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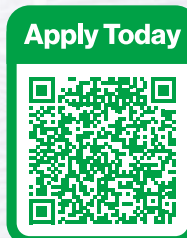
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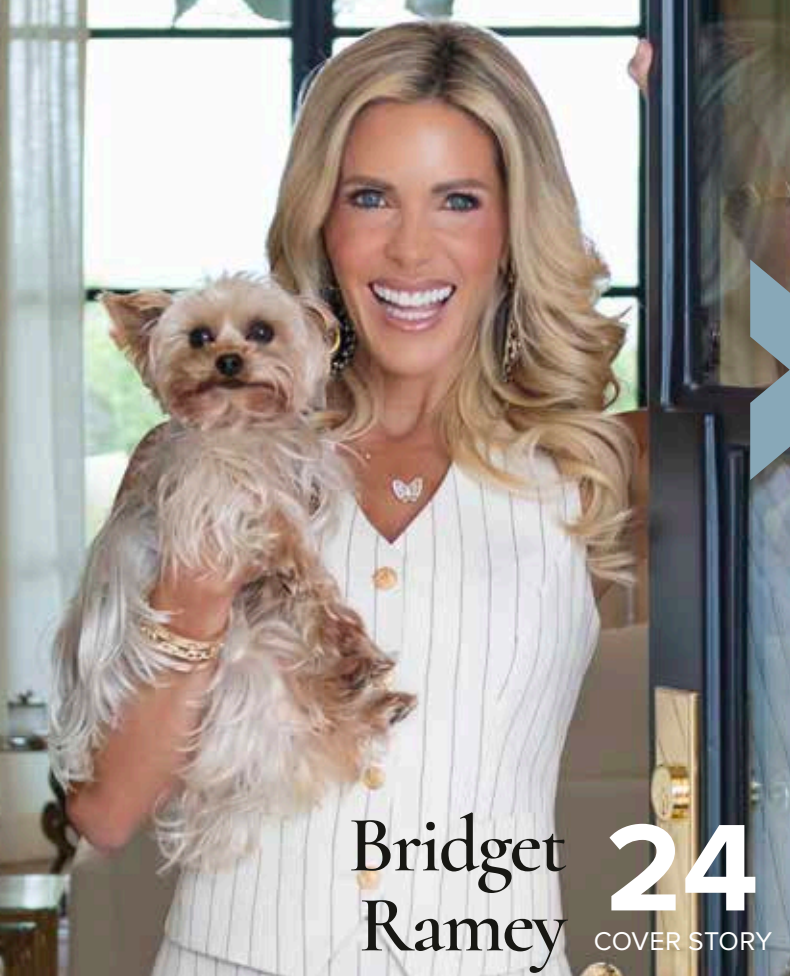
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If you are interested in contributing or nominating Realtors for certain stories, please email us at TeamAustin@RealProducersMAG.com.

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Team



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



Erin Rystad
Content Director



Emily Eyob
Operations



Leah Faye Blum
Photographer



Carrin Lewis
Photographer



Lesson Medrano
Photographer



Elizabeth McCabe
Staff Writer



Megan Taylor-DiCenzo
Staff Writer



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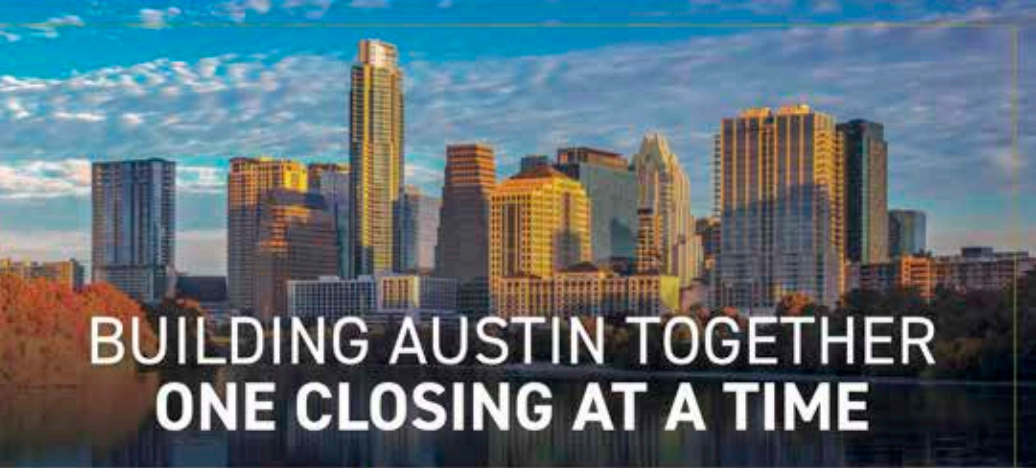


