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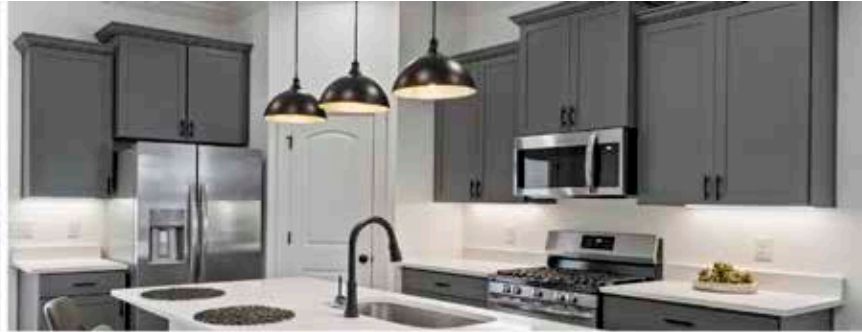
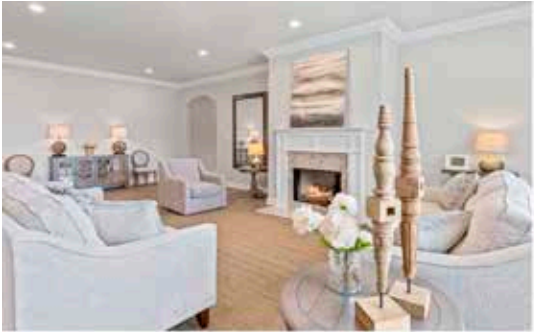
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REAL PRODUCER

**Sara
ter Heege**

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Long before she became a top-producing real estate professional, Sara ter Heege learned valuable lessons about financial responsibility and hard work from her immigrant parents. Her father sat her down with an Excel spreadsheet when she was just 12 years old and taught her the importance of saving for retirement by contributing 10% to a 401(k); it was a lesson that would shape her practical approach to both money and life well into the future.

During high school, Sara was Varsity Cross Country & track team starting her freshman year, she was a member of the school's Interact Club, where she donated time to the community with Meals on Wheels & made other positive impacts to the community with her servant's heart. In addition, Sara excelled in NJROTC all four years, leading her team to the state competition while developing the leadership skills that would later define her career. Upon graduation, she accepted a position with a local bank because it offered the benefits and retirement savings she and her father both valued.

Her banking career wasn't without excitement. Whilst working the teller line for the branch, Sara was robbed by a man who held up eight different banks across Texas before being apprehended by the FBI. Fortunately, no one was harmed, but her experience reinforced the importance of remaining calm under pressure.

Sara later joined another Houston-area banking institution, Frost Bank, expanding her financial expertise while building strong relationships with clients. After that, Sara transitioned to residential leasing, where she quickly discovered her talent for sales and customer service.

She became one of the company's top salesperson nationwide and earned a reputation as the organization's "firefighter." Whenever a property manager was unavailable or a community needed additional

leadership, Sara was sent in to stabilize operations. From managing work orders to improving resident satisfaction, she became known for solving problems and helping properties run smoothly over the next two and a half years.

Then, at 24 years old, another opportunity presented itself. A friend's sister-in-law mentioned that a prominent home builder, Long Lake Ltd., was hiring. Although a family member warned her against accepting the position because it offered no base salary (an understandable concern), Sara trusted her instincts.

The gamble paid off almost immediately. Within her first seven weeks, Sara contracted six homes, she made an impact as a new employee that would foreshadow the success ahead of her with Long Lake, Ltd.. What began as a leap of faith evolved into an eight-year career at Long Lake, Ltd. that would establish her as one of the area's top new-construction specialists.

From November 2014 through November 2022, Sara consistently earned Platinum recognition from the Greater Houston Builders Association, reflecting her exceptional production year after year. During her tenure, she closed more than \$56 million in sales across more than 210 new-construction homes while becoming one of the builder's top-performing sales professionals.

Beyond sales, Sara immersed herself in every aspect of the construction process. She learned how homes were built from the ground up, studied inspection reports, understood building materials, coordinated product selections, and gained firsthand knowledge of the issues homeowners might encounter during and after construction.

She also became a company trainer, developing sales templates and systems that continue to be used throughout the organization today. Her commitment to customer service consistently earned some of the highest client satisfaction ratings in the company, and her reviews





“
*I want to take
care of people
the best way
possible. I just
want people to
be treated right.”*

remain among the best, even years after her departure.

