-2362  
RISETitleofTX.com

### Stewart Title

(512) 914-2128  
Stewart.com/en/  
markets/Austin

### Titan Title & Closing

TitanTitleClosing.com

### VIDEO PRODUCTION

**Mosaic Media Films**  
(512) 720-8453  
MosaicMediaFilms.com

### WEALTH MANAGEMENT

**Gagne Wealth Mgt - Raymond James - Jay Gagne**  
(317) 577-6030  
RaymondJames.com/  
Branches/Custom/  
GagneWealthManagement



**Hardland PLAZA**  
OFFICE



**CRISELDA AYALA**  
AVP/Escrow Officer  
Criselda.Ayala@austintitle.com  
512-329-0777 Office  
Team.Ayala@austintitle.com



**KARA STROBEL**  
AVP/Escrow Officer  
Kara.Strobel@austintitle.com  
512-329-0777 Office  
Team.Strobel@austintitle.com



**COLLIN CHUNTA**  
AVP/Escrow Officer  
Collin.Chunta@austintitle.com  
512-329-0777 Office  
Team.Chunta@austintitle.com



**PAMELA BEAUCHAMP**  
AVP/Escrow Officer  
Pamela.Beauchamp@austintitle.com  
512-329-0777 Office  
Team.Beauchamp@austintitle.com

*Simply the Best*

1717 W. 6TH STREET, SUITE 102  
AUSTIN, TX 78703  
Phone 512-329-0777/Fax 512-469-5813  
[WWW.AUSTINTITLE.COM](http://WWW.AUSTINTITLE.COM)

Meet  
The  
Team



**Jason Shelden**  
*Publisher*  
512-921-4701  
jason.shelden  
@realproducersmag.com



**Erin Rystad**  
*Content Director*



**Emily Eyob**  
*Operations*



**Leah Faye Blum**  
*Photographer*



**Rory Hejtmanek**  
*Photographer*



**Carol Whitney**  
*Photographer*



**Elizabeth McCabe**  
*Staff Writer*



**Megan Taylor-DiCenzo**  
*Staff Writer*



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Austin Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



CHICAGO TITLE  
LEADING WITH STRENGTH, STABILITY & EXPERTISE

LOCALLY STRONG, NATIONALLY RECOGNIZED

 CHICAGO TITLE AUSTIN austin.ctic.com	<b>BEE CAVE</b> 13215 Bee Cave Pkwy. Bldg. B, Ste. 100 Bee Cave, TX 78738	<b>CEDAR PARK</b> 1335 E. Whitestone Blvd. Ste. 2-100 Cedar Park, TX 78613	<b>GREAT HILLS</b> 8911 N. Cap. of TX Hwy. Bldg. 2, Ste. 2105 Austin, TX 78759	<b>ROUND ROCK</b> 2300 Greenhill Dr. Ste. 310 Round Rock, TX 78664	<b>WESTLAKE</b> 4301 Westbank Dr. Bldg. A, Ste. 100 Austin, TX 78746
---	--	---	---	---	---

f @ i n t w



# We're Not Your Ordinary Title Company

## (512) 474-2362

REDEFINING TITLE

Rise Title is a full-service title company, proudly born in the capitol of Texas. At Rise Title we are committed to the success of each client.

We are consistently seeking ways to make title service more convenient and more special, for clients, real estate agents, and everyone else involved in the transaction.

1317 W 6TH ST. AUSTIN TX  
RISETITLOFTXAS.COM



rise title  
OF TEXAS

# HELPING YOU ACHIEVE YOUR FINANCIAL GOALS

*Our hope is to have a client for life, and our 98% retention rate is proof of our dedication to this goal. Simply put, our goal is to facilitate our clients' financial goals, and our philosophy, mission and promise to you are all focused on this underlying goal.*

## Our Mission

To provide our clients the ultimate client experience through:

- Consistent client contact
- Rapid response to time-sensitive issues
- Strategic financial planning implementation

## Our Promise to You

The advisors at Gagne Wealth Management Group will:

- Always have your best financial interests in mind.
- Always give you honest education and feedback about financial products available in the market.
- Make you feel as if your account is the most important one - because it is.

## RELATIONSHIP-FOCUSED SERVICE. TRUSTED FINANCIAL ADVISORS.

The advisors of Gagne Wealth Management Group have dedicated their entire careers to providing strategic financial advice and helpful guidance to their valued clients. Jay Gagne spent 10 years at Merrill-Lynch and then transitioned their business to Raymond James in 2004. Gagne Wealth Management is a family-owned business, Jay is dedicated to the creation of financial success for you and your family for generations to come.

Contact us now for a complimentary, no-obligation financial consultation. ***Simply visit our [Get In Touch](#) page or call us toll-free at 866.461.7673.***

## 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:

2019-2024: Forbes Best in State Wealth Advisor

2023-2024: Forbes Best-In-State Wealth Management Teams

2014-2024: Member of Raymond James Financial Services Leaders Council\*

2023-2024: Advisor Hub Top 100 Advisors

2021-2023: CollegeChoice Advisor 529 Savings Plan Award of Excellence



Scan Here



# Kate SLAUGHTER

Followed in Her  
Mother's Footsteps  
into Real Estate

WRITTEN BY  
ELIZABETH MCCABE

**Like mother,  
like daughter.**

For Kate Slaughter, real estate runs in the family. Inspired by her mother, who worked as both a realtor and an interior designer, Kate developed an early appreciation for homes, aesthetics, and client service. She earned her real estate license in 2008 and, over the years, has blended her love of design with her passion for real estate to create a thriving career in Austin.

**A Strong Foundation in Real Estate and Design**

Growing up, Kate helped her mother with interior design projects and later expanded her experience by working with another designer in Dallas. These early experiences shaped her approach to real estate. “For me, I love the design aspect of it—taking one of my listings and making it as beautiful and perfect as possible to sell,” she shares.

