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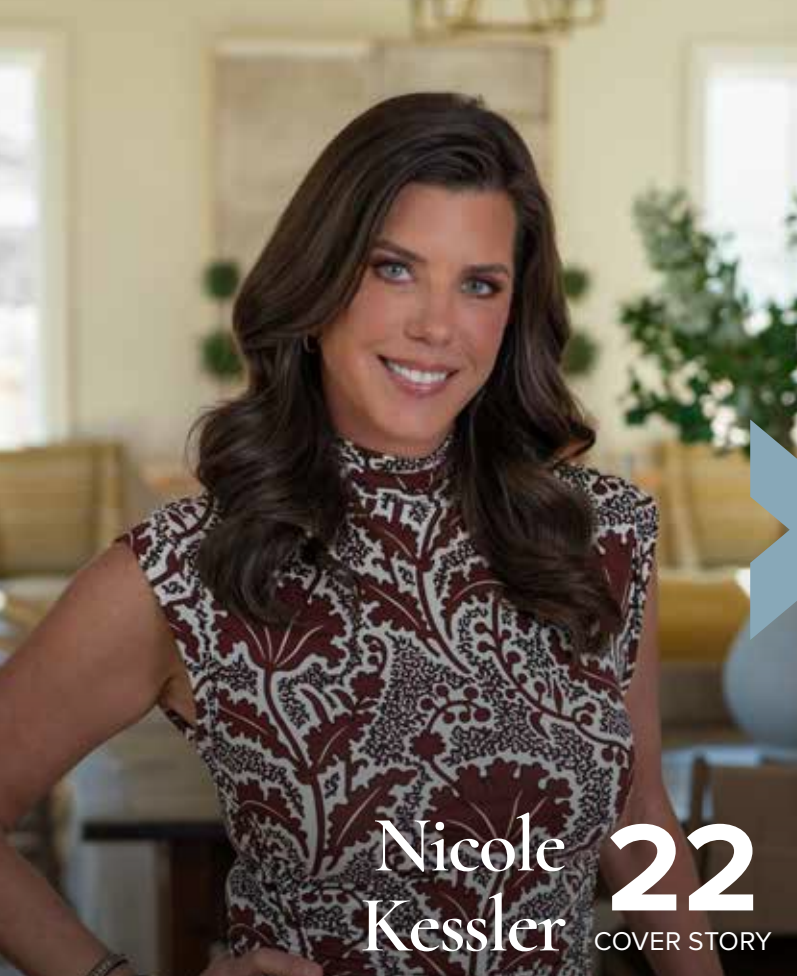
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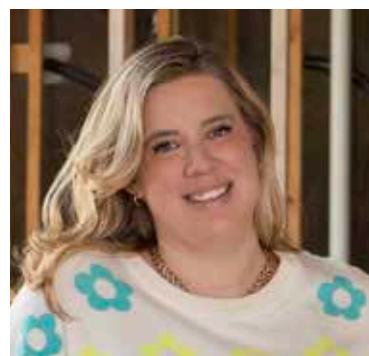
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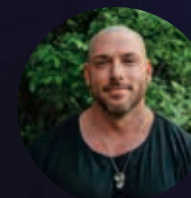
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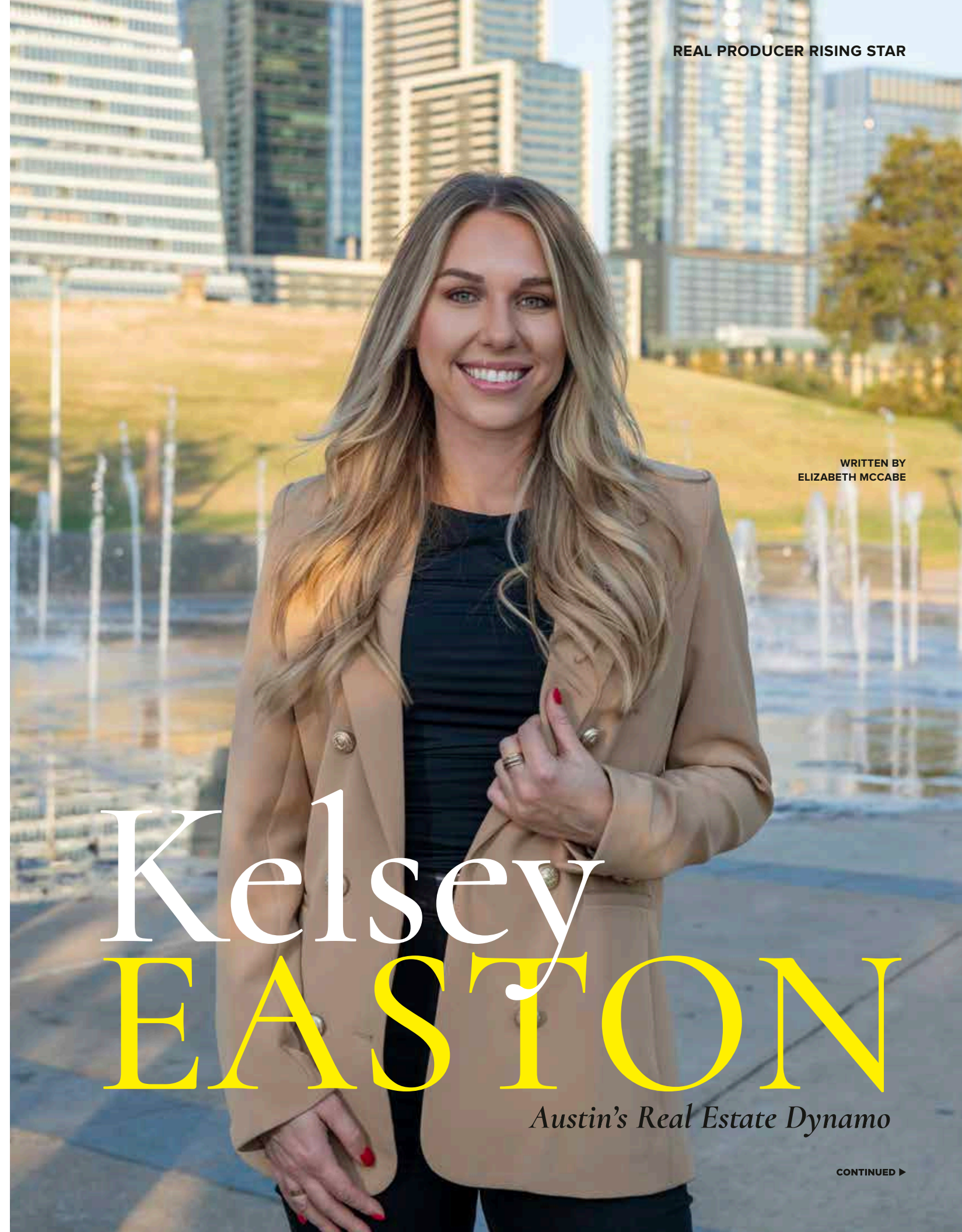
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I ran towards fear.*