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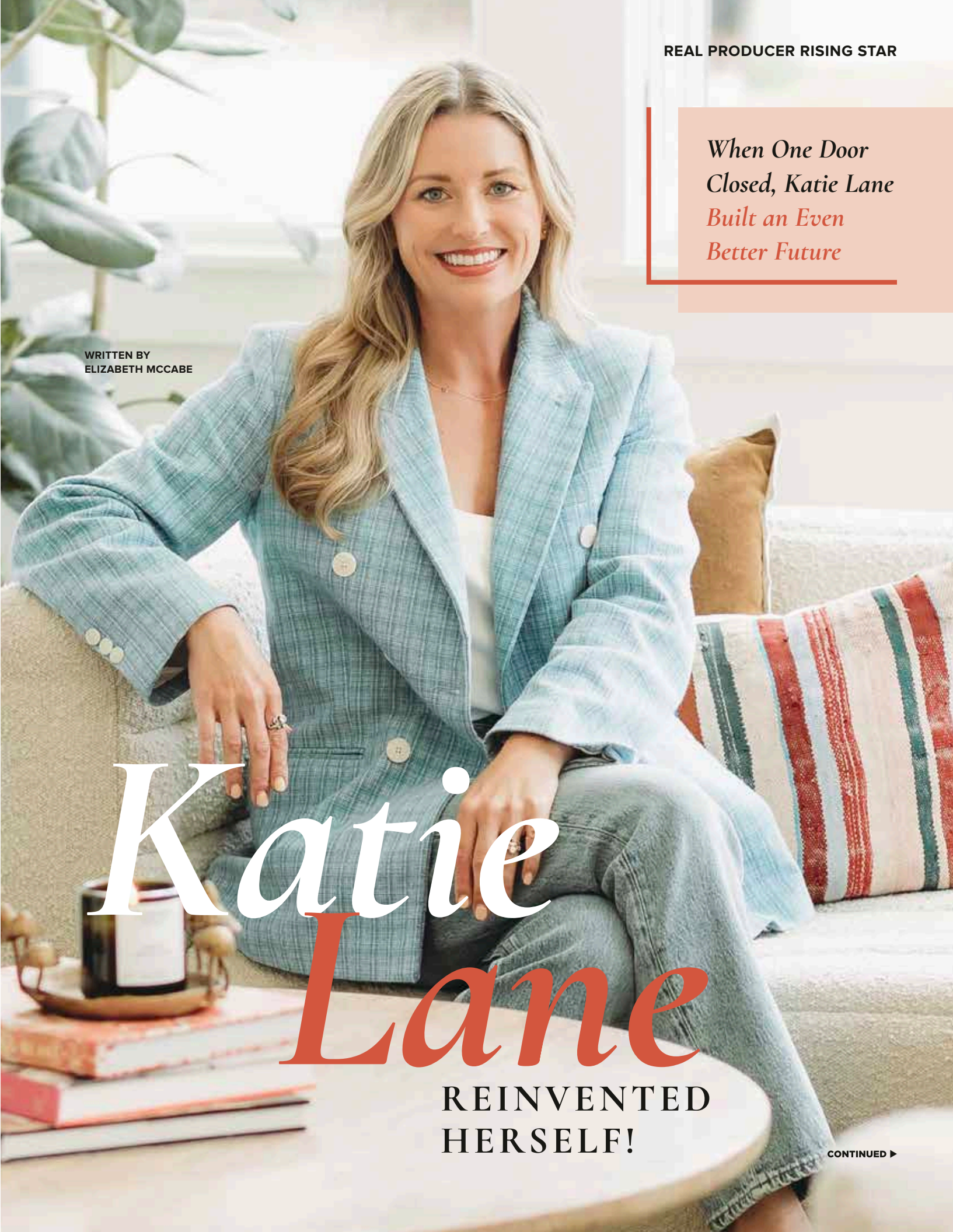
When One Door Closed, Katie Lane Built an Even Better Future

