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COVER STORY
Carol Wolfe

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



Erin Rystad
Content Director



Emily Eyob
Operations



Mazie Martin
REALTOR® Relations



Jason Dotson
Photographer



Michelle Butler
Photographer



Elizabeth McCabe
Staff Writer



Megan Taylor-DiCenzo
Staff Writer

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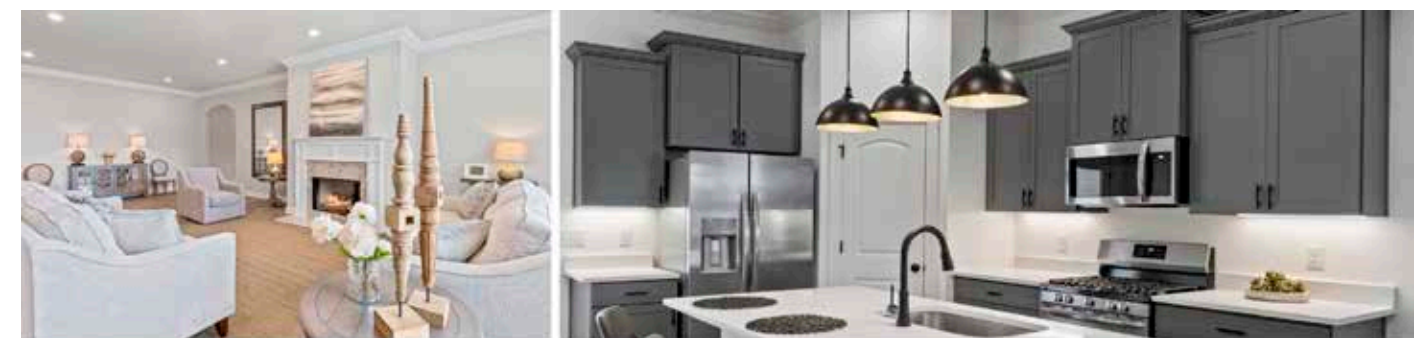
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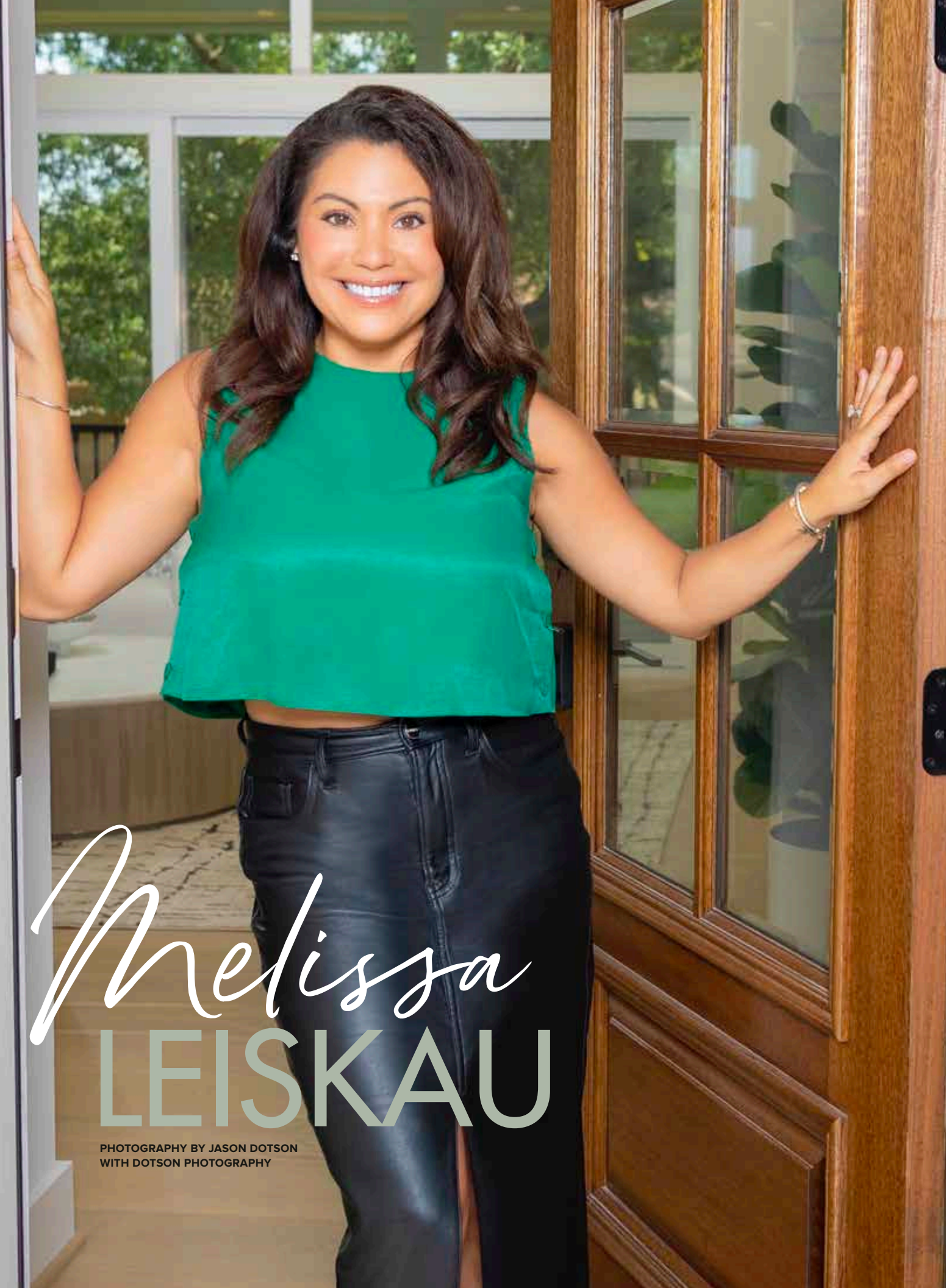
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Melissa
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In a city as dynamic as Houston, longevity in real estate is never by chance; it is intentionally built brick by brick. This year marks ten years for Melissa A. Leiskau, shaped by consistency, adaptability, and a commitment to relationships that reach far beyond the transaction. With a grandfather involved in neighborhood development and a mother in property management, real estate has always been part of her story. She grew up understanding the layers behind every home, from construction to long-term value, and that perspective continues to shape how she advises her clients today. Beyond the numbers, it is the trust that stands out. Being part of major life transitions and guiding clients through decisions that carry both financial and emotional weight is what continues to drive her.

