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Tanya Kerr **36**
COVER STORY

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Where Hustle Meets Heart: SEAN MOONEY Dominates the Market

WRITTEN BY ELIZABETH MCCABE

It Started With a Street

Before contracts, negotiations, and closing tables, Sean Mooney learned the power of real estate on a quiet street in Westlake Hills.

He grew up in Westlake, a close-knit community within Austin, at a time when the neighborhood still felt small and deeply personal. Families knew one another, kids grew up together, and the sense of place was strong. As new neighbors moved in, long-lasting friendships and memories were formed, many of which remain meaningful to this day. That early experience stayed with him and showed him that buying a home is not just a financial decision. It is a life decision.

“The impact of buying a house and where you live can change your whole life,” Sean says. That belief has become the throughline of his career. He has never chased transactions for the sake of volume. Instead, he focuses on people and outcomes, understanding that the right home can shape a family’s future.

Austin, Before It Was Cool

Sean was born and raised in Austin and attended private school throughout his education, including St. Michael’s Catholic Academy. Growing up in Westlake, surrounded by the city of Austin, gave him a unique perspective rooted in a tight-knit community while watching the city expand and evolve around it.

He is the youngest of five children and one of sixty grandchildren in a large Irish Catholic family. Life was crowded, energetic, and loud, with cousins everywhere and very little quiet.

His parents moved to Austin from the Midwest in the 1980s and built their home in Westlake with the help of Emily Moreland, who assisted them in finding their lot. They are still in that home today. Years later, Sean would find himself working at Moreland Properties, a full-circle moment that continues to resonate with him.

Growing up, Sean watched Austin transform from a city defined by generational families into one of the fastest-growing markets in the country. That experience instilled in him a deep respect for place, history, and community in a city that changes quickly.



“**THE IMPACT of buying a house and where you live can change your whole life.”**”

Leaving and Choosing to Come Back

College took Sean to St. Louis, Missouri, where he had a job lined up after graduation. While the opportunity made sense on paper, it did not take long for him to realize where he truly wanted to be.

After returning home and spending time on Lake Austin, the place where he had grown up and spent countless hours on the water, Sean decided to move back to Austin full-time.





Finding the Right Arena

That clarity came at a Keller Williams event, where Sean realized residential real estate was where he belonged.

In 2016, he joined the Heyl Group, where he learned the fundamentals of the business through discipline, consistency, and hard work. Cold calling, daily routines, and accountability became the foundation of his career. It was during this time that Sean developed the work ethic and resilience that still define his approach today.

Raising the Bar at Moreland

Sean joined Moreland Properties in 2019 and became part of the Cord Shiflet Group, where his business continued to mature, and his confidence sharpened. He has been recognized as a Top Producer at Moreland Properties multiple times based on his sales volume.

Two years ago, Sean invested in professional coaching to add structure and long-term sustainability to his business. His approach remains disciplined and intentional, with average annual production between eighteen and twenty million dollars.

In December 2024, Sean stepped out on his own within Moreland Properties. He is now focused on building his personal brand and, over time, creating space for other agents to grow under his leadership. To Sean, the work has always been about people. "It's not about the commission or the price," he says. "I really just love working with people and having an impact on their lives."

What Grounds Him

Sean is married to his wife, Kimberly, a third-generation Austinite and pediatric nurse practitioner specializing in concussions at Dell Children's Medical Center. They have two daughters: Charley, who is five, and Margot, who is three. "They're pistols," Sean laughs.

Real estate demands weekends and long hours, but Sean is deliberate about where his energy goes. Time with his daughters is not negotiable. It is the point.

Sean Mooney does not sell houses for the sake of selling houses. He understands that homes anchor lives, neighborhoods shape futures, and the right decision can change everything. He learned that lesson early, on a quiet street in Westlake, and it continues to define the way he works today.

He entered the commercial real estate world, focusing on retail leasing. Over the next several years, Sean worked across Austin and the greater metro area, leasing shopping centers in a wide range of neighborhoods and surrounding communities. The experience gave him an in-depth understanding of the city's layout, its submarkets, and how different areas functioned economically and socially.

While commercial real estate provided invaluable exposure and knowledge of Austin's neighborhoods, Sean found himself wanting something more personal.