WRITTEN BY
ELIZABETH MCCABE

Katie Lane

REINVENTED HERSELF!

CONTINUED ►



Sometimes the biggest opportunities arrive disguised as endings. Just ask Katie Lane.

For years, she built a successful career in the fast-paced world of Oil and Gas. With a Finance degree from the University of Oklahoma and a talent for negotiations, acquisitions, and complex contracts, she climbed the corporate ladder, eventually managing leases for Parsley Energy in Austin. She oversaw broker teams, negotiated mineral purchases, handled acquisitions and divestitures, and thrived in an industry where every decision carried significant financial stakes.

Yet, even while building that career, Katie quietly suspected it wouldn't last forever.

"I knew there was a chance the company would be acquired one day and I would take the opportunity to forge a different path," she recalls.

She was right.

2020 marked the close of one chapter and the unexpected beginning of another. Rather than rushing into another corporate position, Katie did something many people only dream about.

She packed her bags and hit the road.

"I decided to take a two-week road trip across four states," she says.



Her final stop was Colorado, where she unexpectedly reconnected with a high school friend and her husband, owners of a vineyard just outside Fredericksburg, Texas. That chance encounter would completely change the direction of her career.

From Negotiating Leases to Selling Land

Katie joined the vineyard business while helping sell a new ranch development comprising of 640 acres in Mason, TX. It was far from a traditional real estate role. She handled everything from contracts and negotiations to working closely with title companies and buyers throughout the transaction. One of the property's biggest challenges was the lack of city

water, requiring each buyer to drill a well.

"I worked with a water well witcher to locate water veins before buyers drilled their wells," Katie says.

By the end of the project, the team had successfully sold 64 tracts in a single year. The experience revealed something Katie hadn't expected. She loved helping people buy land.

A Whirlwind Season

When the next project took the business to East Texas, the commute no longer made sense. Katie made another life-changing decision. In the summer of 2022, she earned her real estate license.

"It was a whirlwind," she laughs.





“I pride myself in guiding them throughout the whole process.”

to point out concerns about a property or help buyers think beyond today’s excitement to tomorrow’s value.

“I pride myself in guiding them throughout the whole process,” she says.

Whether clients are purchasing their very first home or moving into a luxury property, Katie wants them to feel confident that they’re making a smart investment.

Looking Ahead

Today, Katie’s business is roughly 60 percent buyers and 40 percent sellers, with referrals continuing to fuel much of her growth. She has already begun working with more luxury clients and hopes to continue expanding her business year after year.

Outside of real estate, Katie enjoys spending time with her family, exploring new restaurants, walking around Lady Bird Lake with her twin boys, and playing tennis again, a hobby that occasionally even turns into networking opportunities with clients.

As her business continues to grow, Katie’s mission remains surprisingly simple. She wants to be more than an agent. She wants to be an advisor, an advocate, and someone clients know is looking out for their best interests.

Because for Katie Lane, success is measured by helping people build a future they’ll be proud to call home. 🏡

As if that weren’t enough, another opportunity arrived. Katie had stayed in touch with her lender from purchasing her own home in 2019. Impressed with her work ethic and professionalism, he invited her to lunch and introduced her to a wonderful team at Keller Williams. They provided guidance and support over the next two years, which she is incredibly grateful for. She took another leap and became a solo agent in January of 2026.