This passion for enhancing properties led to the development of a unique client concierge program. “Because of my experience owning a magazine in Lost Creek, I’ve worked with many businesses and industries. I’ve built strong relationships with top service providers. When I call, they answer.” This close network of professionals enables Kate to offer clients seamless access to high-quality services, making the buying and selling process even smoother.

**Building a Real Estate Career in Austin**

When Kate first moved to Austin, she started in leasing before taking a break to focus on family. During this time, she and her husband, Nathan, settled in Lost Creek, and she launched a local magazine. A friend eventually encouraged her to return to real estate. “She put a bug in my ear,” Kate recalls. “She told me to let her know if I ever wanted to get back into it—and I did.”

Blazing  
Her Own  
Trail Here  
in Austin!



She began working alongside Heather Hudson and fell in love with real estate again. Her success escalated quickly, and she was soon offered another exciting opportunity - a partnership with Claude Smith in his brokerage. She couldn’t pass it up, and from there, her career flourished.

**Joining Douglas Elliman and Forming The KS Group**

As Kate continued to grow in the industry, she reached out to her mentor, Mike Reddell, formerly with Douglas Elliman. His advice led her to meet with Melissa Webb, Sales Manager for Douglas Elliman Austin, and everything aligned.

After many discussions, Kate officially joined Douglas Elliman in March of 2023, bringing with her Megan Marrs, who formerly worked as a project manager for both Kate and Claude Smith.

Shortly after, Cuatro Kowalski reached out with an interest in teaming up. With that, Kate formed The KS Group, a dynamic real estate team comprised of:

- Kate Slaughter - CEO, Real Estate Agent
- Megan Marrs - COO, Real Estate Agent
- Cuatro Kowalski - Commercial and Residential Real Estate Agent
- Deborah Arnold – Real Estate Agent, Kate’s Mom!



#### A Client-Focused Approach

One of the standout aspects of Kate's business is the high level of service she provides. Her team helps clients maximize their home value by guiding them through smart updates. "We advise on the best updates for the highest return," Kate explains. "If a client wants us to assist, we have a project manager who creates a spreadsheet, schedules

appointments, and manages everything. From finding light fixtures at the best price to ensuring a smooth renovation, we make it effortless."

Kate specializes in Austin's luxury market, particularly in the Eanes ISD, where home prices start at \$1 million, with tear-downs beginning at \$1 million. Her expertise in high-end real estate and



“  
I’ve built strong  
relationships  
with top service  
providers.  
When I call,  
they answer.”

design sets her apart, making her a go-to agent for buyers and sellers seeking top-tier service.

#### Balancing Family and Career

Kate and her husband, Nathan, have been married for nine years and have three children: Van (8), Luke (6), and Ford (21 months). Their lives revolve around their kids' activities, with sports taking center stage during the week and on weekends.

Their family dynamic is further enriched by Kate's father, Vance, who moved in with them during COVID. "He helps with grocery shopping and is in charge of dinner. Without my dad, we wouldn't be able to have full-time jobs. He is a huge part of our family."

#### Looking Ahead

Kate has been deeply involved in the Lost Creek Neighborhood Association for the past four years, creating and running community initiatives. However, in 2024, she is shifting her focus solely to real estate and family. "Starting in 2024, I want to prioritize what is important to me: my family and real estate career. That means homes, sports, and everything that comes with it."

Nathan, who works in software development, shares a love of fitness with Kate. While she enjoys running the Town Lake Trail, he prefers yoga.

With her strong foundation in real estate, a passion for design, and a thriving team, Kate Slaughter is not just following in her mother's footsteps—she is blazing her own trail in Austin real estate!



**GREENWORKS**

**ONE CALL DOES IT ALL**

**RP** Texas' Best Inspection Company  
Dedicated to Austin Real Producers

**Award Winner**  
2019, 2020, 2021, 2022, 2023, 2024

**BBB** A+ Rating

**Inc. 5000**

**TEXAS ASSOCIATION OF BUILDERS**

**SCAN ME TO VIEW OUR PACKAGES**

**Contact Us!**

**Fox Jeandemange**  
VIP Relationship Manager  
832-209-7199  
fox.jeandemange@greenworksinspections.com

**Gaby Vasquez**  
VIP Relationship Manager  
214-537-6103  
gaby.vasquez@greenworksinspections.com

**OnePoint**

THE COMPLETE PROPERTY SOLUTION

**OnePoint is The Complete Property Solution.**  
We work closely with top-producing agents, property managers, building engineers, and other residential and commercial professionals.

OnePoint saves our clients time and money through our **core services**:

- **MAKE-READY**
- **PAINTING**
- **DESIGN & STAGING**
- **RENOVATION & CONSTRUCTION**

➤ OnePointAlliance.com ➤ 512.298.2626



## THE MEDRANO TEAM

FIRST UNITED BANK

**Simple. Fast. Convenient.**

*Austin's Leader in Lending  
can tailor a mortgage specific  
to you and your investment.*



**David Medrano**

Mortgage Sales Manager | Sr. Loan Officer | NMLS# 568150  
Cell: 512-593-1684  
Email: David.Medrano@FirstUnitedBank.com  
Apply Now: [www.MedranoTeam.com](http://www.MedranoTeam.com)





Addicted 2 Décor ATX (A2D) is a full service luxury home staging & interior design firm in **Austin, TX**

(512) 573-8416  
addicted2decor.com  
create@a2d-addicted2decor.com  
a2d\_addicted.2.decor  
facebook.com/addicted2decor



More Solutions | Better Experience | On-time Closings  
**Contact us today to learn more!**

**Clarissa Hernandez**  
Loan Originator  
NMLS #1651574  
M: 210.510.8222  
CHernandez@WaterstoneMortgage.com

All loan requests are subject to credit approval as well as specific program requirements and guidelines. For some programs, income and property restrictions may apply. Information is subject to change without notice. Equal Housing Lender. Waterstone Mortgage Corporation (NMLS #1086-434) is a wholly owned subsidiary of Waterstone Bank SSB(NASDAQ: WSBF) Texas Mortgage Loan License