In July 2022, Sara's life changed again with the birth of her precious daughter, Grace Valerie. After years of working long weekends, Sara made the very difficult decision to leave the builder and the career she loved at Long Lake, Ltd. to prioritize her growing family.

“Raising a child is the biggest Blessing from God. There is no greater gift, I knew I wanted to be by my daughter's side than sit a desk away from her. That's when I joined the dark side: real estate,” she laughed.

Sara initially joined a team at Compass before moving to eXp Realty and ultimately thriving with All City Real Estate on The Closing Collective Team as one of the top agents and a mentor for the team. Since earning her real

estate license in February 2023, she has built her business around relationships, referrals, and exceptional client service.

Many of her current clients are people she first met during her years in new construction. Because she prioritized honesty, transparency, and advocacy over simply making a sale, those clients return and refer friends and family.

“I want to take care of people the best way possible,” Sara explained. “I just want people to be treated right.”

Her passion for client advocacy is personal. At just 21 years old, Sara experienced a disappointing first home purchase when she felt her real estate agent prioritized the transaction over her best interests. That experience became one of the driving forces behind her commitment to representing clients with honesty and unwavering loyalty.

One of Sara's greatest passions is serving the military community. Having closed more than 100 VA home loans and sellers associated with the military, she has dedicated herself to helping Veterans not only purchase homes but also connect with valuable disability benefits and community resources. Her understanding comes from personal experience, as multiple members of her family have served in the military, including one sibling who remains on active duty.

She also previously served as a Regional Director for Compass's exclusive Military Program, further strengthening her commitment to those who have served the country.

Looking ahead, Sara has ambitious goals. She hopes to surpass \$10 million in annual sales while continuing to grow her listing business and expand into ranch and acreage properties throughout Texas.

Outside of real estate, Sara's greatest joy is spending time with her family. She is raising Grace Valerie on a 20-acre property, where daily life includes caring for chickens, a rooster, dogs, and a fishing pond. When she isn't showing homes or meeting with clients, she's often found lifting weights at the gym or enjoying the outdoors with her daughter. Above all, Sara credits her Faith for keeping her grounded through every chapter of life.

Whether she's helping a first-time homebuyer, guiding a Veteran through the VA loan process, listing a luxury home, or assisting someone in finding their dream ranch, Sara approaches every transaction with the same philosophy that has defined her entire career: treat people right, advocate fiercely for their best interests, and have integrity and heart where it matters most. 🏡



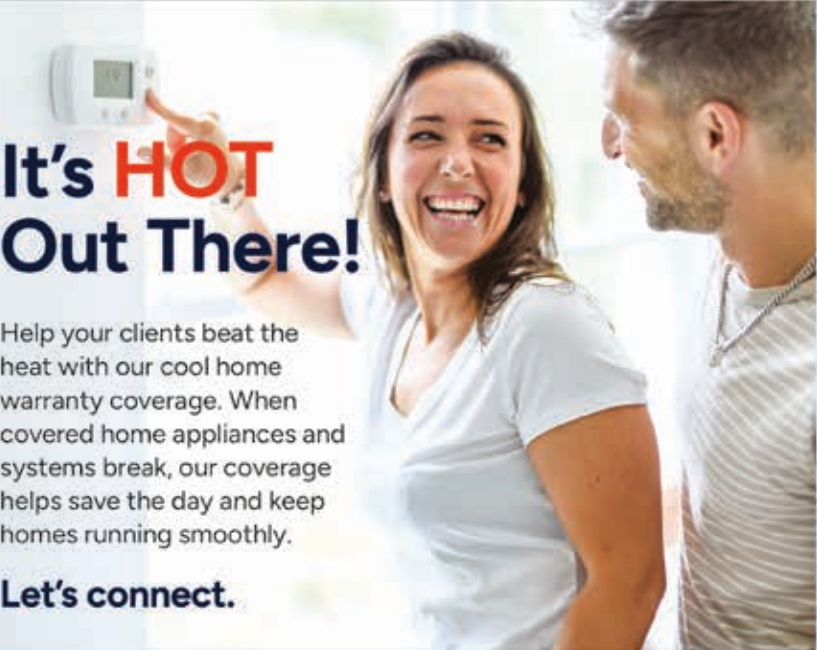
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PHOTOGRAPHY

Tiffany Bean



For Tiffany Bean, reinvention has never been something to fear; it's been a way of life. Today, Tiffany is a top-producing Houston REALTOR® with more than 400 successful transactions to her name, known for her calm demeanor, strategic expertise, and unwavering commitment to her clients. But before helping families navigate one of the most significant decisions of their lives, she was building a successful career in a completely different creative field.