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GOING
TO LET IT
BEAT ME.”**



LEAHFAYE
PHOTOGRAPHY

It's not a straight line, says Kelsey Easton, of succeeding in real estate. If you've been watching her career, that's an understatement. By 30, she's already surpassed \$13 million in sales just last year alone, carving out a reputation as one of Austin's fastest-rising real estate professionals. But Kelsey didn't take a straight path. Every move has been fueled by curiosity, grit, and an unshakable desire to grow. She refused to quit, even when it got challenging.

A true Austinite at heart, Kelsey has lived in nearly every corner of the city, from South Congress to Easton Park, Dripping Springs, and now Rosedale. "I really understand the city and have seen it change," she says. Growing up in Round Rock, graduating from Round Rock High School and Texas State, she understands not just home values, but lifestyle patterns, school zones, development trends, and long-term appreciation potential. This knowledge is priceless, and she puts it to work for her clients every day. Simply put, she's a trusted local expert.

Road to Real Estate

Kelsey's journey into real estate started in 2020 as an executive assistant to a luxury agent who closed over \$160 million her first year. By 26, Kelsey sold her first \$3 million trophy property. "Do I have the skills to do this? I realized I already did," she recalls. Since then, she's sold everything from \$350,000 condos to multi-million-dollar residences at the Four Seasons, proving her range in the city's evolving market.

Real estate, to Kelsey, is not about the transaction, but about being part of one of the most consequential and emotional decisions someone will make during their life - to own their own home. "This industry is fun. My favorite part is being a part of someone's next chapter, finding a new

place for their kids, helping a newly engaged couple, or supporting a first-time homebuyer," Kelsey says. "It's exciting to be part of that, and it's emotional to be in someone's home and family."

Even when life tested her, Kelsey leaned into fear instead of backing down.