**NOW OPEN**

RESIDENTIAL CLOSING  
COMMERCIAL CLOSING  
REFINANCE

**TITAN**  
TITLE & CLOSING, LLC - TEXAS  
**AUSTIN**

11211 TAYLOR DRAPER LN  
AUSTIN, TX 78759



**CHAMPIONS SCHOOL  
OF REAL ESTATE®**

THE MOST RESPECTED NAME  
IN REAL ESTATE EDUCATION

REAL ESTATE

DESIGNATIONS

LOAN ORIGATION

HOME INSPECTION

APPRAISAL

BUSINESS ETIQUETTE

### It's a Great Time to Earn a NAR Realtor® Designation.

Champions School of Real Estate offers many designations and certifications so successful agents can further their education and grow their business!

**The more you learn, the more you earn.**





Marketing Strategy  
& Lead Generation



Accredited Luxury  
Home Specialist



Certified Home  
Marketing Specialist



Pricing Strategies:  
Mastering the CMA



New Home  
Construction



Seller Representative  
Specialist



Seniors Real  
Estate Specialist



Accredited Buyer  
Representation



Military Relocation  
Professional



Real Estate  
Negotiation Expert



**SCAN HERE TO LEARN MORE**

All Courses are available via ChampionsLive, an instructor-led, live streaming online educational experience. All books and TREC elective CE credit included.

[www.ChampionsSchool.com/live/designations](http://www.ChampionsSchool.com/live/designations)

Open to the Public | TREC Provider #4530 | #0005 | ABR: 15-00-031-36613; MRP: 08-00-020-32625; PSA: 08-00-091-33058; ALHS: 10-00-012-38433; CHMS: 08-00-060-34739; M&LG: 08-00-012-38540; SRS: 15-00-030-32071; RENE: 15-00-110-32213

**AUSTIN • CHAMPIONSLIVE • DALLAS • FORT WORTH • HOUSTON • ONLINE • SAN ANTONIO**

Real Producer  
Recognition Badges Are Here!



If you are a top 500 producer in the Austin market, reach out to us, and we will supply you with this logo to use in your marketing efforts!  
TeamAustin@RealProducersMAG.com

If you are a Real Producers-nominated vendor partner, you can use this logo on your business card! Reach out to us at TeamAustin@RealProducersMAG.com!

**NEW MODEL HOME NOW OPEN**  
Visit [MyMileStone.com](https://www.MyMileStone.com) for details.



**Milky Way**  
AT RIVER PLACE

Learn More  


**Tour Our New Model Home in River Place – Now Open!**  
Visit our new model home at 10117 Milky Way Drive, Austin, TX 78730. Discover 64 beautiful homes starting at \$1.5M in River Place. Explore the community and take advantage of exclusive offers while they last!

Equal Housing Opportunity. Please contact community sales counselor for additional details and restrictions.

Celebrating 20 Years  
of Independence

Since 2005, Independence Title has helped hundreds of thousands of Texans invest, open businesses, and find their way home to their own little piece of the Lone Star State.

Thank you to our Customers for 20 great years and counting!



Welcoming Everyone at our 26 Austin Metro locations!  
The Austin Business Journal's Number One Title Company for 18 Years Running!

# FROM YOUR LISTINGS TO THEIR LIVING ROOMS –

Delivering Excellence With Every Mile

LOCAL, LONG DISTANCE AND INTERNATIONAL MOVES

Scan the QR code to schedule a meeting today!



**BERGER**  
MOVING & STORAGE »



**KRISTY KORBA**  
Relocation Consultant

254.535.9615 | BergerAllied.com  
15415 Long Vista Drive



**ALLIED**  
The Careful Movers



Berger Transfer & Storage, Inc. US DOT No. 00125665 • Allied Van Lines US DOT No. 076235 • TxDMV No. 005850382C  
Texas US DOT No. 270329 • Texas Department of Motor Vehicles Phone 888-368-4689

# DID YOU KNOW

About these Financing Options for your Investor Buyers?

- ✓ 48 Hour Closes (No Appraisals) to compete with cash offers for fixer-uppers
- ✓ 30-year loans with low, fixed interest rates and no DTI hurdles
- ✓ Loans for Short Term Rentals (Airbnb) qualified based on STR potential
- ✓ Loans for First Time Investors with no eligibility restrictions



**COLLIN DUFFY**  
Partner  
940-393-5828  
Collin@easystreetcap.com

LEARN MORE



**EASY STREET**  
CAPITAL

1201 E. Cesar Chavez St.  
Austin, TX 78702

# ARTWORKS

Custom framing  
6th Street Art Gallery  
Art and Paper Restoration  
Art Hanging and Moving  
Pickup and Delivery



Artworks - West 6th  
1214 W. 6th Street, STE 105  
Austin, TX 78703  
512-472-1550

Artworks - Westlake  
3663 Bee Cave Road, STE 4f  
West Lake Hills, TX 78746  
512-328-3631

Artworks - Belterra  
166 Hargraves Drive, STE C300  
Austin, TX 78737  
512-580-1620

Featuring Fotiou Moulding

**FOTIOU**  
FINE MOULDING BY DESIGN™

PrimeLending

# Bluntly Better

PRIMELENDING THE BLUNT TEAM



AUSTIN BUSINESS JOURNAL: TOP PRODUCER 2015-2023

MORTGAGE EXECUTIVE MAG: TOP 1% ORIGINATOR 2015-2022

Zander Blunt

Loan Officer / Branch Manager, NMLS: 188473  
7000 N. Mopac #400A, Austin, TX 78731

512-381-4642  
zanderblunt.com

All loans subject to credit approval. Rates and fees subject to change. ©2024 PrimeLending, a PrimeCapital Company (PrimeLending). NMLS: 136480 Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in TX for 1st Liens. 2nd Liens Regulated Loan Lic. No. 2603, VOT2822



**Ace Roofing Company**  
Roof Repair & Replacement

**512-836-7663**  
Financing Available



# COVER RELEASE PARTY

Thank you to all our Real Producers who came out and helped to make our Cover Release Party a great success!

