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JUNE 2026

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Partner Spotlight
DYLAN BROWN
All N One Moving

Emerging Leader
JOHN WAMPLER
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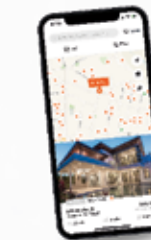
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The *Power* of Showing Up



As Publisher of *East Texas Real Producers*, one of the questions I'm asked most often is, "How do you choose who gets featured?" The truth is... it's not easy.

Every month, we receive nominations from fellow agents, brokers, team leaders, Preferred Partners, and members of this incredible community who take the time to recognize someone they believe is making an impact in our industry. In a market filled with so many talented, hardworking professionals, narrowing those nominations down to just a handful of cover stories is one of the hardest parts of this role.

The agents and partners featured in these pages are not only producing at a high level, but they are also helping shape the culture of our East Texas real estate community. They are showing up, pouring into relationships, supporting one another, and contributing to the conversations and connections that continue to elevate this industry.

At *East Texas Real Producers*, this magazine has never been solely about transactions or production numbers. It's about

people. It's about community. It's about recognizing those who are building meaningful relationships and investing in the growth of those around them.

To our Top 300 agents, Preferred Partners, and everyone who continues to support this vision—thank you. Whether you've attended an event, encouraged a fellow agent, partnered with the magazine, shared our content, or simply championed what we are building here in East Texas, your support, especially at our in-person events, matters more than you know.

This community continues to grow because of you, and I'm grateful to be building it alongside so many remarkable professionals.

Cherika Johnson
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East Texas Real Producer
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2025

BY THE NUMBERS

Top 300 Agents Sales in
East Texas - 2025

5,400



TOTAL TRANSACTIONS

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AVERAGE TRANSACTIONS PER AGENT

\$7 Million



AVERAGE SALES VOLUME PER AGENT

\$2.1 Billion



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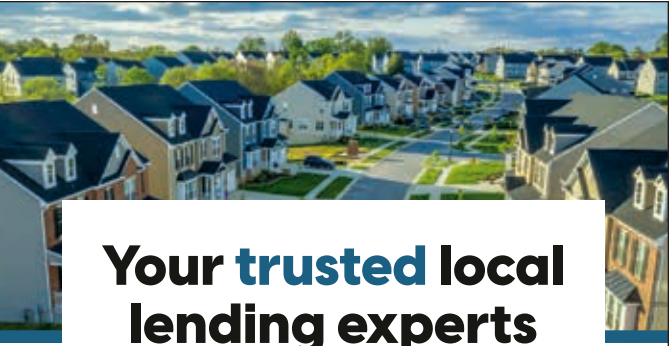
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FAQs

ALL ABOUT EAST TEXAS Real Producers



Q: Who Receives This Magazine?

A: The top 300 agents in East Texas based on volume for the previous year and our Preferred Partners. There are thousands of agents in the region and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication, and proficiency.

Q: Do Real Estate Agents Have To Pay For Magazines Or Events?

A: NO! The magazine and events are FREE to agents and funded by the partners who advertise.

Q: What Kind Of Content Will Be Featured?

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely

on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention— we don't know everyone's story so we need your help to learn about them!

Q: Who Are Our Partners?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates as well, so we can grow stronger together.

Q: Does Real Producers Have Events?

A: Yes! Along with the magazine, we will host quarterly events exclusive to this community, where you—the best of the best—get together at local venues to socialize, mastermind, deepen our connections, and better our businesses. We will communicate about events through the magazine and on social media.

Q: How Can I Recommend A Business Or Feature Story?

A: If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch affiliate partners who you believe should be a part of our community, or would simply like to network; email or call us. I look forward to hearing from you!