"I didn't have the passion for it," he says. "I wanted to work with people."

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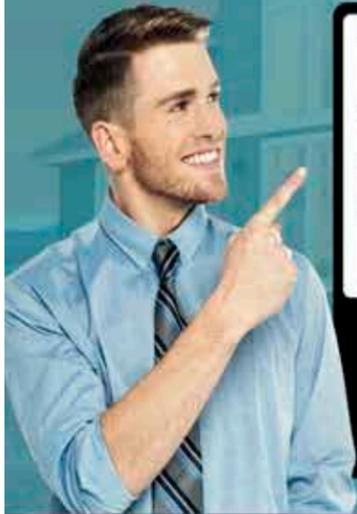
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***Amy VenHorst
doesn't idle.***

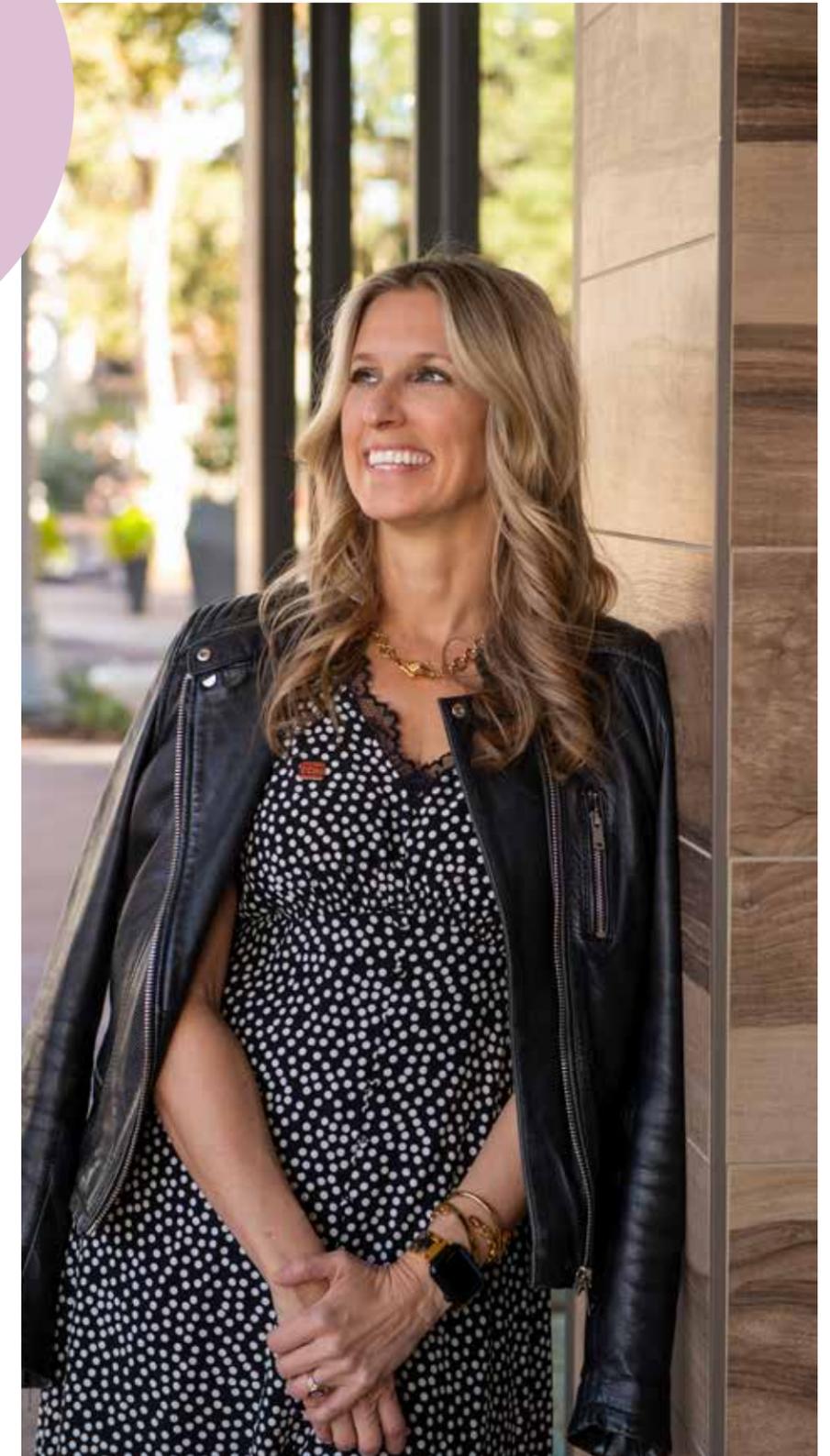
She moves quickly, decisively, and with purpose. In an industry where many hesitate or second-guess, Amy accelerates. Residential. Commercial. Leadership. Growth. She's all in.