A Huge Thank You to **Tarrytown Roofing** and **The Medrano Team** with **First United Bank** for making our event extra special!



MOSAIC MEDIA FILMS





# WELCOME TO CHAMPIONSHIP TITLE

YOUR ALL-STAR ONLINE CLOSING TEAM



**Marchelle Levy**  
(512) 567-5442

Austin Office  
8000 Centre Park Dr. Ste. 220  
Austin, TX 78754



At Tarrytown Roofing, we embrace an abundance mindset, believing in limitless opportunities. As Central Texas roofing experts, we prioritize collaboration, innovation, and 100% customer satisfaction, building both quality roofs and thriving communities. Through lasting relationships, we enrich our clients, employees, and the Austin roofing industry

**JAMES WOLFGANG KUNTZ**

713 - 824 - 3620

[www.tarrytownroofing.com](http://www.tarrytownroofing.com) | [wolfgang@tarrytownroofing.com](mailto:wolfgang@tarrytownroofing.com)

SCHEDULE YOUR FREE CONSULTATION



**THE WOOD GROUP**

Mortgage Service and Speed Redefined  
[www.woodgroupatx.com](http://www.woodgroupatx.com)



Alex Ihler - Branch Manager  
512-717-9902 NMLS# 1256089



Blair Hogue - Branch Manager  
512-717-9912 NMLS# 408832



Proudly Serving the Austin Area  
for Over 23 Years



Platinum Top 50 Partner of the Year  
Austin Real Producers Preferred Partner

[TotalProFlooring.com](http://TotalProFlooring.com)

512.567.8237

[info@totalproflooring.com](mailto:info@totalproflooring.com)

"No matter the situation  
with your seller or buyer,  
we always do the right  
thing."



LUXURY LEAGUE





**Lodgewell**

**Picture your property  
in Lodgewell's  
Signature Collection**

.....

We purchase, lease, partner with  
and manage hand-picked homes  
and retreats for unforgettable  
stays and gatherings.

**LET'S CONNECT! 512-507-9065**



*Chereen Fisher*  
Founder & CEO  
Lodgewell





**CUTCO®**  
Closing Gifts

*The sharpest guy you know.*



**Patton Sides**

**832-725-0095**  
[www.pattonsharp.com](http://www.pattonsharp.com)  
[www.cutcoclosinggifts.com](http://www.cutcoclosinggifts.com)





**Stacey Smith**  
MORTGAGES **DONE RIGHT.**

**EXPLORE YOUR BUYING POWER** 512-750-4320  
Stacey.Smith@ThriveMortgage.com



**BUILD WEALTH  
through  
HOME OWNERSHIP**

CONSTRUCTION • HOME RENOVATION • CONVENTIONAL  
JUMBO • USDA • VA • FHA • REVERSE MORTGAGE

**APPLY NOW**

RMLO NMLS #: 168887 | Branch NMLS #: 1436704 | 1107 S. 8th Street, Ste D, Austin, TX 78704





**DA VINCI**  
POOLS



*Elevate Your Outdoor Living*

**From custom spas and pools to innovative features,  
da Vinci Pools redefines backyard luxury**




*"Simplicity is the ultimate sophistication".*  
- LEONARDO DA VINCI

**Pools & Spas | Custom Features | Outdoor Living | Renovation & Remodels**

**CALL 737.268.8413 | DAVINCIPOOLS.COM**

# Total Pro FLOORING

FROM HUMBLE BEGINNINGS  
TO CENTRAL TEXAS STARDOM



In a city known for its entrepreneurial spirit and dynamic growth, Total Pro Flooring stands out as a shining example of what passion, dedication, and community focus can achieve. What started in 2014 as a small tile and grout cleaning business has rapidly evolved into one of Central Texas's premier flooring providers—earning accolades, expanding its reach, and leaving a lasting impression, one floor at a time.

Founder Chad launched Total Pro Flooring with a simple but powerful mission: to bring professionalism and integrity to an often-overlooked part of home improvement. Just one year into the business, in 2015, he took a leap forward by opening his first brick-and-mortar showroom. That same year, he began a partnership with Platinum Top 50 Austin, a connection that would grow into one of the company's most impactful relationships.

As word spread about the company's high-quality products and reliable service, growth came quickly. In both 2019 and 2020, Total Pro Flooring earned a spot on the prestigious Austin Business Journal's Fast 50 list,

which recognizes the fastest-growing private companies in Central Texas with revenues under \$10 million. The recognition was more than just a feather in the cap—it was validation that Total Pro was not just building floors but building a reputation.

In 2020, even amidst a global pandemic, the company's momentum didn't slow. Instead, it expanded, opening a second location to better serve the growing demand. The expansion allowed Total Pro to enhance its offerings, reach more customers, and deepen its presence in the Austin area.

That same commitment to excellence and local involvement paid off in spades. In both 2022 and 2023, Total Pro Flooring was named Platinum

Top 50 Partner of the Year, a prestigious award recognizing standout vendors and service providers in the real estate community. Then, in 2023 and 2024, Total Pro was voted Austin's Best Floor Store—an honor that solidified its place at the top of the industry.

But Total Pro Flooring is more than just awards and accolades—it's a true community player. As the current Platinum Sponsor of Platinum Top 50 Austin and Title Sponsor of Compass ATX, the company stays deeply involved with the top real estate agents across the Austin metro. Whether through event sponsorships, on-site support, or behind-the-scenes collaborations, Total Pro is an active force in Austin's real estate ecosystem.