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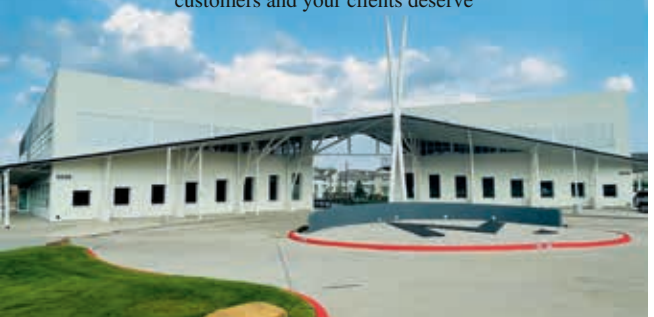
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The Heart Behind **DYLAN BROWN** and
ALL-N-ONE MOVING

WRITTEN BY
CHERIKA JOHNSON
PHOTOGRAPHY BY
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There's something unmistakable about people who are built for service. You feel it before they ever say a word. It shows up in the way they move, the way they solve problems, and the way they make people feel during some of life's biggest moments. For Dylan Brown, that mindset has become the foundation for not one business, but an entire reputation built on dependability, hustle, and heart.

At first glance, Dylan's story may look like a young entrepreneur chasing success but spend even a few minutes talking with him and it becomes clear that what drives him goes much deeper than business growth or recognition. For him, it has always been about people.

Raised around real estate offices for most of his life, Dylan grew up watching the industry from the inside out. The conversations, the relationships, the moving pieces behind every transaction—it all became familiar long before he ever earned his real estate license. But while real estate naturally surrounded him, entrepreneurship called to him just as strongly.

"I've always wanted to be a business owner," Dylan shares. "Even when I was younger, I was always looking for ways to make money, but I also learned to love the service industry."

That combination of ambition and service would eventually become the blueprint for All-N-One Moving, a company that has quickly become a recognizable and trusted name across East Texas.

What started as an opportunity to stay connected to the real estate world while providing a much-needed service evolved into something bigger. Dylan realized moving wasn't just about transporting boxes—it was about helping people navigate one of the most emotional, stressful, exciting, and transitional seasons of their lives, and he wanted to be the person they could count on.

That perspective has shaped every part of his business approach. In an industry where stress levels can run high and details matter deeply, Dylan has built a reputation for showing up with consistency, calmness, and a willingness to go the extra mile.

"I truly care about people's satisfaction," he says. "I'll run through flames to make sure every customer is taken care of with respect and has the best experience possible."

It's that relentless commitment to service that continues to separate him from many of his peers. While some companies focus only on completing the job, Dylan focuses on the experience people have while the job is being done. And in an industry built heavily on referrals and trust, that difference matters. The results speak for themselves.

Last year alone, All-N-One Moving completed more than 400 moves, an incredible accomplishment for a growing company. Recently, the business was also named East Texas Best Moving Company and was nominated for Business of the Year in Hallsville, Texas—recognition that reflects not only hard work, but the impact Dylan and his team are making in their community.

Still, Dylan is quick to acknowledge that success rarely happens alone.

When asked who has influenced him most, his answer comes without hesitation: his stepfather, Mark Coleman.

"His guidance, support, and introductions to many of the mentors I have now shaped who I am," Dylan



says. "He's definitely the one who has influenced me more than anyone."

That influence helped mold Dylan's perspective on leadership, work ethic, and the importance of relationships—values that continue to shape both his businesses and his future in real estate.

For Dylan, success isn't simply measured by numbers. Yes, financial freedom matters. He openly shares that achieving financial independence is part of his long-term vision. But somewhere along the journey, he discovered another version of success that means just as much.

"I found another type of success," he explains, "and that's seeing the relief and satisfaction on our customers' faces at the end of the day."

That human connection is what continues to fuel him.

Now licensed in real estate for two years, Dylan has created a unique lane for himself by combining moving services with real estate expertise. His vision is



to become a true one-stop resource for clients—someone who can help them through the entire buying, selling, and moving process with the same level of care from beginning to end.

It's an ambitious goal, but ambition has never intimidated him. Neither has hard work.

In fact, Dylan is refreshingly honest about the realities of both the moving and real estate industries. While social media

often glamorizes entrepreneurship and real estate success, he believes people deserve the truth.