Raised in Iowa, Amy attended the University of Iowa and has a B.A. in political science. After college, she headed to the Caribbean, then Washington, D.C., convinced politics would be her calling. "I wanted to get into politics to help people," she says. "I realised the grind of Capitol Hill wasn't where I wanted to spend my time trying to make an impact."

She pivoted, earning a master's degree in elementary education and eventually landing in Austin, Texas. The energy of the city matched her own, and she spent nine years teaching third through fifth grade, focusing on math, with Round Rock Public Schools. But when her daughter reached kindergarten, the schedule became unsustainable. "I couldn't get to her school on time and also make it to my school," Amy explains. "Something had to give."

That moment led her to real estate, a career that offered both flexibility and ownership. "Real estate was such a great career," she says. "I could have a flexible schedule and be in charge of my own trajectory." Ten years later, she's never looked back.

A Google search brought her to Keller Williams and to Kasey Jorgenson. She dropped off a resume, took a seat at a desk, and immediately got to work. "He fed me all the clients he couldn't handle," she says. Her first year told the story:



LEAH FAYE
PHOTOGRAPHY



“

I really enjoy analyzing the data and helping my clients make data-driven decisions.”

just surpassed 100 million in sales throughout her real estate career. She's listing-heavy and thrives on pricing strategy. "I really enjoy analyzing the data and helping my clients make data-driven decisions," she says.

Looking ahead, her focus is clear. "I'm definitely moving more toward the commercial side over the next ten years," Amy explains. "Commercial real estate is so unique. I'm learning so much, and it keeps me engaged." She's enjoying retail and franchising, an arena that allows her to learn about the needs of a variety of businesses. "It's really rewarding seeing the doors of a new store open thrive, knowing I played a role in helping them find the right spot," she says.

Amy currently works with Jorgenson Real Estate and they are actively growing the brokerage and she's excited for the future growth. Outside of work, she's equally energized, drawn to live music, travel, water, fitness, and time with family. She and her husband maintain a long-distance marriage between Austin and Chicago. "Absence really does make the heart grow fonder," she says. "We 'intensely date' each time we're together, as my husband likes to say."

At home, life is full. Her son, Liam, 11, has started playing the saxophone. Her daughter, Ella, 13, is immersed in theatre and choir. She also has two stepdaughters in Chicago, ages 14 and 16, who love club volleyball and the newfound freedom of driving a car.

Amy VenHorst isn't chasing momentum. Instead, she's creating it. Strategic, disciplined, and relentlessly forward-moving, she's building a career designed for longevity, impact, and growth.

All gas. No brake.

7 units her first 6 months and 21 units the following year. She was awarded Platinum Top 50 Newcomer of the Year, served on the PTA board, and launched a BNI chapter that still runs today. She has built deep roots in the community through networking and volunteering. "I never hopped brokerages and stayed with my team," Amy says. "That's pretty unique in this business."

Three and a half years ago, she stepped into recruiting, rediscovering the educator within through onboarding and training new agents. "The teacher in me found it really rewarding," she says. Soon after, she made another

strategic move: commercial real estate. Unable to find a trusted commercial agent for her clients, Amy took matters into her own hands. "I couldn't find a commercial agent that aligned with my customer service," she says. "I decided the best way to serve this void was to learn it myself."