Built on Relationships

Katie’s business has grown steadily because of one core belief: Take care of others. Much of her business now comes from repeat clients and referrals. Serving her clients’ best interests and motivations is her

top priority. She takes pride in problem solving, adapting, and providing a smooth transaction for all parties involved.

Her production reflects that momentum. After closing approximately \$9 million in sales in 2024, she’s on pace to exceed \$10 million in 2025.

A Financial Mindset

Katie believes one of her greatest strengths comes from her background in Finance. She understands that buying a home isn’t simply an emotional decision. It’s also one of the largest financial investments most people will ever make.

This shapes the advice she gives every client today. She isn’t afraid



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For David, helping clients secure financing has never been simply about closing a loan. It is about earning trust, building lasting relationships, and serving as a valued advisor through one of life’s most significant financial decisions. With nearly two decades of mortgage industry experience, David has become one of the most recognized and respected lending professionals in Texas and the US, known for delivering exceptional client guidance, a thoughtful experience, and consistent results in every market environment.

Born and raised in Texas, David’s passion for finance and helping others led him to pursue a degree from The McCoy College of Business, where he graduated with honors in Finance and Management. Shortly after graduation, he began his mortgage career in 2007 and quickly distinguished himself as a leader within the industry through a combination of expertise, integrity, and an unwavering commitment to client service.

Throughout his career, David has held leadership roles spanning loan production, recruiting, training, portfolio management, and sales. These experiences have provided him with a comprehensive understanding of every aspect of the mortgage business and positioned him as a trusted resource for both clients and industry professionals. Over the years, he has consistently ranked among the top performers in the industry, earning the confidence of borrowers, real estate professionals, and colleagues alike through his ability to navigate complex transactions with clarity and precision.



CONTINUED ►



David’s approach is rooted in the belief that expertise alone is not enough. He understands that exceptional service, proactive communication, and genuine care are what create lasting relationships. Whether assisting first-time homebuyers, seasoned investors, or families purchasing their forever home, he takes pride in simplifying the mortgage process while helping clients make confident, informed decisions.

In addition to serving borrowers, David has cultivated a reputation as a trusted partner within the real estate community. Realtors value his responsiveness, strategic problem-solving, and ability to perform in competitive and challenging markets. Known for his collaborative approach and steadfast reliability, David is often sought out by agents who understand the importance of working alongside professionals who consistently deliver on their commitments.

While David is grateful for the awards, recognition, and professional achievements he has accumulated throughout his career, he measures success differently. For him, the greatest accomplishment is the trust clients place in him and the referrals that continue to come from families and business partners he has served over the years. Many of those relationships have evolved into lifelong friendships and serve as a testament to the lasting impact of his work.

Today, David leads The Medrano Team at Fifth Third Bank, where he and his team are focused on delivering a modern mortgage experience built on expertise, communication, and white-glove service. As Fifth Third continues to expand its

presence throughout Texas, David is excited about the opportunity to help shape the future of home lending in one of the nation’s most dynamic markets while continuing to raise the standard of service for clients and Realtor partners alike.

When he is not helping families achieve their homeownership goals, David enjoys embracing his Texas roots. A lifelong Longhorn fan, he can often be found cheering on Texas athletics, spending time outdoors with his yellow labs, Perla and Polo, and enjoying all that Austin has to offer.

For David, every transaction represents more than a loan. It is an opportunity to make a meaningful impact, create new opportunities for families, and build relationships that extend far beyond the closing table. ❏

CONTACT US!

For more information, reach out to David at David.Medrano@53.com.



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Nearly \$1 billion in luxury real estate transactions since 2020. Ranked #2 in Austin, #6 in Texas, #83 in the nation, and #8 worldwide within Sotheby's International Realty.