"It's extremely hard work day in and day out," he says. "Not exactly what everyone makes it out to be. But if you know this is what you want, then go all in. Don't half do a single day or you'll get left behind."

That kind of mindset—determined, driven, passionate, as he describes



himself—is part of what allows him to keep growing while balancing multiple ventures, including his professional floor cleaning company, Floor Team, along with Floor Medic and Texas Farms & Ranches property maintenance.

Even with a demanding schedule, Dylan intentionally makes room for life outside of work. Whether it's golfing, boating, hunting, traveling, volunteering with little league, firefighting, or spending time with family and friends, he understands the importance of occasionally "turning the volume down on work to force life from time to time."

Maybe that balance is part of what keeps him grounded.

Behind the businesses, awards, and momentum is someone deeply grateful for the people around him. He credits his family and close support system as the reason he's been able to accomplish what he has so far.

"I would not be where I am without them," he says.

Looking ahead, Dylan hopes the legacy he leaves behind is simple but meaningful: to be remembered as the person who could handle it all no matter what challenges someone was facing. The dependable one. The steady one.

The person willing to show up when people needed help most. And judging by the path he's already building, there's little doubt he's well on his way. 🏡

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John WAMPLER

WRITTEN BY BELLA RUBIO
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A LIFE BUILT ON PEOPLE, PURPOSE, AND THE POWER OF HOME

Have you ever met someone and known instantly, “I like this person; there’s something different and likable about them?” That would be John Wampler. I first met John at a REALTOR® event. He was approachable and had a sense of humor, and I could quickly tell he was well educated. Over the last few years, I have watched John and his team at Realty ONE Group Rose accomplish a lot for fellow REALTORS® as well as be highly involved and supportive with the local community. It is important to have a desire to help others when you are in real estate, and this is exactly what he and his team embody. His approach to people and service is connected to his

own life experiences, and it is clear that relationships are not simply part of his business model but a lifestyle. They are the foundation of who he is.

Wampler was born in Dallas, Texas, and spent part of his childhood in the small East Texas town of Mineola. In the eighth grade, his family moved to Switzerland, a transition that would quietly redefine the way he viewed the world. For most teenagers, relocating to another country at that age would feel overwhelming. New languages. New customs. New expectations. John, however, welcomed the experience, absorbing every lesson it offered. And

when he talks about that chapter today, there is gratitude in his voice that brings a smile to your face.

While in Switzerland, he attended an international school made up of students from more than 120 nationalities. Every classroom conversation exposed him to different perspectives, traditions, and experiences. Reflecting on that time, Wampler shared that it “forced me to adapt quickly, learn new cultures, build relationships, and step outside of my comfort zone.” Every friendship required adaptability, and every interaction taught him something new about communication, empathy, and





“It completely shaped who I am today and gave me a broader perspective on people and the world. I’m a better person because of that experience.”

connection. Looking back, Wampler credits that season of life as one of the most influential periods in shaping who he became, both personally and professionally. It taught him how to listen before speaking, how to navigate unfamiliar situations with confidence, and most importantly, how genuine connection transcends background, culture, and circumstance. “It completely shaped who I am today and gave me a broader perspective on people and the world. I’m a better

person because of that experience,” he said. Without realizing it at the time, those lessons were preparing him for a career built entirely around people.

That foundation became even more important when John entered the real estate industry in 2014. Early in his career, he joined a brokerage where he partnered with Jonathan Wolf, forming a team that would remain together for five successful years. Their collaboration quickly gained momentum, leading to

consistent growth and achievement. Building on that success, John co-founded Realty ONE Group Rose in 2021 alongside his business partner and close friend, Jonathan Wolf. Together, they have built a brokerage founded on authenticity and serving others. The brokerage has since earned recognition as “Best in Town” for three consecutive years and received the Better Business Bureau Mid-Size Business of the Year award. While the accomplishments are impressive, John seems most proud of the environment they have created for their REALTORS®, stating, “This recognition means a lot because it reflects the culture and standard of excellence we have worked hard to build.”