She earned her Texas Accredited Commercial Specialist (TACS) designation and the highly respected CCIM credential, one of the industry's top designations for investment analysis. Today, she ranks in the top of brokerage, running a business that's roughly 70 percent residential and 30 percent commercial. Amy has



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

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

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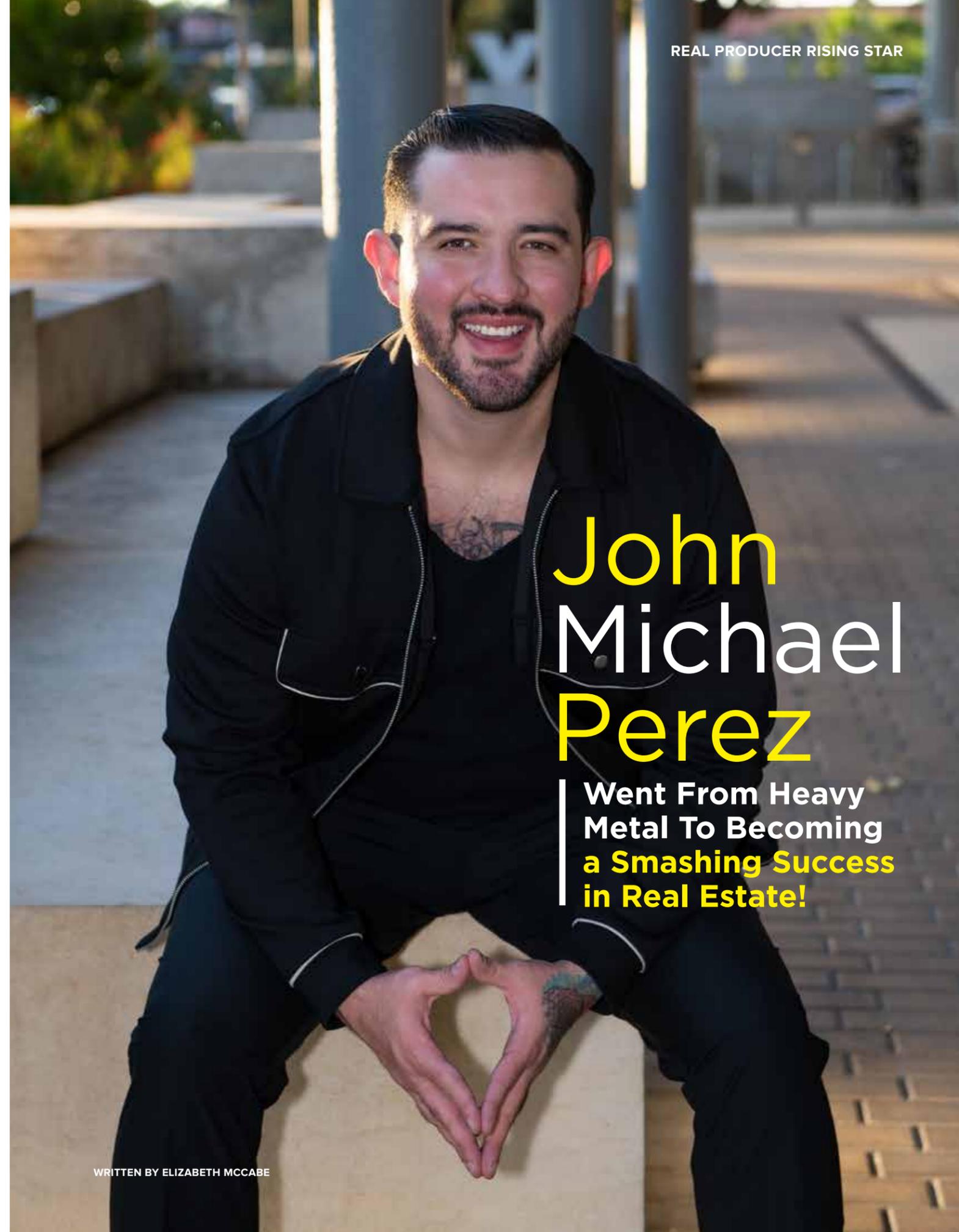
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REAL PRODUCER RISING STAR



John Michael Perez

Went From Heavy Metal To Becoming a Smashing Success in Real Estate!

WRITTEN BY ELIZABETH MCCABE

At 24 years old, John Michael Perez walked into a coffee shop, opened his laptop, and typed a sentence that would change his life:

“How do I become a millionaire?”