In fact, real estate is Tiffany's third major successful career.

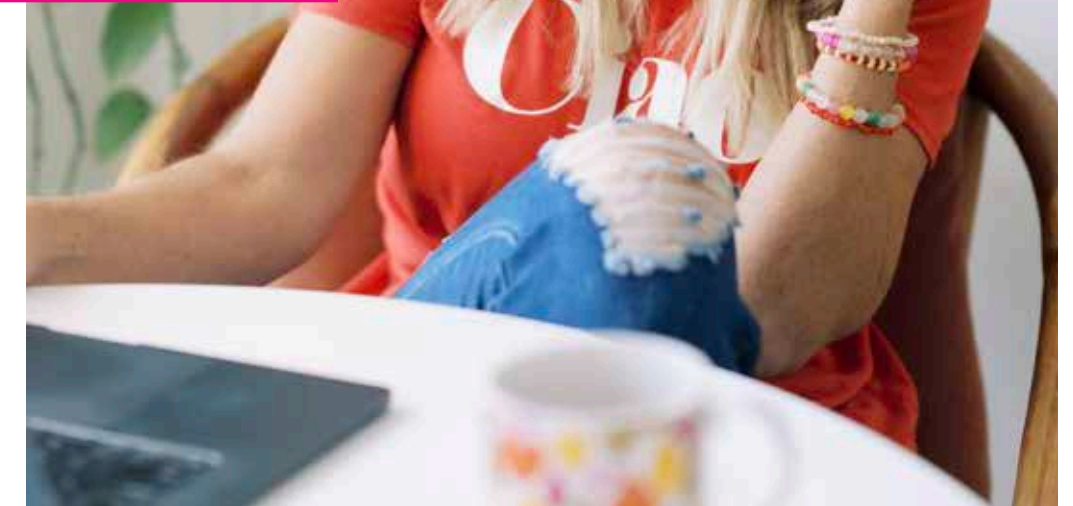
"I'm still trying to figure out what I want to be when I grow up," she said with a laugh.

Born in Texas, Tiffany spent many years living in Portland, Oregon, where she built a thriving career as a fashion designer and entrepreneur. She owned two clothing boutiques: one on Portland's artistic, eclectic east side and another on the more polished west side of the city.

"The east and west sides of Portland are completely different," Tiffany recalled. "I had two very different boutiques catering to my clients."

For about a decade, Tiffany designed and sold her own clothing line alongside other designers' collections. Her days were spent sketching designs, creating patterns, solving mathematical challenges behind garment construction, and bringing creative visions to life.

"It was fun and hard and wonderful," she remembered.



One of the most memorable moments of her fashion career came when former First Lady Michelle Obama purchased one of Tiffany's dresses and later wore it during a meeting with the Pope. Though few photographs captured the occasion, Tiffany received a personal note from Obama expressing how much she loved the dress.

"That was definitely a highlight," Tiffany said.

Although Portland provided years of opportunity and success, Tiffany eventually felt the pull of her Texas roots.

"Once I hit 40, I was tired of the rain and cold,"

she explained. "I wanted sunshine again."

Her decision was also driven by family. Growing up, Tiffany moved frequently after sixth grade, changing schools and communities nearly every year. The experience left a lasting impression.

"I knew I didn't want that for my children," she shared. "I wanted them to have lifelong friendships."

Today, Tiffany is raising her two children, 15-year-old Tyler and 11-year-old Samantha, in the Houston area.

"They are the light of my life," she said. "It's just the

three of us, and we have so much fun together."

When Tiffany entered real estate, she did so with no prior experience in the industry. Rather than venturing out on her own, she joined a large Keller Williams team as a buyer's agent, a decision she credits as one of the smartest moves of her career.

"It was an incredible place to learn," she remembered.

Tiffany often worked 12- to 18-hour days, helping buyers throughout the Houston region. On some days, she would drive from Willis to Galveston and then return home to Spring before the day was over.