One of the things he enjoys is helping newer REALTORS® navigate difficult situations and realize they are more capable than they think. He has seen enough transactions to understand that almost every deal comes with its own unique challenges, some of which involve difficult negotiations and others that involve unexpected setbacks or emotional conversations. What experience has taught him is that calm, steady leadership is often the key to getting to the finish line and finding a resolution that meets the clients’ needs.

Restate appealed to John for a simple reason. He genuinely loves helping others. He recognized early on that buying or selling a home represents one of the most significant decisions a person will ever make. Sometimes exciting and sometimes stressful, but to him, being trusted to guide someone through that process carried weight. He takes his role seriously and understands that “There’s a level of trust, knowledge, and responsibility that comes with helping someone achieve the American dream, and that’s always intrigued me,” which is why he is committed to guiding clients and his REALTORS® every step of the way.

A defining trait of Wampler is that after eleven years in the real estate industry, his perspective has not changed. It is refreshing to hear no hint of burnout in his voice when he talks about helping clients or supporting the REALTORS®

he leads at Realty ONE Group Rose. He is genuine, and nothing about his approach feels scripted or routine; he simply shows up as himself, and that authenticity is one of the many things that makes his personality stand out and what I appreciate about his character.

Perhaps these qualities are simply an extension of the success that has followed Wampler throughout his career, success shaped not just by results but also by the stories behind them that continue to resonate with others. Some of those stories began early in his journey as a REALTOR®. He was named Rookie of the Year by the Greater Tyler Association of REALTORS® in 2017, an honor reserved for someone who not only shows promise but also consistently exceeds expectations. From the beginning, his blend of drive and ambition made it clear he was stepping into the industry with a hunger for more. The roles he embraced left a meaningful mark at the local level, and that impact did not go unnoticed.

And as he grew, the recognition grew with him. He was named one of East

Texas’ Top REALTORS® 40 Under Forty in 2022. He later stepped into leadership as the 2022 President of the Greater Tyler Association of REALTORS®, guiding the organization through a year of growth and change. I can attest to this. I giggle at myself as I remember one of my first experiences during 2023, hearing about Wampler. The advice I was given was, “This is a great idea; let’s ask John about this. He just finished as the 2022 president of GTAR, and he will know exactly what to do.” I thought to myself, “Wow, who is this Wampler? He sounds amazing and must have accomplished some big things.”

Then, in 2025, he was recognized as a Best in Town REALTOR® by the Tyler Paper. He closed out the year on a high note, earning GTAR’s REALTOR® of the Year, one of the industry’s most prestigious honors. This award reflects exceptional achievement, strong advocacy, and a meaningful impact both within the profession and throughout the local community. It marked a full-circle moment, representing not only his success but also the respect he has earned along the way. Ultimately, 2025



stood as a testament to the long hours, sacrifices, and unwavering commitment he has given in service to others.

Most recently, John excitedly shares that one of his latest accomplishments was being able to support our local community by being named P.A.T.H.’s King of Mardi Gras in 2026, “which was a fun and meaningful recognition within our community.” The organization that Wampler partnered with (People Attempting to Help People) helped raise funds that go towards Texas families that face poverty and crises.

Most recently, John lights up when he talks about one of his newest milestones: being named P.A.T.H.’s King of Mardi Gras in 2026. It was, as he puts it, “a fun and meaningful recognition within our community.” Through his partnership with People Attempting to Help People (P.A.T.H.), he helped raise funds that directly support Texas families facing poverty and crisis. For John, the experience wasn’t just a festive honor; it was a chance to champion a mission rooted in compassion and community uplift. It became another chapter in a career defined not only by professional success but also by the impact he chooses to make beyond the closing table.