It wasn't a metaphor. It wasn't a vision board moment. It was literal.

“I literally Googled it,” he says. “And real estate was one of the top options.”

Nine years later, that impulsive search has turned into a thriving real estate empire, a \$191 million year in production, a 170-agent team, and a life built with intention, one where his wife stays home with their five-year-old son, and success is measured by impact as much as income. But before the suits, sales volume, and ICON-level achievement, there was heavy metal.

A Small Town, a Loud Dream

John Michael grew up in Victoria, Texas, a small South Texas town where he knew early on there had to be more. “There wasn't much for me there,” he says. “I knew there was more out there.”

In 2010, he found it through music. He started a heavy metal band and moved to Houston, where the band began touring nationally, everywhere from Beverly

Hills to Florida to New York. It was loud, gritty, and exhilarating. And while it didn't pay all the bills, it taught him something far more valuable.

“I learned a lot about owning a business,” he says. “Organizing our own tours, negotiating with managers and booking agents, finding fans in new cities—you had to be proactive.”

By day, he waited tables. By night, he chased the dream. Then reality knocked. At 24, newly engaged, his fiancée said something that forced him to pause: “Have you thought about another career outside of waiting tables?”

“What does that even mean?” he remembers thinking.

John Michael gave himself a deadline. If the band wasn't signed to a major label by 25, he would walk away. Eight years in, one day, on a whim, he quit his restaurant job. “I couldn't do it anymore,” he says. His manager told him the door would always be open.

Instead, John Michael walked into that coffee shop.

All In

Real estate wasn't a casual pivot. It was a leap with no safety net. He charged his real estate classes to a credit card. He committed fully. “I put my back against the wall,” he says. “I knew if I gave one thing everything I had, it would work out.”

The first five months were brutal. He didn't sell a single house. What saved him was mentorship. “I

had a really good mentor, and it completely changed my life,” he says. “They showed me how to run a business and that it didn't have to be chaos.”

Slowly, the momentum built. Then it accelerated.

From Agent to Architect

Over the past few years, John Michael's production has skyrocketed. His focus has shifted from selling homes to building something bigger: a team, a culture, and a platform for others to succeed. Last year alone, his team closed \$108 million in volume, now totaling 127 people.

“I'm really passionate about pouring into other people,” he says.

That passion extends far beyond real estate. In 2020, John Michael launched a local dads' group serving the Leander, Anderson Mill, Georgetown, and Liberty Hill areas. What started small exploded into something extraordinary. Today, the group has 3,600 members.

“Dads assisting dads,” he says. “That was the whole idea.”

The group evolved into a nonprofit, raising well over six figures to support fathers in need. The impact has been profound, personally and professionally.

“We give first with no expectations,” John Michael says. “Eventually, good comes back. That's our motto.” The relationships built through the dads' group have translated into trust, credibility, and business growth without



“ I had a really good mentor, and it completely changed my life.”

ever feeling transactional. Several dads from the group are now members of his real estate team.

“They don’t want to work with another real estate agent besides me,” he says. “Because we’re genuinely doing good.”

Redefining Success

John Michael married his wife, Courtney, in 2014, young by most standards. Today, she stays home with their five-year-old son, Braydon, who is on the spectrum. One morning recently, at 5 a.m., Braydon jumped into his arms, and they fell back asleep together. That moment means everything.

“One of my biggest regrets in 2021 was being so busy I couldn’t spend time with my newborn son,” John Michael says. “I felt like I had to take advantage of the market. We didn’t know if it would come back.”