The company's offerings are as diverse as they are top-tier. From hardwood and tile to carpet and luxury vinyl plank (LVP), Total Pro Flooring provides both materials and expert installation. And with a strong emphasis on supporting realtors, the business ensures that stock is available for quick turnarounds—perfect for listing agents needing a fast refresh before a home hits the market.

Beyond logistics and inventory, Total Pro goes the extra mile to build relationships. The team sponsors and attends events, helps new homeowners transform their spaces, and even hosts Realtor contests to keep things fun and engaging. It's all part of a bigger picture: building trust, delivering quality, and making every client feel like part of the family.

From humble beginnings to award-winning success, Total Pro Flooring has laid more than just floors—it's laid the groundwork for what it means to be a trusted local business. And if the last decade is any indication, the future looks bright—and beautifully floored.



# GIVE YOUR CLIENTS A PIECE OF AUSTIN!

## COUNTY LINE BOX INCLUDES

A Bottle Of Bar-B-Q Sauce • Texas Chili Kit  
Bloody Mary Seasoning • Our Secret Rib Rub  
Drink Koozie • Talking Cowboy CD

HILL  
6500 Bee Cave Rd.  
512.327.1742  
LAKE  
5204 FM 2222  
512.346.3664  
COUNTYLINE.COM

## CHANGING THE MORTGAGE INDUSTRY

NEO Home Loans specializes in providing **customized mortgage options** that not only allow your clients to succeed in the market today, but also help them build a strong foundation for a secure retirement and a life of financial freedom.

**LET'S CREATE CHANGE TOGETHER!**  
Let's connect and discuss how the NEO Experience can help your brand stand out while providing unlimited lifetime value to your clients.

**AARON THOMAS**  
Branch Manager, NMLS# 1713681  
(830) 613-7337  
Aaron.Thomas@NEOHomeLoans.com

NEO Home Loans is a registered DBA of Luminate Home Loans, Inc. NMLS#150953. Corporate Headquarters: 2523 S. Wayzata Blvd. Suite 200, Minneapolis, MN 55405. This advertisement does not constitute a loan approval or loan commitment. Loan approval and / or loan commitment is subject to final underwriting review and approval. For licensing information, go to: www.nmlsconsumeraccess.org.

# Car + Home = Savings

**Steve Vinklarek**  
512-452-0214  
SteveInsures.com  
Steve@SteveInsures.com

Total average savings of  
**\$894\***

Let me show you how combining home and auto policies can really add up.  
Like a good neighbor, State Farm is there.  
CALL FOR A QUOTE 24/7.

Conveniently located in the Village at Westlake next to Gold's Gym.

# Hook'Em Horns



# KONCEPT GARAGE



**GARAGE CONVERSIONS  
& REMODELS**



**PROFESSIONAL ORGANIZING  
& SPATIAL PLANNING**



**IN-HOME SERVICES  
PANTRY & CLOSET BUILD-OUTS**

At Koncept Garage, we specialize in turning everyday spaces into extraordinary ones. Our garage conversions turn garages into valuable, multi-functional spaces that elevate your property listings. Our professional organizing services create peaceful, functional environments, from primary closets to pantries.

Enjoy a seamless, high-quality experience with our expert communication, design, and active management.

## READY FOR A TRANSFORMATION?

Watch our transformation videos at [www.konceptgarage.com](http://www.konceptgarage.com) and be inspired!



**ENHANCE YOUR LISTINGS AND DELIGHT YOUR  
CLIENTS WITH KONCEPT GARAGE**

(512) 400-4266 TEAM@KONCEPTGARAGE.COM KONCEPTGARAGE.COM

sell more homes

WITH LOKKEN LOANS



**Jesse Lokken**

Loan Officer, NMLS: 425953  
jesselokken.com | jesse.lokken@primelending.com  
7000 N Mopac Expressway, Suite 400, Austin, Tx 78731  
312-285-6136

Local Service | Specializing in Jumbo Loans | Appraisal Panel



Home Loans Made Simple

All loans subject to credit approval. Rates and fees subject to change. ©2022 PrimeLending, a PlainsCapital Company. (NMLS 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in TX. V010998



## Streamline the Make-Ready Process for a Faster Sale



MAKE-READY+  
CONCERGE PROGRAM™

- Step 1) Clean and Stretch or Replace Carpets
- Step 2) Clean Tile, Grout, and Hardwood Floors
- Step 3) Power Wash Exterior Surfaces
- Step 4) Wash and Shine Windows
- Step 5) Deep Clean the Whole House

"This is a game changer!"  
- Wendy Mitchler, C21

**ONE CALL GETS IT DONE!**

Call (512) 905-1110 | [www.personal-castles.com](http://www.personal-castles.com)



## TRUST OUR TEAM

TO GUIDE YOU IN THE RIGHT DIRECTION



**Tony Sandoval**

Austin Division President  
M (214) 543-9000  
[tony.sandoval@stewart.com](mailto:tony.sandoval@stewart.com)



**Jennifer Johnson**

Business Development  
M (979) 595-5204  
[jennifer.kjohnson@stewart.com](mailto:jennifer.kjohnson@stewart.com)



**Ashley Moore**

Business Development  
M (337) 764-4119  
[ashley.moore@stewart.com](mailto:ashley.moore@stewart.com)



**Ashley Long**

Business Development  
M (737) 389-4771  
[ashley.long@stewart.com](mailto:ashley.long@stewart.com)



**Miguel Benavides**

Vice President of Sales  
M (512) 422-6118  
[miguel.benavides@stewart.com](mailto:miguel.benavides@stewart.com)



**Kathryn McCurry**

Marketing Manager  
M (512) 230-7040  
[kathryn.mccurry@stewart.com](mailto:kathryn.mccurry@stewart.com)

[STEWART.COM/AUSTIN](http://STEWART.COM/AUSTIN)

# PATRICK SARB

*Says “Yes, and” to Being  
Center Stage in Real Estate*

WRITTEN BY  
ELIZABETH MCCABE

**“Your theatre career primed you for real estate.”** Those words from Patrick Sarb’s broker couldn’t be more accurate. With a background in theatre arts—including performing on Broadway—Sarb has mastered the art of reading people, improvisation, and keeping things moving forward. Now, he brings that same skill set to real estate, helping clients navigate the home-buying and selling process with ease and confidence.