In 2022, after a breakup and uncertainty about her income, she bought her own home. "The moments I felt nervous, I ran towards fear," she explains. "I wasn't going to let it beat me. I had so much hunger because I had all the skills to be successful." That drive and determination, paired with





“Nothing about this career is guaranteed, AND I NEVER TAKE THAT FOR GRANTED.”

mentorship from elite Austin agents, accelerated her growth. “I’m really grateful,” Kelsey reflects. “Grateful for the mentors who believed in me, the clients who trusted me early on, and even the hard seasons that shaped me. Nothing about this career is guaranteed, and I never take that for granted.”

Kelsey has also built hands-on experience as a buyer, seller, and landlord, giving her clients a full toolbox of

knowledge. “I wanted to speak and educate my clients on what it’s like to buy new construction, what it’s like to be a landlord,” she says. Whether a client is seeking a luxury property or a first home, she’s ready to guide them. “I’ll do it all.”

A Happy Life

Beyond real estate, Kelsey thrives in Austin’s vibrant lifestyle. She enjoys walking her dog, playing sand volleyball, exploring trails,

boating on the lake, or cozying up by a firepit in her backyard on a chilly night (“If it’s ever cold enough,” she laughs). “I also like getting chips and queso,” she smiles. “I won’t turn that down.”

Kelsey also believes it’s important to share your success and give back. She is active in Austin’s Junior League, preparing weekend meals for children in low-income communities through programs like Food in Tummies.”

Most of all, she is an Austinite through and through, eager to share her Southern hospitality with others. “Austin is very inclusive,” she notes. “It’s a warm community, and people are always moving here.”

Looking ahead, Kelsey plans to continue evolving by expanding her business and knowledge, investing in herself, and mentoring others. Her approach remains simple: honesty, clear communication, and putting clients’ interests first. “In this industry, you have to continually evolve,” she says. “It’s constantly evaluating: “Where’s the market headed? How can I bring more value to my clients? How can I be the best for them?”

Honest, fearless, and relentlessly ambitious, Kelsey Easton proves that in Austin real estate, success is a series of bold moves, smart risks, and a solid dose of drive and determination. And for Kelsey, the fire isn’t slowing down anytime soon. At just 30 years old, she has a track record of selling over 50 properties. For Kelsey, the future’s never been brighter. ▀

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NICOLE KESSLER
AT THE TOP OF HER GAME

WRITTEN BY
ELIZABETH MCCABE



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Dream it. Do it.

Paying her way through the University of Texas by waiting tables at Trudy's on 32nd Street, Nicole Kessler never imagined she'd end up selling homes worth more than she ever thought possible. But when her friend (who owned a property management and leasing company on campus) suggested she get her real estate license, she jumped in and never looked back. Why? Giving up wasn't in her vocabulary.

Sales came naturally to this determined and driven real estate agent. By her junior and senior years, she was leasing condos on campus, learning firsthand that real estate wasn't just about knowledge. It was about hustle, people, and follow-through.

After graduation, Nicole walked into Wilshire Homes ready to sell. "Hi, I want to sell houses," she recalls saying to the sales manager when she walked in.

With experience in retail sales from Dillard's and Marshall Field's, she knew how to sell anything and she proved it. Wilshire was expanding its presence in Cedar Park at the time, and several homes in one community had remained on the market longer than expected. Nicole stepped in and successfully sold every one of them within six months, including properties

near the train tracks and even a small trailer park. "To me, they felt like mansions," she says. "They were so much nicer than the home I grew up in. I was just grateful for the opportunity."

Nicole spent five years at Wilshire Homes, then moved on to Doyle Wilson Homebuilders in Circle C, where the market was hot and sales practically fell into her lap. Later, a connection introduced her to Michelle Turnquist at Turnquist Partners. "I did great and got into Elite 25 my second year. I have been in Elite 25 now for over 20 years," Nicole says. Gradually, she transitioned to Gottesman, a local boutique company, before making a strategic move to Compass eight years ago.



“
This gives me time to teach each agent in a more hands-on way, teaching them my system & core work values.”



“

At some point, I want to pass on what I am doing to the next generation of agents.”

At Compass, Nicole found a platform that matched her ambitions. “I have the opportunity to do a business that most people don’t get to do during their lifetime. I love what I do,” she says. She works in multiple divisions—the Sports & Entertainment Group and the Land & Ranch Division—and is part of the Private Client Network, a nationwide referral group of top producers. “Compass, with its platform, the marketing tools, the networking, and the mindset, is so different from anywhere I have ever been. I love it. I absolutely love it.”