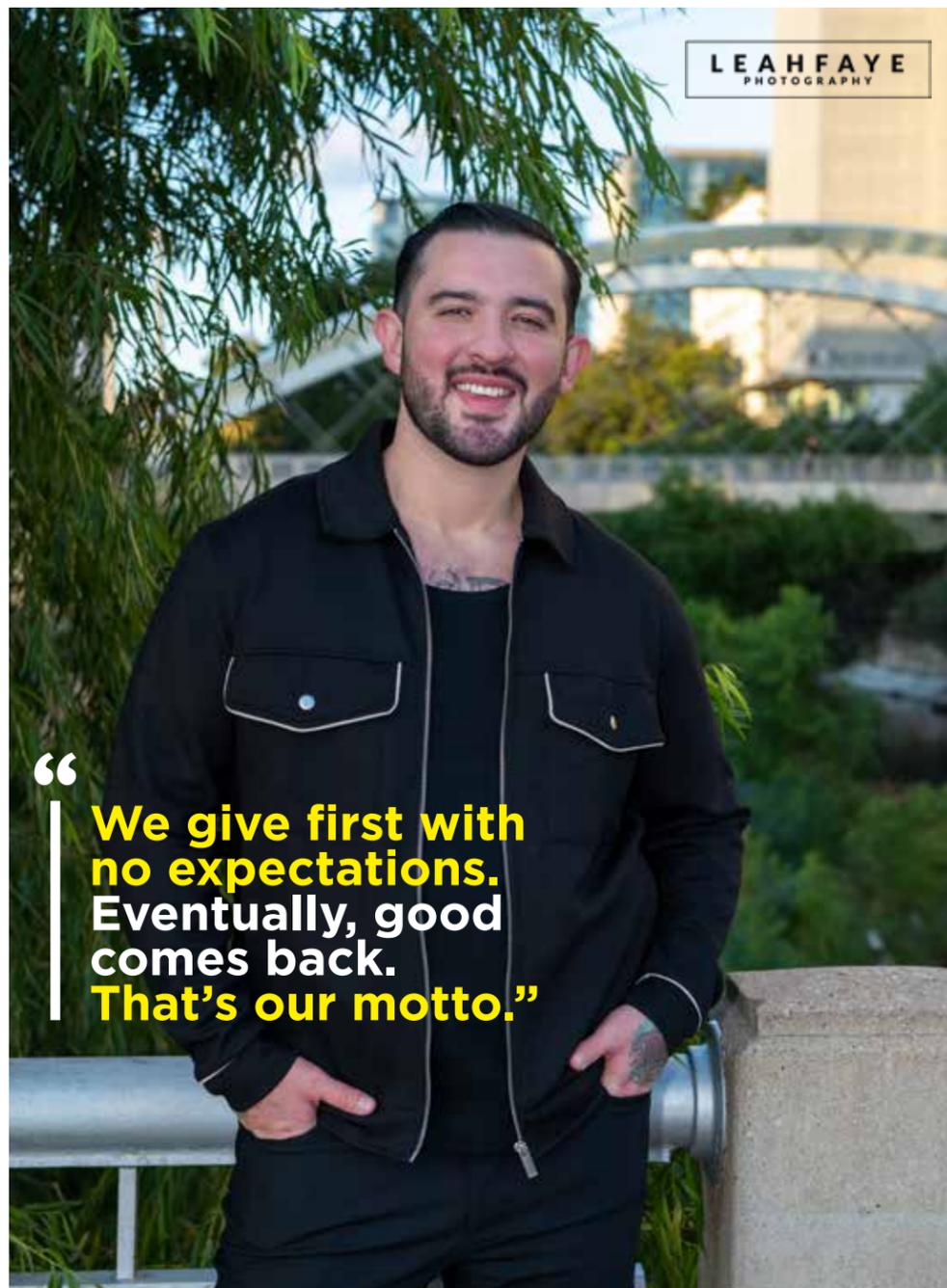
Now, he’s built a business that allows him to be present.

He’s partnered closely with a leader for the past two years, serving as his right-hand man and helping grow the team to ICON level, an achievement reached by only two percent of agents.

“I’m not as stressed as I was,” he says. “I get to hang out with my son.”

Still Metal. Still Real.

Despite the polished success, some things haven’t changed.



“**We give first with no expectations. Eventually, good comes back. That’s our motto.**”

“I still listen to heavy metal,” John Michael says with a laugh. “I’ll pull up to a multimillion-dollar property blasting Pantera, and no one inside would ever know.”

He plays basketball multiple times a week, organizes

pickleball games, taco nights, and community events, many of which run themselves thanks to leaders he’s empowered within the dads’ group.

“I don’t have to manage every second of my day anymore,” he says.

And that might be the greatest success of all.

From heavy metal stages to high-level real estate, John Michael Perez didn’t just build a business; he built a life—one bold decision at a time.