Yet when you speak with him, those accolades never dominate the conversation. Instead, he is quick to highlight others, sharing the success and giving credit to the people who have walked alongside him. He is deeply rooted in his community and makes every effort to advocate for the real estate industry, taking pride in the hope that his work will leave a lasting mark for those who come after him. As he put it, “I’ve also made it a priority to be an advocate for our REALTOR® community and the people we serve. If I’ve been able to raise the standard in both areas, that’s the legacy I’d hope to leave. I’d like to be remembered as someone who led by example and always looked for the positive and brought that mindset into this business.” There is simplicity in that statement, but also depth. Wampler wants to leave things better than he



“
There’s a level of trust, knowledge,
and responsibility that comes
with helping someone achieve
the American dream, and
that’s always intrigued me.”

found them, a guiding principle that also happens to be his favorite quote: “Leave it better than you found it.” Which captures the way he approaches life.

And while his career reflects that commitment, seeing him within the rhythm of his family life reveals something even more compelling. Outside the structure of his day-to-day work, he is a devoted family man, and understanding those dynamics adds a deeper layer to who he is. Being able to watch him interact with his friends and family first-hand was so heartwarming.

Last December, at an event where I was photographing, I stepped back for a moment and simply observed. Jonathan Wolf took the stage to introduce Wampler, offering a heartfelt reflection on how the two first crossed paths and how that connection ultimately led them to build a brokerage together. His words

carried the weight of shared history and admiration. When Wampler stepped forward after he was recognized, the two embraced with a brotherhood that spoke louder than any speech. The pride radiating from Wolf was unmistakable and a powerful testament to their bond.

You could see the happiness in Wampler’s face as he approached the podium. To his left, his family stood proudly, and the way he lit up when he saw them was touching. It was a sweet reminder that behind every achievement he has earned is a man whose greatest joy is found in the people he loves. In the middle of his acceptance speech, one of his youngest broke away and ran straight toward him. Instead of gently shooing them back, he lifted her into his arms and continued to speak. My heart melted. There was something beautiful about watching such an accomplished businessman be

a father first. This was a big moment in his career, and he shared it with those closest to him.

These are the kinds of leaders we need. It starts at home, and it echoes through every part of who a person becomes. When we asked Wampler about his family, he didn’t hesitate. He credits much of what he is able to do to his wife, sharing, “I’m fortunate to have an incredible wife who helps hold everything together when work gets busy. At the same time, I’m very intentional about being present for my family. My kids are only young once, and I make it a priority to be at their games, events, and everyday moments.”

He attributes his success in a defining way, stating, “I define success a little differently than most. For me, it’s being able to come home at the end of the day to my family. My wife Lindsay and our kids, Harlan, McCall, Wynne, and Lake, are everything to me. It’s also the people I get to do life and business with: my business partner Jonathan Wolf, our agents, and our entire Realty ONE Group Rose family. When I step back and think about the number of people I’ve been able to help over the years, that’s what success looks like to me.”

In that reflection, you see the heart of a leader grounded in purpose and anchored by friends and family. For Wampler, everything he does is built on a foundation of purpose, compassion, and a genuine commitment to serving others. ▼



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JONATHAN WOLF

When I met Jonathan Wolf for coffee in Kilgore, Texas, the first thing I noticed was the hat. Not in a flashy or attention-seeking kind of way, but in the way certain people carry a signature piece so naturally that it becomes part of who they are. Before long, I learned the hat is almost synonymous with Jonathan himself. Around East Texas real estate circles, people recognize him by it instantly. Much like Indiana Jones and his iconic fedora, Jonathan Wolf has unintentionally created a recognizable silhouette all his own. The hat walks into the room before the introductions do. And somehow, it fits him perfectly.

Because much like the man beneath it, the hat carries a certain presence. Familiar. Distinctive. Steadfast. There is something about Jonathan that feels both approachable and imperious at the same time. In an industry filled with big personalities and polished branding, he has built a reputation less around noise and more around consistency, awareness, and the people he leads. Most know him simply as “Wolf,” a

nickname that feels less like branding and more like identity. Not because he stands apart from everyone else, but because of the way he watches over the people around him. Protective of his agents. Invested in his community. Always paying attention. The kind of broker who seems less interested in being the loudest voice in the room and more interested in making sure everyone around him succeeds.