**A Foundation in Family and Hard Work**

Patrick grew up in Illinois as the oldest of six children. His parents, who came from large families themselves—his mom one of eight and dad one of eleven—made an impression upon him.

“They taught me to have a sense of humor, humility, and how to manage chaos,” he jokes.

Coming from a working-class background, he learned early on that family is everything and taking care of people is a top priority.

Inspired as a child by trips to museums and the theatre, Patrick developed his academic and artistic talents, paving the way to enrollment at Northwestern





*“They taught me to have a sense of humor, humility, and how to manage chaos.”*

University, where he graduated with a degree in theatre arts. The path wasn’t easy—his parents made clear he needed great grades, scholarships, and a work-study program to make it happen. With dedication, he managed to do all three, paying his way through school.

**From Broadway to Boutique Brokerage**

After graduation, Patrick jumped headfirst into an acting career, working at Chicago’s top theatres, waiting tables, and ultimately performing in *Mamma Mia!* on Broadway from 2003 through 2005. He then performed in the Las Vegas company of the show before returning to Chicago’s thriving theatre scene.

While he loved performing, the reality of juggling a career in the theatre while

working in the service industry meant missing out on major life events. Some of his colleagues were already dabbling in real estate, and a casual conversation over coffee opened his eyes to the possibilities of a new career.

Midway through his real estate studies in Chicago, Patrick’s husband, Mike Morgan, had an opportunity to move to Austin for work. Having previously moved cities as a family, Austin presented an exciting opportunity for a fresh start and a perfect opportunity for Patrick to begin his career in real estate. Austin was an easy “Yes.” Patrick restarted his licensing process and began working with Coldwell Banker. Soon after, he was recruited to a boutique brokerage, opening doors to career growth and business acumen that led him to Moreland Properties.





### The Power of Partnership

Patrick's background in theater and the service industry shaped his approach to real estate. Having worked for the renowned restaurant groups Let Us Entertain You Enterprises and One Off Hospitality, he learned the importance of meeting people where they are. Whether a client is having a challenging day or celebrating a milestone, Sarb knows how to adapt and provide exceptional service.

Honesty, empathy, and collaboration still serve as the tentpoles of Sarb's Austin Real Estate Career today. His focus on a win-win outcome geared toward his client's needs continues to fuel his business, generating \$24 million in sales in 2023 and \$20 million in 2024

### Living Life to the Fullest

When he's not helping clients, Patrick enjoys travel, art, culinary adventures, live music, and long walks with Mike and their dog, Stevie.

Reflecting on his journey from the stage to the real estate world, Sarb couldn't be happier. "I love being an Austin Realtor, working with wonderful clients, and being surrounded by exceptional colleagues. It's an inspiring place to be." His story is proof that life's twists and turns can lead to unexpected and fulfilling new roles.

*"I love being an Austin Realtor, working with wonderful clients, and being surrounded by exceptional colleagues. It's an inspiring place to be."*



HILL COUNTRY  
— MORTGAGES —

Top Producers resource for personalized mortgage solutions,  
fast customized quotes, great rates, & service with integrity



Jonathan Sarver

Broker Owner,  
Hill Country Mortgages  
NMLS # 993872  
512-487-4503  
Jonathan@hillcountrymortgages.com

Hill Country Mortgages, 231 Baldovino Skyway, Lakeway, TX 78738.  
Equal Housing Opportunity.  
NMLS 2324262. Licensed to do business in TX.

I love  
this town.


### Thanks, Austin Real Producers.

I love being here to help in a community where people are making a difference every day. Thank you for all you do.



Ryan Landers, Agent  
2911 A W GRIMES BLVD STE 520  
PFLUGERVILLE, TX 78660  
Bus: 512-454-4536  
ryan.landersonu5xt@statefarm.com








# Capital Title<sup>SM</sup>


A Shaddock Company


*Serving the Austin Area*


**Austin Lakeway**  
2501 Ranch Road 620 South, Suite 250  
Lakeway, Texas 78734


**Austin South**  
1801 S. Mopac Expressway, Suite 250  
Austin, Texas 78746


**Georgetown**  
800 S. Austin Avenue, Suite E  
Georgetown, Texas 78626


**Lockhart**  
203 South Main Street  
Lockhart, Texas 78644


**Round Rock Downtown**  
211 W. Main Street  
Round Rock, Texas 78664


**Austin Northwest**  
6850 Austin Center Boulevard, Suite 127  
Austin, Texas 78731

**Cedar Park**  
715 Discovery Boulevard, Suite 205  
Cedar Park, Texas 78613

**Horseshoe Bay**  
9714 Fm 2147, Suite 107  
Horseshoe Bay, Texas 78657

**Round Rock**  
2300 Greenhill Drive Bldg. 10-Suite 1000  
Round Rock, Texas 78664

**San Marcos**  
1913 Dutton, Suite 308  
San Marcos, Tx 78666

**Westlake**  
3801 Bee Caves Rd., Suite 110  
Austin, Texas 78746

*The Largest Independent Title Company in the United States*

**www.ctot.com**

# WHO ~~HOW~~ MANY

**Savvy businesses know it's all about *who many* you reach – not how many.**

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.

**Let's talk!**

Reach out to the publisher of this magazine today.

**RP REAL PRODUCERS**



# We do the work You make the sale

Fully managed renovations that help clients sell for more.