Her team is intentionally small, with nine members, which allows her to stay hands-on. “This gives me time to teach each agent in a more hands-on way, teaching them my system and core work values.” Watching her team grow is one of her greatest rewards. “I have enjoyed mentoring and teaching the women on my team. It’s so rewarding to watch them flourish and learn my best practices. At some point, I want to pass on what I am doing to the next generation of agents.”

Outside the office, Nicole’s family is equally impressive. She and her husband, Bill, are preparing to become empty nesters. Bill, a cardiothoracic surgeon and transplant director, joined the University of Texas as a professor two years ago. Their daughter, a writer for *The New York Times*, is planning a big wedding in Round Top, Texas, in May 2026. Their two sons are blazing their own trails, one a freshman at Texas A&M and the other a junior. “Both boys came home this past summer. They’ve had great internships,” Nicole says. She is excited to see what the future holds for them.

Through grit, intelligence, and a genuine love for what she does, Nicole Kessler has built a career that most can only dream of as a top producer, mentor, and trailblazer in every sense. From leasing condos as a college student to guiding elite clients and teams in Austin’s competitive real estate market, Nicole continues to elevate her business, her team, and the people around her. She’s elevating the industry, one transaction at a time! 🏡

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CONTINUED ▶



“
In real
estate, you
can move
anywhere.”

Drew Nelson is a game changer in real estate.

She didn't just change brokerages. She didn't just change markets. Drew Nelson changed countries at a critical time – mid-career, mid-pandemic, mid-parenting teenagers and a toddler—and rebuilt her luxury business from the ground up.

From waterfront estates in Vancouver to multi-million-dollar new construction on Lake Travis, Drew has quietly engineered one of Austin's most impressive luxury pivots. In just three

years in Texas, she's gone from learning a new market to tracking toward \$12–15 million in annual sales.

But Drew's story doesn't start in Texas.

An American citizen born in Wyoming and raised in Calgary, Canada, Drew grew up between big skies and prairie winters before heading to boarding school in Saskatchewan. In her early twenties, she moved to Vancouver and never looked back. “I loved Vancouver. I loved the water. I loved everything about Vancouver,” she says.

After university, she worked in the medical field. She enjoyed the human connection but not the system around it. “I liked the people, but not the paperwork and the bureaucracy.” Real estate offered something different with direct relationships, autonomy, and the ability to build something of her own.

She quickly found her niche in luxury and waterfront homes. Those early years were also filled with raising small children. “That part of my life is a bit of a blur,” she admits. But professionally, her direction was clear: high-end properties, discerning clients, and a service level that matched the stakes.

Then COVID hit.

Vancouver slowed dramatically. Beaches were closed. Schools were disrupted. Milestones were postponed. Meanwhile, her husband, Robert Chaney—whose work in terrazzo and decorative concrete takes him around the world—was already in Texas, where the market was moving fast and opportunity was everywhere. With family ties in Colorado and Fort Worth, the decision came into focus.

“We sold our house in Vancouver, loaded the kids up, and came down,” Drew says. “In real estate, you can move anywhere.”

In 2021, she earned her Texas license and started over. She initially joined eXp and worked with Elizabeth Riley. “I love her. She is great,” Drew says.

But the market adjustment was immediate. “Houses were much less expensive here at \$300K and \$400K,” she explains. In Vancouver, her specialty had been luxury waterfront properties. “I just started selling those houses because I didn't want to sell the little ones anymore.”

Luxury wasn't just preference. It was alignment. Drew comes from a building background alongside her husband, and she thrives in construction conversations. “I love luxury stuff,” she says. “And I love construction.”





I sit in luxury custom construction and help client's from the ground up."

Today, she gravitates toward high-end new builds, working with clients from the ground up. "I sit in luxury custom construction and help clients from the ground up. That is where I landed and where I am now."

She is currently preparing to launch a 6,500-square-foot home on Lake Travis, set on an acre at the end of Buffalo Gap Road. The project highlights her growing focus on luxury development, blending refined design, premium materials, and a deep understanding of the Austin/Lake Travis market.