As broker and owner of Realty ONE Group Rose in Tyler, Texas, Jonathan has spent nearly twenty-five years building a career rooted in

relationships, innovation, mentorship, and community involvement. On paper, Jonathan’s career speaks for itself but it is not what leaves the strongest impression after meeting Jonathan Wolf. It is about investment. In people. In his hometown. In the agents who trust him to lead them. In an industry he genuinely believes matters. Jonathan’s story begins long before real estate signs and brokerage ownership. He grew up in Tyler with deep family roots planted firmly in East Texas soil. His family name has quietly woven itself through the history of the city for generations. His great grandfather helped build the People’s Bank Building downtown, Tyler’s first high rise, and his grandfather, Judge Lindsey, helped shape the city in lasting ways, including bringing the first Toyota dealership to the Loop. Community involvement was never treated as optional in his family. It was simply part of who they were.

That sense of legacy stayed with Jonathan, even when life initially pulled him away from Tyler. After graduating

**“What You Do
Today Reflects 60
Days From Now.”**

– Carol Bobo

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in Brokerage
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from Texas Christian University with a degree in History and a minor in Political Science, he headed to Austin where he worked in retail management at Tyler's in West Lake (a spin-off of sorts of Racquet & Jog if you live around here), before later managing Bicycle Sports, combining his love for cycling with his professional career. Retail taught him how to read people quickly, solve problems under pressure, and create experiences. Looking back now, many of the skills that make him an effective broker were already being sharpened during those years. Still, he began feeling restless. "I wanted out of retail," he admitted. "I was getting antsy." Ironically, it was a mechanic at the bike shop who unknowingly altered the trajectory of Jonathan's life. The mechanic earned his real estate license to sell homes on the side, and Jonathan remembers thinking, "If he can do it, I can, too." And he did. What began as an idea, quickly became something much bigger. "I could immediately see how the combination of helping people and technology would be a great fit for me," he said.

Timing, as it turns out, mattered. Jonathan entered real estate during the early 2000s, right as the digital side of the business was beginning to evolve rapidly. While many agents were still relying heavily on traditional marketing methods, Jonathan was already thinking ahead. He bought twenty five real estate related domain names that all funneled back to one central website. Even today, he still owns them. At the time, that kind of thinking was uncommon, especially in East Texas. "When I got here in 2004, I just knew some things from being in a different market," he said. "I did more advertising and more creative ideas because I had seen what was possible." That awareness of shifting trends would become one of the things separating him from many of his peers. Jonathan has always possessed an ability to look around corners before others realize change is coming. He describes himself as observant, curious, and driven. The longer you talk with him, the more those qualities reveal themselves not as strategic language, but as operating principles.

But business growth was only one piece of the story unfolding during those years. Long before becoming husband and wife, Jonathan and Molly Wolf first met in the second grade in Tyler. They grew up in the same hometown but never truly knew each other until adulthood. Years later, while Jonathan was working in Austin, he volunteered to transport merchandise back to the Tyler store over Thanksgiving break. Molly happened to work there. A casual invitation to spend time together during the holiday eventually became a relationship that weathered life's twists and turns before ultimately bringing them back together for good. Together, they built a life centered around family, community, and shared ambition. Molly now works with Susan Robinson Fine Jewelry, while their son Luke attends Texas Tech University and their daughter studies at the University of Oklahoma. For Jonathan, moving back to Tyler years ago was never part of the original plan. Yet when thoughts of family and building a future became more important, returning home made sense. "I knew I had a network here," he said. "And I knew being close to family mattered."

Once back in Tyler, Jonathan immersed himself not only in growing his business, but in serving the real estate industry itself. In 2006, he became heavily involved with the local board, eventually serving as President of the Greater Tyler Association of Realtors in 2011, the same year he was named Realtor of the Year. He later earned the Glover Tunnell Award in 2024 and has remained deeply active in advocacy through NAR and Texas Realtors' political involvement. That commitment comes from a genuine respect for the power real estate organizations carry. "I love that NAR and Texas Realtors are among the biggest lobbying groups in the country," he said. "We actually have the power to influence things that affect homeowners, agents, and communities. I love being part of that." Jonathan also served in Federal Political Coordinator roles for Senator Ted Cruz and previously for Congressman Louie Gohmert through NAR, further deepening his investment in the industry's future.