Melissa's entry into real estate in 2016 coincided with a defining chapter for Houston. In the wake of Hurricane Harvey, the market transformed overnight, bringing a wave of complex transactions, rebuilds, and uncertainty. Those early years became formative, sharpening her ability to navigate complexity, advise with clarity, and remain calm and composed in moments that required it most.

In 2024, alongside her business partner, Geron Fuller, Melissa co-founded Label Group, a boutique team built with a clear vision. Rather than chasing rapid growth, the focus has remained on alignment, working with the right clients, the right opportunities, and building a legacy. Label Group has evolved alongside the market, closing \$33M in sales volume during what many considered a down market. What began with a strong focus on buyers has shifted into listings, development, and strategic advisory, where





strategy, presentation, timing, and attention to detail matter most.

While advancing her leadership through the Texas Realtors Leadership Program, Melissa and her team at Label Group are partnered with Compass The Heights, combining a boutique, hands-on approach with the reach and resources of a global platform.

The direction is clear. With Label Group, her partnership at Compass, and a refined vision ahead, Melissa Leiskau continues to build with intention, creating a business and brand designed to last. ▾



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Carol Wolfe has built a remarkable life defined by dedication to her family, her clients, and her craft. Now, after 40 years in luxury real estate, she reflects on a career that has spanned markets, milestones, and meaningful transformations, leading her to new passions and purpose and creating a legacy that will carry on for decades to come.