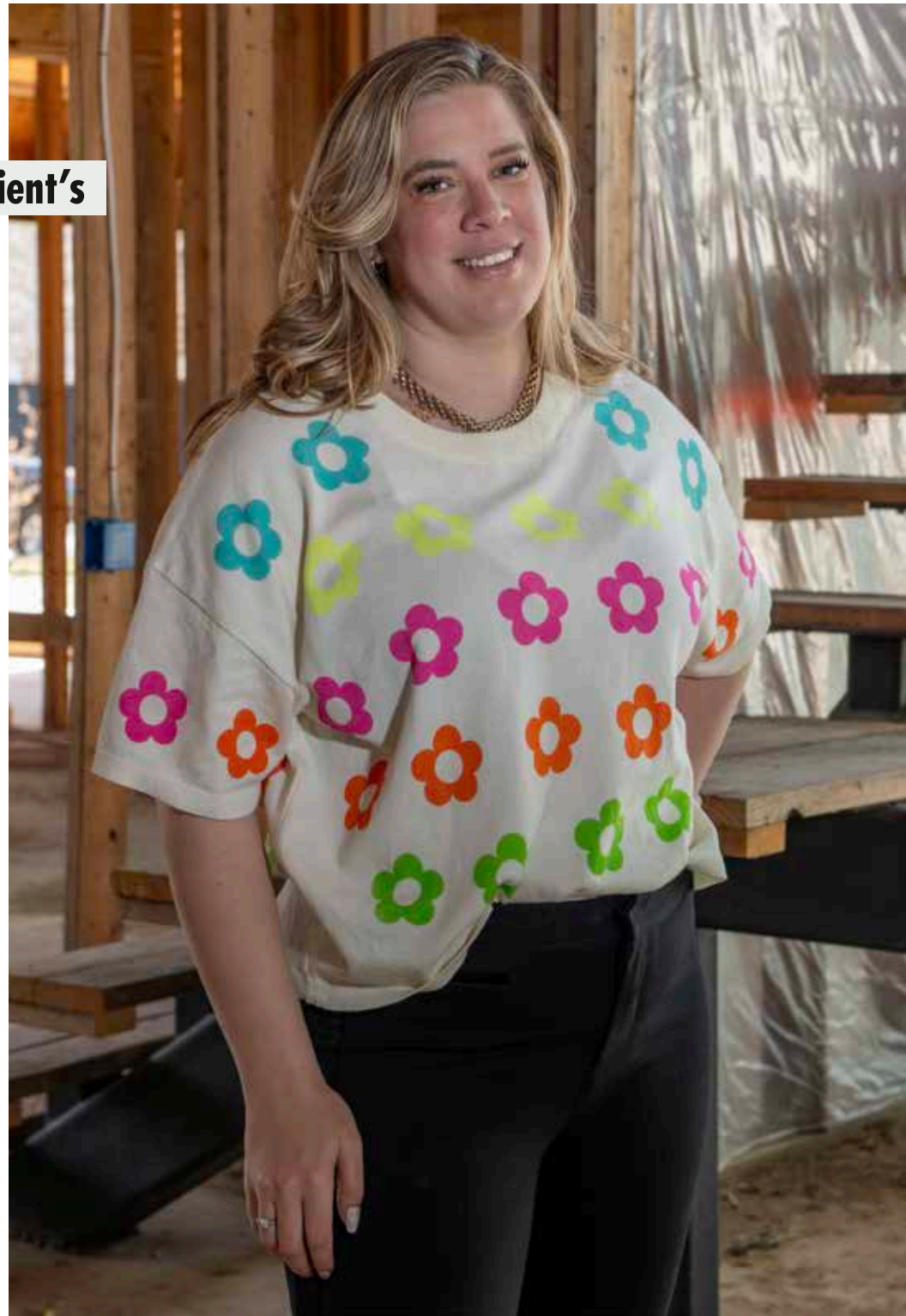
Her production reflects the momentum. After closing \$4-5 million annually in her first few years in Texas, she's now on pace to finish between \$12 and \$15 million in just her third year. "Doing okay," she says, understated as ever.

Brokerage fit mattered, too. After eXp and a brief stint at Epic Realty, she found her stride at Spyglass Realty. "I like to go into an office, network, and see other agents. And I want a nice place for clients to meet me," she says. "If someone is spending between \$3 and \$7 million, they don't necessarily want to meet you at a Starbucks."

"With luxury, it is a little bit of a different service, for sure."

Her long-term vision goes beyond retail buyers. Drew is interested in working more deeply in development and with hedge funds, building relationships at scale while continuing to serve relocation clients and international buyers.

Outside of work, her competitive edge shows up in the gym. She recently began training for HYROX, a



demanding global fitness competition. Athletics have always been part of her identity, especially with basketball in Nebraska, and that competitive drive carries into business.

At home in Hudson Bend, on an acre of their own, life is full: teenagers nearing graduation, a younger child, and two

entrepreneurs building ambitious careers side by side.

Drew recalibrated her business, refined her niche, and rebuilt at a higher level. From waterfront to Hill Country, she proves that luxury isn't about geography. It's about vision, execution, and knowing exactly where you belong. ▀

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