"I'm not just helping buyers and sellers...I'm helping agents feed their families too."

Yet despite all the leadership positions and awards, Jonathan seems far more energized talking about agents than talking about himself. That passion is perhaps most evident inside Realty ONE Group Rose, the brokerage he co-leads alongside business partner John Wampler. The office itself reflects Jonathan's philosophy about leadership. Collaborative. Energetic. Agent- focused. "We call it an un-brokerage brokerage," Jonathan laughed. What attracted him to the franchise model was the fact that benefits funnel toward the agents rather than solely toward ownership.

That distinction matters deeply to him. He becomes visibly passionate discussing absentee brokerage models where owners live hours away from the agents they claim to lead. For Jonathan, proximity matters. Presence matters. His approach on brokerage ownership is intensely personal because he sees the ripple effect extending beyond transactions. "I'm not just helping buyers and sellers," he explained. "I'm helping agents feed their families too." That framework has created something rare inside the walls of Realty ONE Group Rose. Jonathan proudly shared that three of his agents currently serve on the board at GTAR as committee chairs, while his business partner John Wampler served as GTAR President in 2021. Watching the people around him step into leadership roles brings him genuine fulfillment. "I'm proud of seeing agents align with big goals and watching them succeed," he said. Even more impressive is the environment they have managed to create while doing it. "We have fifty eight competitors in one office, but you'd never know it." Jonathan laughed as he explained that the culture inside the brokerage has become one of the things he treasures most. Or as he



REALTYONEGROUP ROSE

“I love that NAR and Texas Realtors are among the biggest lobbying groups in the country. We actually have the power to influence things that affect homeowners, agents, and communities. I love being part of that.”



Jonathan with his father and cousin Bo Wolf

jokingly calls it, their “coolture.” In the world of real estate where competition can breed ego and isolation, Jonathan has intentionally built something different. Agents celebrate each other there. They support each other there. They grow there.

That growth is not accidental. Jonathan is deeply invested in consistency, structure, and showing up for his people. Every Tuesday, he meets with his agents. Sometimes the meetings are intensely focused on contracts, negotiations, or market shifts. Other times, they are focused on life itself. One week they brought in a therapist as a guest speaker. Another week they hosted a mac and cheese cook off simply to bond and enjoy time together. Jonathan understands something many brokers overlook...strong agents are built by more than sales training alone. People need connection. They need healthy leadership. They need someone willing to invest in who they are outside of production numbers. His own daily routines reflect that same intentionality. Podcasts. Structure. Consistency. Space to think. Space to grow.

Perhaps that is also why Jonathan handles the harder realities of brokerage ownership with such

stability. I asked him how he has dealt with agents leaving his brokerage over the years, knowing every broker eventually faces that reality. His answer was reflective and composed. “I don’t get rattled too much when agents leave,” he admitted. “I may give myself one day to process how I feel, but then I let it go pretty quickly.” There is wisdom in that response. No bitterness. No possessiveness. A healthy mindset. Jonathan understands that leadership is not about ownership of people. It is about pouring into them while they are part of your story and hoping they leave stronger than when they arrived.

Outside of work, Jonathan remains deeply connected to the things that recharge him. Cycling still plays a role in his life, alongside golf, hunting, fishing, music, movies, and travel. Every day, he walks his seventy-five-pound labradoodle, Benny, a routine that likely provides rare moments of peace in an otherwise fast-moving career. He also maintains structure carefully. “I have a schedule and I stick to it,” he said of balancing work and personal life. That discipline has helped him navigate one of the industry’s biggest challenges: managing expectations. It is a simple phrase, but any seasoned agent understands exactly what he means. Real estate is emotional. Timing is unpredictable. Markets shift. Human beings bring hopes, fears, and pressure into every transaction. Jonathan has spent decades learning how to guide people through those moments with class and confidence.