Carol and her husband, married for 43 years, began their journey together in Dallas, Texas. In the early days of real estate, the business looked much different. There were no lockboxes or digital conveniences. Agents physically picked up keys and drove to houses to open the doors. As a young parent, Carol recalled how she would bring her children along to showings, sometimes lifting them through windows of vacant homes to unlock doors from the inside.

It was a family affair from the very beginning, and that legacy continues. Her daughter and son-in-law now own K and C Classic Homes, a luxury homebuilding company established in 2009, with an impressive portfolio across some of Houston's most prestigious communities, including Carlton Woods and Blue Jack.

Before settling in Houston, Carol spent 25 years in the Austin market, primarily in Lakeway, where she played a role in the launch of the Rough Hollow community. Her career also took her far beyond Texas. One of her most memorable experiences came when she worked on a development project in the Bahamas. During that time, she collaborated with high-end clients and traveled frequently, including a stay at the Hotel Montage in Laguna Beach as part of the project's development. Working under the guidance of her broker, Roger Staubach, Carol built a strong network of prestigious professionals, many of whom invested in luxury properties on Royal Island in the Bahamas. Those relationships have endured, and Carol continues to



LUXURY AND LEGACY

WRITTEN BY MEGAN TAYLOR-DICENZO
PHOTOGRAPHY BY JASON DOTSON WITH DOTSON PHOTOGRAPHY

CAROL
WOLFE

maintain referral connections in upscale markets like Miami, Fort Lauderdale, and Los Angeles.

“I’ve been blessed to have that kind of connection,” Carol shared. “It was a great ride.”

Eight years ago, Carol faced a profound personal loss with the passing of her husband. After living in Magnolia, she relocated to The Woodlands, where she began a new chapter both personally and professionally. She partnered with her son-in-law to launch Luxury Properties and later joined Coldwell Banker, where she led a large, high-performing team in Houston Heights.

During the COVID-19 pandemic, while many industries slowed, Carol experienced some of the most successful years of her career.

However, it was a life-altering car accident three years ago that shifted her perspective in an unexpected and meaningful way. The experience became a turning point that led her to pursue a long-held passion: painting. In 2026, Carol celebrated her first artist’s reception, marking the beginning of a new creative chapter.

Today, with a legacy spanning 40 years in the luxury market, Carol has intentionally curated her real estate

business to align with the life she wants to lead. Rather than managing a high-volume portfolio (at one point handling as many as 177 listings), she now represents a select number of ultra-high-net-worth buyers each year, typically between five and ten. This shift allows her to fully engage with each client, delivering an unmatched level of service and attention that reflects what drew her to real estate in the first place.

With more than \$500 million in career sales across elite markets, including Houston, Austin, Royal Island in the Bahamas, and Mayakoba, Mexico, Carol’s impact on the luxury real estate industry is vast. As the founder of Carol

“ I’ve come to a BEAUTIFUL PART of my life.”



“
I’VE BEEN
BLESSED
to have that kind
of connection. It
was a great ride.”

Wolfe Properties, in partnership with Coldwell Banker Realty | Global Luxury, she has earned numerous awards and designations for her expertise in marketing luxury homes and resort properties while connecting with distinguished and discerning clientele.

Along with her professional achievements, Carol’s legacy continues to grow exponentially. A proud grandmother of eleven, she now spends much of her time painting, traveling, and creating lasting memories with her family.

“I’ve come to a beautiful part of my life,” Carol shared.

Reflecting on her decades-long journey in luxury real estate, Carol describes it as both rewarding and demanding: a career that has required grit but delivered deep fulfillment. With no regrets and a profound sense of purpose, she continues to engage in real estate on her own terms, guiding bespoke clientele through the world of exclusive homeownership while embracing a life that balances passion, family, and creativity. Carol’s legacy is one of elegance and refinement, luxury and love. ❖



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