Bridget Ramey is no longer a rising name in Austin real estate. She is one of the people defining its luxury market.

Today, she is trusted to represent some of Austin's most exceptional properties and discerning clientele, from significant Lake Austin waterfront estates to architecturally important residences and opportunities that may never reach the public market.

But the foundation of Bridget's business was built long before real estate entered the picture.

It began in small-town Texas, inside a family funeral business that spanned nearly seven decades,

where she learned that details matter, relationships matter even more and when someone places their trust in you, you show up.

Those lessons have remained remarkably constant, even as the scale of her business has changed dramatically.

Small-Town Roots

Bridget grew up in Rockport and Aransas Pass, Texas, in the kind of tight-knit community where relationships were everything.

"You can take the girl out of the small town, but you can't take the small town out of the girl," she says.

Her family owned and operated funeral homes in the Coastal Bend area for nearly seven decades, shaping Bridget's understanding of service long before she entered real estate.

"In the funeral home business, there is no time to shop around," she explains. "People need someone to hold their hand, walk them through the process, and handle each and every detail."

Years later, Bridget realized that philosophy translated remarkably well to real estate.

"I believe the real estate business is much the same," she says. "I do the extra legwork. I make sure the i's are dotted, and the t's are crossed, so my clients can deal with the emotions."

That instinct to take care of people has become the foundation of a distinctly concierge-style real estate business.

Bridget understands that for many of her clients, time is their most limited resource. Her job is not simply to

facilitate a transaction. It is to remove as much from their plate as possible.

That can mean anticipating a problem before it reaches them, coordinating an entire network of professionals, managing the countless details surrounding a property, or simply knowing who to call when something needs to happen quickly. The objective is always the same: make an inherently complex process feel remarkably seamless.

Austin Becomes Home

Bridget's first introduction to Austin came through the University of Texas, and it didn't take long for her to realize she had found home. She studied marketing, public relations, and journalism, graduating summa cum laude with a communications degree before moving into public relations and nonprofit work.

Bridget

Ramey

Went From Small-Town Texas to the Top of Austin Luxury Real Estate



Ironically, her own frustration as a homebuyer redirected her career.

When Bridget needed to find a home quickly, she became frustrated that her agent wasn't thinking far enough outside the box.

So she changed careers.

Her love of research, data, marketing, and people made real estate a natural fit. She began at Coldwell Banker in Westlake, where experienced agents taught her the fundamentals, before ultimately finding her place at the highest end of Austin's residential market.

Today, Bridget has deep expertise across central Austin and Lake Austin and an extensive network throughout the city. She is particularly adept at the difficult assignment: the unusual property, the complicated transaction or the buyer searching for something that isn't publicly available.

For Bridget, thinking outside the box is no longer what she wishes someone else had done for her. It has become part of the way she does business.

Nearly \$1 Billion—and Still Personal

Since 2020, Bridget has closed nearly \$1 billion in luxury real estate transactions, placing her among the leading luxury real estate professionals in Austin and within the Sotheby's International Realty network.

Her accolades include rankings of #2 in Austin, #6 in Texas, #83 in the nation and #8 worldwide within Sotheby's International Realty, as well as recognition among the Top 100 Sotheby's International Realty agents globally. She is also a member of Elite25 and Luxury League and a REALM Crown Honoree.

But at this point in Bridget's career, the numbers are perhaps most meaningful for what they represent: trust.

Clients entrust Bridget with significant assets, complicated decisions and, increasingly, something even more valuable—their time.

Her business is built around a simple understanding of luxury: the people who can afford almost anything often have very little time to spare.

So Bridget makes herself useful.

She knows when to bring in the right architect, builder, designer, attorney, contractor or specialist. She can assemble the team required to prepare a property for market, manage the details of an extensive launch or quietly make connections behind the scenes. Her relationships throughout Austin allow her to solve problems quickly, and her affiliation with Sotheby's International Realty extends that network around the world.