“I went through two cars in three years,” she laughed. “The dealership told me they’d never seen someone put that many miles on a vehicle that quickly.”

However, her hard work paid off. Tiffany became one of the team’s highest-producing buyer’s agents, gaining invaluable experience and building a substantial client base. After five years, though, she felt called to create something different.

“I wanted to slow down and focus on providing a higher level of service,” she explained.

It was then that Tiffany launched her own team, bringing several colleagues with her. Rather than focusing solely on volume, the team prioritized relationships, communication, and personalized care. The foundation she built during those early years continues to support her business today.

“I left with a base of about 300 clients who trusted me and referred their friends and family,” she shared. “What can take many REALTORS® decades to build, I was fortunate to develop early in my career, and I’m incredibly grateful for that.”

One lesson Tiffany has learned over the years is that no two transactions are ever the same.

“I’ve had an air conditioner fall through two floors of a house the day before closing. I’ve had clients pass away in the middle of transactions. I even had a cat that seemed to be haunting one of my listings. My assistant kept

getting reports that there was a cat in the house, but it was vacant,” she recalled.

Those experiences have reinforced her belief that success in real estate requires flexibility, patience, and a willingness to learn at any stage.

“I’ve done over 400 transactions, and I still run into surprises every day,” she said.

That’s why Tiffany offers straightforward advice to anyone entering the profession:

“Don’t start real estate by yourself. Join a team. Learn from experienced agents. Soak up everything you can. Never take your broker, sales manager, or mentors for granted. Somebody always knows something you don’t.”

For Tiffany, the most rewarding part of real estate is not the transactions themselves but rather the opportunity to help people. Over time, she has become increasingly focused on serving others.

“I’m a little older and a little wiser now,” she explained. “What matters to me is helping people and spreading kindness. The beautiful thing is that I get to do that all day in this profession.”

That philosophy extends far beyond her business. A small note sits near her computer, serving as a daily reminder: *Focus on what matters. What matters is sharing kindness and being with my girls.*

Perhaps nothing captures Tiffany’s values more clearly than a simple family tradition that has transformed life



in her household. Every evening, Tiffany and her children gather around the dinner table and answer three questions:

1. What are you grateful for today?
2. What did you do today that was kind?
3. What happened today that was embarrassing?

The ritual encourages gratitude, empathy, and resilience. She recalled a recent story involving Samantha, who fell in front of her school crush.

“Instead of being devastated, she immediately thought, ‘My mom is going to love this story at dinner tonight,’” Tiffany laughed. “It helps us be okay with being imperfect and reminds us to look for gratitude and kindness every

day. It really sums up who we are as a family.”

Whether she was designing clothing, building businesses, or helping families find their next home, Tiffany has always been motivated by connection, creativity, and service. Today, she measures success not by transactions or accolades, but by the impact she makes on the people around her, especially her children.

“I feel very proud of where my girls are,” she shared.

For Tiffany Bean, success has been about continually growing into the person she was always meant to be: someone who leads with kindness, embraces change, and helps others feel at home wherever they are. 🏡