**Keely James Moore**  
Director of Partnerships  
(281) 793-0116  
keely@freemodel.com

freemodel.com





# Whorton Insurance

The Whorton Family has been serving our neighbors in Barton Creek for more than a decade.

Serving Austin Residents with their Personal & Commercial Insurance needs for more than 50 years.

Personal auto and home | Business Insurance  
Medical insurance-personal and business  
Trip medical insurance

Whorton Insurance operates nationwide and offers custom policies with personalized service.

## WHORTON

## INSURANCE

Since 1972

## SERVICES

 Safeco Insurance

 AIG

 pure insurance

 PROGRESSIVE

 TRAVELERS

 Nationwide Private Client

 CHUBB

**2800 Barton Creek Blvd**

Austin | Bee Cave | Round Rock | Barton Creek | Los Angeles



# Alice SPANJERSBERG

Is Turning Dreams Into Reality,  
One Transaction at a Time

WRITTEN BY ELIZABETH MCCABE

“A home is a place to start your story.” —ANITA RENFROE

For Alice Spanjersberg, home is not just where the heart is — it’s where hope lives, stories begin, and dreams take root. As a Broker Associate and REALTOR® with All City Real Estate, Alice brings an unwavering commitment and a personal touch to every client she serves, offering not just guidance through the real estate process but a genuine connection rooted in experience, empathy, and heart.



With a last name like Schwinn (yes, like the bicycle), Alice was born in San Diego at the Naval Hospital — the youngest of four daughters to Alice and Ray. At the time, her father was finishing his medical residency with the Navy. After his service, the family relocated to Saratoga in the Bay Area of California, eventually settling in the Santa Cruz Mountains off Highway 17.

Growing up in a tiny mountain school with only 100 students spanning first through eighth grade, Alice learned independence early on. With older siblings off at college, she found joy in the simple pleasures of her unique upbringing — camping trips, cross-country travels, and countless family vacations. Her mom was an avid golfer and bridge player, while her dad had a flair for the adventurous: amateur racecar driving, piloting small planes, and planning impromptu getaways across the U.S.

Alice’s journey took her back to San Diego, where she attended San Diego State University and later the University of San Diego. And then, in the most unexpected of places, the student lounge, she met Bart, a calm, gentle soul from Holland. Alice knew instantly he was the one. “I told my sister the day after I met him, I was going to marry him.” And she did — 39 years ago this July.

The couple’s early years were marked by international adventure, living in Holland during a time of economic hardship and learning the contrast between American freedoms and European regulations. Eventually, they returned to Southern California, diving into the greeting card business — a family endeavor for Bart, whose father owned a multi-generational company later acquired by Hallmark.



### “Access matters.

We have an aging population and people who are able-minded but not able-bodied — they should be able to access life.”

idea of building spaces with intentional, inclusive design. Alice earned her real estate license in 2014 and began keeping ADA regulations in mind when updating homes. “We built our current home with ADA specifications, and I now focus on helping families create accessible spaces through both new construction and remodeling.”

Whether helping a first-time homebuyer or a family navigating disability-friendly housing, Alice takes her role seriously: “I take the responsibility of treating clients very personally. They get personalized service, and they all appreciate that For Alice, real estate is more than transactions; it is transformation. It’s a mission born from love, resilience, and the dream of an inclusive future where everyone can thrive in a space that fits their needs and fulfills their dreams. It’s not a one size fits all proposal – whether your vision is for accessible living, aging in place, your first home, a golf community setting, or on the lake –or downsizing – Alice will help you work out the details and help with a personalized plan whether you are buying or selling.

Chloe, now 26, has been accepted into a vocational program at the University of Texas. She’ll learn independent living skills, build a career path, and, as Alice says with a smile, “finally gets to go to college like her siblings.”

Alice’s story is proof that with a strong heart, a clear purpose, and a little Texas grit, dreams really *do* come true — one thoughtfully designed, expertly guided transaction at a time.

Alice found her sales stride as a gift rep while Bart worked in the printing world. A professional opportunity in Austin brought Alice to Texas, though Bart initially raised an eyebrow at the idea of leaving California. But after a failed round of IVF, Alice took the leap. “I went to work right away,” she recalls. Bart soon followed, bringing their little dog, two cats, and unwavering support.

Fast forward to today: Alice and Bart have raised four children, including their daughter Chloe,

who was born with a progressive neuropathy. While Chloe’s mind is sharp, she relies on a wheelchair for mobility and requires a lot of daily care. Her journey has deeply shaped Alice’s calling in real estate.

“Access matters. We have an aging population and people who are able-minded but not able-bodied — they should be able to access life.”

When Chloe underwent a major surgery, Alice and Bart began flipping houses, inspired by the

**WHEN IT COMES TO HOME INSURANCE, THERE'S NO "COMP."**

I can help your customers get coverage that's right for them. I'm proud to call Austin home, and I'll work hard to earn your trust. My staff and I can help your customers with personal service like quick proof of insurance and easy coverage updates whenever they need it. Let's work together. Refer my agency today. I'm always here with local advice you can trust.

**Allstate**  
You're in good hands.

**Kyle Rhodes**  
512-593-9095  
320 North Main Street, Suite 100  
Buda, TX 78610  
kylerrhodes@allstate.com

Allstate home products not available in FL and may also not be available in certain areas of other states. Policies may be written by a non-affiliated third-party company. Insurance subject to terms, conditions and availability. Allstate Fire and Casualty Insurance Company and affiliates, 2775 Sanders Rd, Northbrook, IL 60062. © 2017 Allstate Insurance Co. 18899445

**Your Home for Mortgage Lending**

Buy | Build | Refi

**SHIRLEY SEARS**  
Vice President of Lending  
512.456.0035  
shirley.sears@southstarbank.com  
NMLS #1464584

**SOUTHSTAR BANK**  
MORTGAGE

southstarbank.com/mortgage

All loans are subject to approval. Other fees or restrictions may apply. SouthStar Bank, NMLS #410624. Member FDIC.