Sometimes her work involves leveraging the

global reach of the Sotheby's International Realty brand. Sometimes it requires creating an entirely bespoke strategy around a singular property. Sometimes the right answer is never putting the property publicly on the market at all.

The common denominator is understanding the client, anticipating what they need and taking as much off their plate as possible.

And that service doesn't necessarily end at the closing table.

Bridget is the person clients call when they need a recommendation, an introduction, a resource, or an answer. Over time, that has made her far more than a real estate advisor to many of the people she represents. She has become a trusted connector to Austin itself.

Technology can make business more efficient, but Bridget believes it can never replace that kind of relationship.

People come first.

Miss Austin

Community involvement has been woven through Bridget's life for decades.

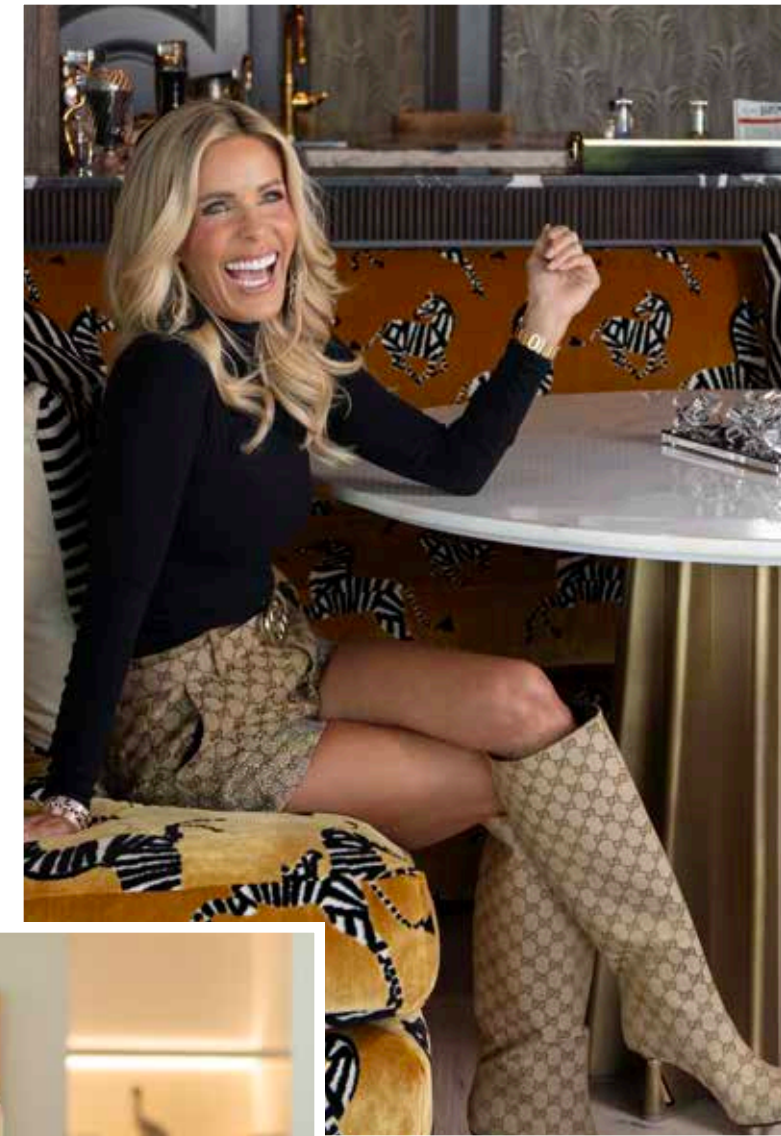
As a child, pageantry helped her develop confidence in public speaking and introduced her to community service. As a teenager, she played bingo at nursing homes and painted houses through Operation Paint Brush.

Then, in 1995, she was crowned Miss Austin USA, opening the door to even greater community involvement, including opportunities to work with Laura Bush.

Decades later, that commitment to Austin remains an important part of Bridget's life. She served as co-chair of Dancing with the Stars Austin in both 2024 and 2025, raising over \$5.7 million and helping lead one of the city's most anticipated philanthropic events.