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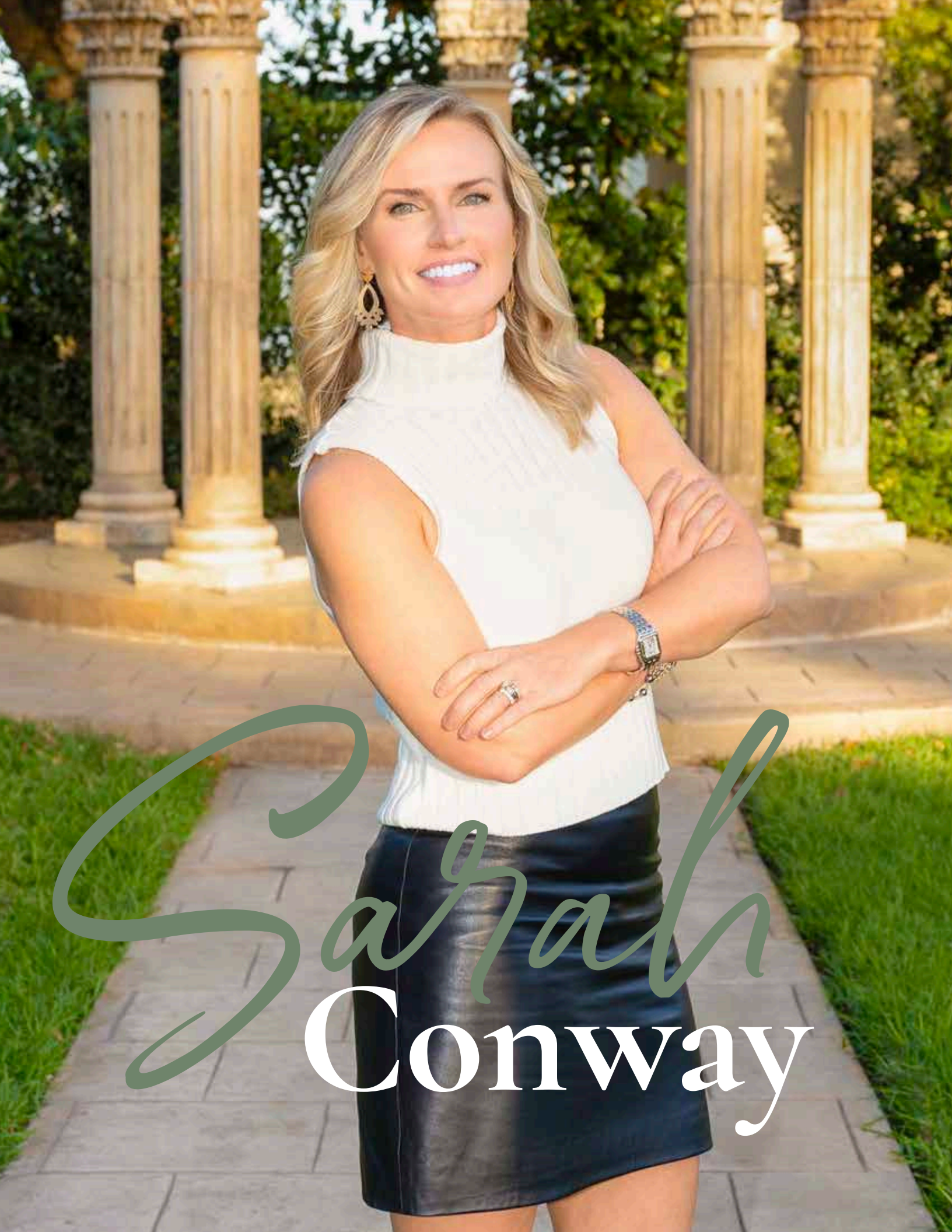


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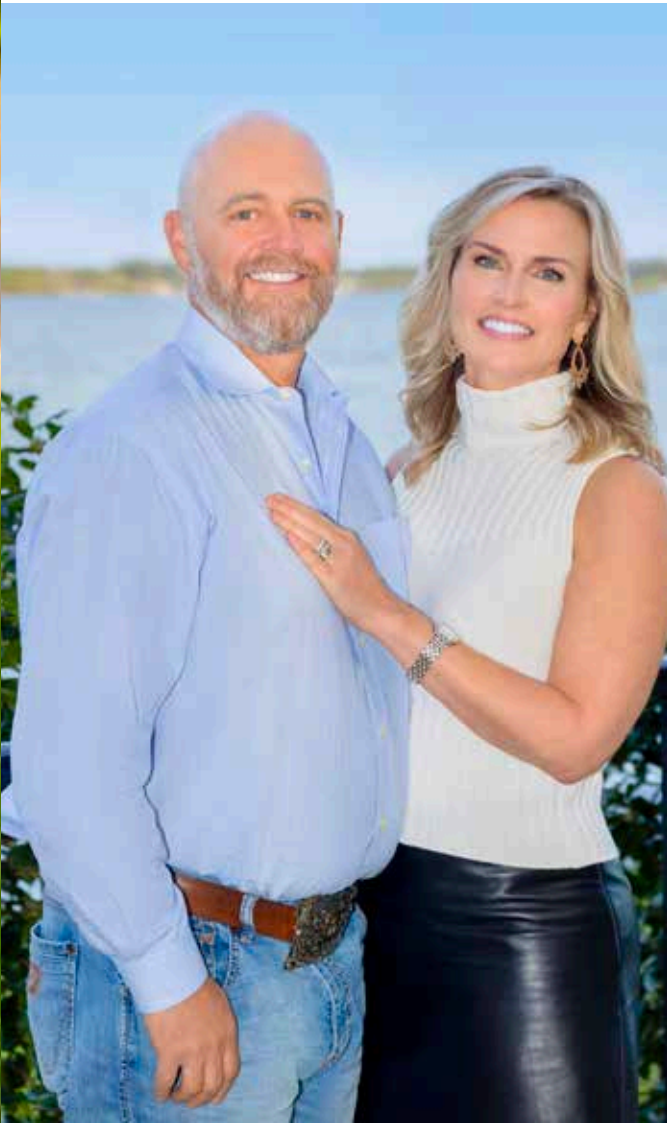