**ALLNATION RESTORATION**  
FREE SAME DAY ASSESSMENT & ESTIMATE

512-934-8180 WWW.ALLNATIONRESTORATION.COM

**MOLD OR WATER DAMAGE ISSUES ON YOUR HOME INSPECTION REPORT? WE WOULD LOVE TO HELP! CALL TODAY!!**

- WATER DAMAGE RESTORATION
- MOLD REMEDIATION
- ODOR REMOVAL SERVICES
- FIRE/SMOKE DAMAGE RESTORATION

**Floral Designer**  
*to Austin's*  
**TOP 500**

*Floral Designs for every listing, bringing beauty to every Home and Showroom.*

**VISIT US AT THE SHOP**  
 2105 Justin Ln. Suite 101  
 ATX 78757 | 512.215.8929

**STUDIO MISTINE**  
 FLORAL DESIGN  
 www.studiomistine.com  
 415.314.9363

**sigrotter**  
 MEDIA

*Media, sign and lockbox installation in one easy order.*

**512.270.2477**

**PRODIGY**  
 MORTGAGE BROKERS

**TRY A MORTGAGE BROKER TODAY!**

**AUSTIN REDDIN**  
 Sr. Mortgage Loan Originator  
 13740 Research Blvd Building E, Suite 1  
 Austin, TX  
 Cell Phone: (936) 900-5636  
 Email: Austin@LoansbyProdigy.com

NMLS #1196854. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Lender.

**Local service & great rates**

Call, click or stop by today

**State Farm®**

**Carrie W Ins and Fin Svcs Inc**  
 Carrie Welch, Agent

14001 Bee Cave Pkwy Bldg B Ste 1  
 Austin, TX 78738-7173

Bus: 512-263-8485  
 carrie@carriewelch.com  
 www.carriewelch.com

State Farm  
 Bloomington, IL

*Luxury*

SMART HOME SERVICES

Lighting, Shades, AV, Wi-Fi, & Security

**SMARTER HOMES**  
 COMMUNITY ASSOCIATION

Call us at (512) 785-0032  
 SmarterTX.com

**PICKLE BUILD PROS**

**WE BUILD. YOU PLAY.**

512.300.1403  
 PickleBuildPros.com

**REAL PRODUCERS PODCAST**

**Inspiring conversations with the nation's top real estate agents.**

Same Brand, New Reach – Tune in for free today

Listen on

**RP**

**DAVINCI INTERIORS**

512.537.3100

DAVINCIINTERIORS.COM

**MADRONE HOME INSPECTIONS**

- Home Inspection
- WDI (Termite) Inspection
- Irrigation Inspection

**Cedric Knudsen**  
 TREC #23869 • Texas Real Estate Commision • Consumer Protection Bureau

**Call To Schedule Your Inspection: (512) 256-0535**

**SAVE THE DATE FOR**

**RP ELEVATE**

**SEPTEMBER 29 & 30, 2025**

**LOEWS ARLINGTON HOTEL & CONVENTION CENTER**

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.

**Tickets are limited! Reserve your spot today at rpelevate.com.**

SPONSORSHIP OPPORTUNITIES AVAILABLE

**ATX1031**

Helping clients defer capital gains taxes through 1031 exchanges since 1996.

**WE PROVIDE 1031 EXCHANGE SERVICES - CONTACT US FOR A FREE CONSULTATION!**

**DOUG RUBY**  
 (512) 922-1392 | atx1031.com | dougruby@atx1031.com  
 2630 Exposition Blvd., Ste. 115

**MORE DELIVERS:**

Lower Interest Rates  
 Higher Sales Prices  
 Faster Closings  
 Turnkey Process  
 Legal Protection  
 Loan Servicing

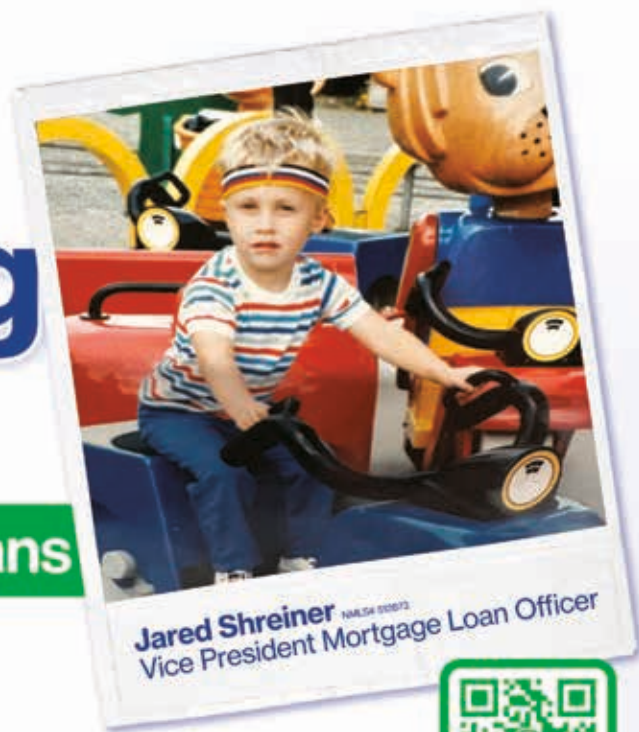
Unlock affordable financing for buyers and higher sales prices for sellers!

**512-543-2558**  
 MoreSellerFinancing.com

**MORE**  
 GET MORE OUT OF YOUR HOME

# Less Intimidating Bankers

Less Intimidating Home Loans



**Jared Shreiner** NMLS 555673  
Vice President Mortgage Loan Officer



Apply Today

## Austin Branch

5300 Bee Caves Road, Bldg #2 | West Lake Hills, TX 78746  
anb.com | (512) 306-3804

Member FDIC |  Equal Housing Lender | NMLS# 644528

 **Home Loans**

Powered by: **Amarillo National Bank**