But there is another side of Bridget that isn't particularly interested in standing still.

She loves adventure.



“You can take the girl out of the small town, but you can't take the small town out of the girl.”



“
I do the
extra
legwork.”

Bridget has bungee jumped, skydived three times, tackled Class V whitewater rapids, four-wheeled through Moab, truffle hunted in Italy, fished for piranha in the Amazon and experienced the magic of an African safari.

For a self-proclaimed planner, she has a pretty impressive history of doing things that would make most planners reconsider the itinerary.

The ocean, however, remains her true “happy place.”

Travel also inevitably circles back to real estate. Bridget rarely passes up an opportunity to visit Sotheby’s International Realty offices while traveling, building relationships with agents and gaining firsthand perspective on markets around the world.

Those relationships matter. Luxury real estate is increasingly global, and Bridget’s network gives her clients access to people and opportunities far beyond Austin.

And she often has a very small traveling companion.

Her teacup Yorkie, Jonah, has accompanied Bridget on many adventures and earned what may be the most important title in her organization: “Chief Smile Officer.”

Some sales techniques simply cannot be taught.

Family, Faith and Gratitude

For all of Bridget’s professional success and adventures, some of the experiences that shaped her most came through profound loss.

She lost her grandfather, a pillar of the Coastal Bend community who had an elementary school named in his honor. Nine months later, she lost her beloved granny, whom she considered her best friend and angel. Then came the devastating loss of her mother to cancer. Six months later, Hurricane Harvey tore through Bridget’s hometown and damaged the family’s funeral home.

Those experiences changed the way Bridget looks at life, strengthening her determination to seize the day, live with gratitude, and make sure the people she loves know exactly how she feels about them. Her spirituality and faith in God remain central to the way she approaches life and success.

Perhaps that is also why, despite the rankings, sales figures and extraordinary properties associated with Bridget’s name, relationships remain at the heart of her business.

Her career looks very different today than it did when she first entered real estate. The transactions are larger. The properties are more significant. Her network extends around the world.

But the philosophy behind it all has barely changed.

Take care of people. Anticipate what they need. Handle the details. Give them back their time. Be there when they need you.

They are lessons Bridget learned long before anyone was ranking her among the top real estate professionals in Austin, Texas, or the world.

The properties may be extraordinary, and the reach global, but the service remains deeply personal.

And no matter how far Bridget travels—or how high she climbs—those small-town Texas roots are coming with her. 🏡



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HER OWN NICHE IN THE
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WRITTEN BY
ELIZABETH MCCABE

CONTINUED ►

“
I ENJOY HELPING CLIENTS
UNDERSTAND THE PROCESS, BUT
REALLY, IT’S ABOUT CREATING
THEIR DREAM HOME.”



Most real estate agents walk into a home after the hard work is finished. The walls are up. The countertops are installed. The landscaping is done. The house is ready to sell. Jennifer Geisheimer often gets involved when there is nothing there at all. Just dirt.

For Jennifer, that is where the fun begins.

From finding the right piece of land to understanding construction, financing and the seemingly endless decisions that turn an empty acreage into someone’s dream home, Jennifer has carved out a niche in one of Central Texas’ hottest markets. And with a husband who builds luxury spec homes, nearly two decades of sales experience behind her and a fascination with the building process, she understands far more than what buyers see when they walk through the front door.

“There are a million little decisions,” Jennifer says.

She loves helping clients make them.

Trading Corporate Sales for Real Estate

Jennifer and her husband moved to the Austin area from Denver, Colorado, in 2019, bringing serious business experience with them. For 18 years, Jennifer worked in medical sales, eventually managing sales teams across the country. Her husband, meanwhile, had experience building custom homes and had been licensed in real estate in Colorado.

He kept telling Jennifer that she should get her real estate license. She kept putting it off. Between a demanding career, frequent travel and raising two young daughters, the timing never seemed quite right. Eventually, Jennifer realized she wanted a career that would keep her closer to home.