When asked how he defines success, his answer was surprisingly honest. “I feel like I’m still searching for that.” It is not dissatisfaction speaking. It is curiosity. The same curiosity that pushed him from retail into real estate. The same curiosity that kept him ahead of technology trends. The same curiosity that continues driving him towards growth instead of complacency. Perhaps that is why people gravitate toward him. Jonathan Wolf has already accomplished enough to comfortably settle into reputation alone. Instead, he continues studying, evolving, mentoring, and showing up. His advice

to newer agents reflects exactly that mindset. “You will need to study the craft for the rest of your career.”

And perhaps his most meaningful advice reaches even beyond real estate itself. When asked what he would tell high school or college graduates stepping into the world for the first time, Jonathan paused before offering something deeply personal. “Have the stickability to finish what you start.” The phrase traces back to his grandfather Oge, who gave Jonathan a graduation card years ago that simply read, “Congratulations Jonathan. You had the stickability to finish college.” Decades later, the lesson still remains. Finish what you start. Stay committed when things get hard. Keep moving forward even when the outcome is uncertain.

As we wrapped up our time together, I found myself thinking less about the numbers, the titles, or even the awards attached to Jonathan Wolf’s name. What stayed with me most was the consistency of his investment. In his hometown. In his profession. In the people sitting around the conference table every Tuesday morning. In the agents chasing goals under his leadership. In the family he and Molly have made together. In an industry that often rewards chaotic busyness, Jonathan has built something firm. Something lasting. For all the symbolism his last name naturally carries, perhaps the most fitting image is not of a lone wolf at all. It is of someone who understands the responsibility that comes with leading the pack.



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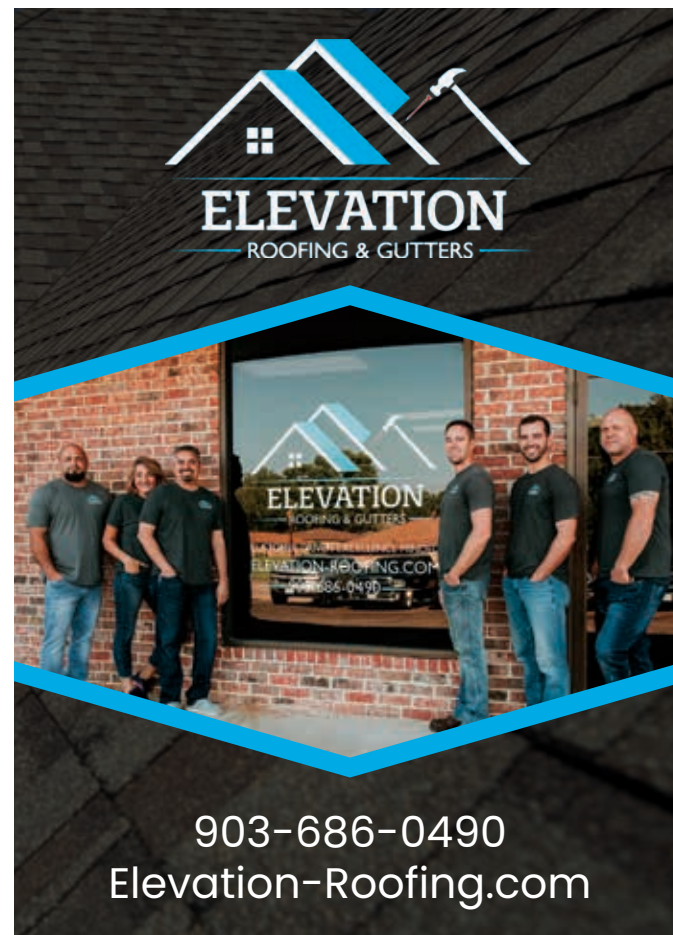
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