What Matters Most

PHOTOGRAPHY BY JASON DOTSON WITH
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WRITTEN BY MEGAN TAYLOR-DICENZO

After graduating in 2002 from Texas A&M University with a Bachelor of Science in Biomedical Science, Sarah Conway didn't know that her professional journey would ultimately lead her to become a compassionate and accomplished real estate agent, combining analytical precision with a passion for helping families navigate life's biggest investments.



Like many mothers, Sarah searched for a career that would allow her to balance her professional ambitions with raising children. She initially entered the real estate industry but quickly realized that juggling showings, listings, and the demands of young children was challenging. She pivoted into the appraisal industry, where her analytical background proved invaluable.

Over the years, Sarah built and operated a successful appraisal company, earning her Texas Real Estate Appraiser Certification in 2007 and her Real Estate Broker's License in 2011. Her understanding of property valuation, market trends, and data analysis set her apart, but there was something missing.

"The thing is, nobody ever hugs your neck and says *thanks for being such a great appraiser*," Sarah laughed. "In sales, you truly get to guide people. I really wanted to be part of my clients' lives and help secure their assets."

When her youngest child entered first grade, Sarah made the decision to close her appraisal company and return to real estate full-time. It was a turning point. Today, she credits that leap of faith as one of the best decisions of her career.

“
In sales, you truly get to guide people. I really wanted to be part of my clients' lives and help secure their assets.”



REAL PRODUCER COVER STORY

Sarah is intentional about keeping her team small and highly specialized, ensuring every client receives hands-on attention.

Elizabeth Boatwright, the team's Buyer's Agent of nearly a decade, is known for her vibrant personality and formidable negotiation skills, which make her a true asset to all the clients.

Sarah's husband, Cameron, serves as Vice President of Operations, Buyers & Commercial Division. With a background in corporate leadership and small business ownership, he oversees contracts, listings, and strategic growth initiatives. With a keen eye on property trends and future growth, Cameron is an essential part of the team.

Tonia, Buyer and Staging Specialist, plays an essential operational role. With extensive field experience, strong communication skills, and relentless drive, she ensures listings are impeccably prepared, and negotiations are skillfully managed. Her perspective and follow-through are key components of the team's success.

"We're proud of keeping our team small," Sarah explained. "At one point, we had five or six people, and I felt removed from the transaction. Quality is more important than scale. In this industry, if you're not growing, you're shrinking, but growth has to be intentional."

Both Sarah and Cameron are native Houstonians who wanted proximity to family without the pace of big-city living. Twenty-two years ago, they moved to Bentwater, embracing the natural beauty of the area. Throughout her appraisal career, Sarah worked extensively across Montgomery County,