“My husband said, ‘You would really enjoy real estate,’” she recalls. “I should have taken his advice sooner.”

In 2022, she finally started taking classes and earned her license in April 2023. It didn’t take long to discover he had been right.

A Perfect Partnership

Today, Jennifer and her husband have found a natural way to combine their strengths. His company, DG BILT, specializes in luxury spec homes, typically ranging from approximately \$1.2 million to \$1.7 million. Jennifer’s real estate business extends well beyond his projects, but her proximity to the construction side gives her an unusual understanding of what it takes to create a home from the ground up.

About one-third of her clients are purchasing land and building, sometimes with builders other than her husband. Another third come through friends, neighbors and referrals, with the remainder including investment properties and other transactions. Jennifer especially enjoys helping buyers navigate the questions they may not even know they should be asking.

“I enjoy helping clients understand the process, but really, it’s about creating their dream home,” she says.

That means looking beyond beautiful finishes to understand what is happening behind the walls, how selections affect the finished product and what decisions need to be made long before move-in day. Jennifer and her husband don’t think of their homes as cookie-cutter construction.

“We like to consider it functional art,” she says. “They are all different, and they are all fun.”

Even their daughters occasionally get involved, walking through the homes and offering their opinions on fixtures and finishes.



“
I LOVE BEING THE EXPERT
IN WHERE WE LIVE.”

From Dirt to Dream Home

The building process has become Jennifer's favorite part of real estate. She knows firsthand what it is like to create a home from scratch. Her husband built their custom home in Colorado, and they are preparing to do it again in Texas.

“How do you go from dirt to dream house?” she says. “How do you navigate that entire process?”

Increasingly, Jennifer is helping clients answer exactly those questions. Her primary markets include Leander, Georgetown and Liberty Hill, areas where acreage and luxury construction are creating opportunities for buyers who want something beyond a traditional subdivision home. Jennifer currently has a \$1.65 million property on five acres in Liberty Hill.

She is also watching tastes change.

“The new trend of luxury is custom modern Texas,” Jennifer says, pointing to a move away from traditional farmhouse design toward a more modern, sophisticated interpretation.

For buyers, however, creating that dream can involve far more than choosing a floor plan. Land, financing, construction costs, lending options and long-term plans all come into play. Jennifer believes having professionals who understand those moving parts can make an enormous difference.

“There are a lot of lending changes,” she says. “Having appropriate partners who can walk through that” is important.

Her knowledge also extends to buyers who aren't starting from scratch. For an older farmhouse or existing property that needs significant work, Jennifer can help clients explore renovation financing and other strategies for transforming what is already there.

Building Momentum

Just two and a half years into her real estate career, Jennifer is already seeing significant growth. She completed 11 transactions in 2025 and approximately \$7.8 million in volume, more than double her previous year's production. Her next goal is to surpass \$10 million. She has also become a go-to resource in her own neighborhood, where she has sold multiple homes.

“I love being the expert in where we live,” she says.

That combination of local knowledge, nearly two decades of sales experience and firsthand exposure to luxury construction has given Jennifer a niche she never expected when her husband first suggested real estate.

Outside of work, life revolves around family. Jennifer and her husband have two daughters, which means plenty of soccer and lacrosse. When they can escape the sidelines, the family loves being outdoors, boating on Lake Travis and playing golf.

Real estate may have been her husband's idea, but Jennifer has unquestionably made it her own. Because while plenty of agents can sell the finished house, Jennifer has discovered that sometimes the most exciting possibilities begin long before there is a house to sell. Sometimes, they begin with nothing more than a piece of dirt and a dream. ▼



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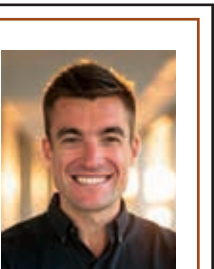


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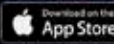
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