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Tanya Kerr

IS UNSTOPPABLE IN REAL ESTATE

A Heart-Driven Powerhouse

Tanya Kerr did not build her business around numbers. She built it around impact and integrity. The numbers simply followed.

Before becoming one of the most formidable forces in Central Texas real estate, Tanya built her career in education, serving as an assistant principal. As a single woman, she purchased a home, renovated it, and sold it for \$80,000 more than she paid. That experience opened her eyes to the power of real estate as a wealth-building and life-changing tool.

Soon after, as a new wife and brand-new mom navigating leadership and responsibility all at once, Tanya made the decision to leave education and pursue real estate full time.

“When I looked at it, I made two years’ worth of my salary in one real estate deal,” she says. “I was working tirelessly in education, but there was a ceiling.”

That realization was not about money alone. It was about possibility.

Tanya wanted a career rooted in service, education, and impact. She wanted her work to matter and her effort to directly connect to results. “My heart has always been in serving and educating people,” she says. “Real estate gave me the opportunity to do what I believe is my calling, while also changing the trajectory of my family’s future.”

Along the way, she discovered something she firmly believes. Teachers make exceptional real

estate agents. The patience, the ability to analyze data from every angle, the skill of explaining complex information clearly, and a deep commitment to service translate seamlessly into the industry.

Within just two years, Tanya was outperforming seasoned industry veterans.

Success did not soften her values. It sharpened them.

There came a defining moment when Tanya realized there was only one way she was willing to do business. Heart forward. Integrity first. Clients always. With clarity and conviction, she made the bold decision to step out on her own. Within three days, the T. Kerr Property Group was born.

“
*When I looked at it, I made two years’ worth
of my salary in one real estate deal.*”



The team initially launched as all female, a reflection of Tanya’s passion for helping women build financial independence and thrive in leadership. Growth, however, has a way of expanding vision.

What began as a playful conversation between Tanya and Russ Phillips, a longtime colleague and highly respected leader with significant accomplishments, quickly grew into a serious discussion about joining forces. True to form, the conversation began and ended with one thing: shared values.

While the undertaking of joining two successful teams usually takes a year or more to unfold, this one moved with clarity and decisiveness. Within two months, the teams were fully integrated, aligned in leadership, systems, and culture.

Today, the T. Kerr Property Group consists of 11 agents and 7 dedicated staff members. “It has been one of the greatest blessings of my life to work alongside these incredibly honorable, talented, and passionate humans,” Tanya says.

The results speak for themselves. Under Tanya’s leadership, the T. Kerr Property Group ranks #1 in listings sold and buyer representation in Williamson County and #2 in Travis County (excluding builders). In 2025 alone, the T Kerr Property Group reached \$110 million in volume, closing over 200 units with strong momentum continuing month after month.

Yet Tanya is quick to reframe the narrative.

This story is not about numbers. It is about people. Families finding a place to call home. Clients

navigating grief and major life transitions. Strategic advocacy that protects their best interests every step of the way.

“It’s all about being heart-driven,” she says. “Do the right thing and the rest will take care of itself.”

She credits her faith, a commitment to taking the high road, and choosing integrity even when fighting would feel easier. “My natural disposition is to fight,” she admits. “To fight for what’s right, to correct injustices, to fix what’s broken. But at the cost of what?”

Instead, she chose a different path. “The higher road has a lot less traffic,” she says. Learning when to fight and when to let things unfold has been one of her greatest life lessons. “Goodness wins in the long run.”





At home, Tanya and Adam Kerr are focused on raising their daughter Lucy to be grounded in faith, rooted in kindness, and confident in who she is. When she is not leading her team or serving clients, Tanya dreams of traveling, experiencing more of the world beyond her calendar, and continuing to make a meaningful impact in her community.

Make no mistake, Tanya loves what she does. "I genuinely love my work, so real estate is my career and my hobby," she says

with a smile. Coaching agents, advocating for clients, diving into contracts, and strategizing growth are where she thrives. "I'm all in."

Unstoppable does not mean unshakable. It means aligned. Aligned with values, purpose, and the commitment to do what is right every single time.

That is not just success. That is leadership. That is legacy.

* 2025 Volume of the T Kerr Property Group: \$110 Million

“*Do the right thing and the rest will take care of itself.*”

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