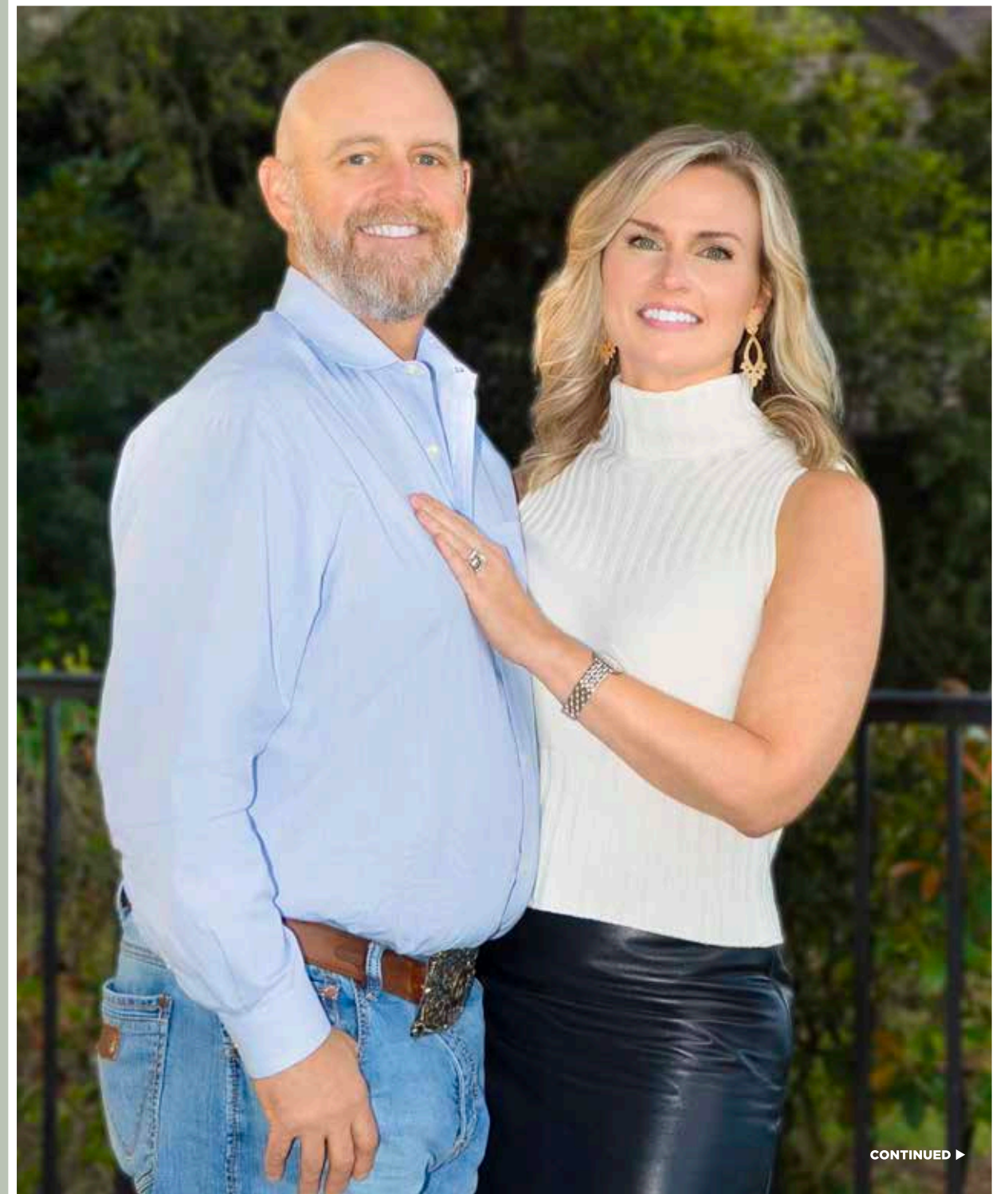


“

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gaining familiarity with its neighborhoods, pricing nuances, and growth patterns.

With Lake Conroe literally in her backyard, Sarah has become a recognized waterfront specialist. She understands that



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selling a lakefront property requires different expertise than marketing a golf course or interior home; waterfront transactions demand specialized knowledge. This expertise has positioned Sarah at the top of the luxury market. In fact, she is currently ranked as #1 in Lake Conroe Sales Volume for the last 6 years.

In 2025, the team surpassed their expectations, closing the year at \$75 million in sales volume. Sarah's dual background as both a broker and certified appraiser gives her a distinct advantage. She studies and analyzes market data daily, allowing her to price listings with precision. Sarah especially enjoys introducing clients to the Lake Conroe and The Woodlands markets, where each neighborhood offers its own character, amenities, and ambiance.

At home, Sarah and her husband, Cameron, have two children. Their oldest, Caitlin, is a junior at Sam Houston State University and plans to become a high school English teacher. Their youngest, CJ (Cameron Jr.), is a junior in high school.

When she's not negotiating contracts or analyzing market trends, Sarah enjoys reading, traveling, camping, and spending time with her dogs. Recently, she has taken up hiking alongside her mother and daughter. The trio set a goal of hiking six miles by March 2026 and climbs the trails at least once a month.

Sarah Conway continues to elevate the real estate experience in Montgomery County. Her philosophy is simple yet powerful: growth matters, but service, integrity, and lasting relationships matter more. 🏡



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