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REAL PRODUCER
COVER STORY
**Ashley &
Corey Reaves**

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Reaves REALTY GROUP

*Hard Work
and Heart*

WRITTEN BY MEGAN TAYLOR-DICENZO

For Ashley and Corey Reaves, the journey to building one of the Houston area's fastest-growing real estate teams has been defined by perseverance and an unwavering commitment to serving others. Together, they have transformed years of professional experience, entrepreneurial drive, and community involvement into Reaves Realty Group: a business built as much on passion as it is on giving back.

Ashley has called the Houston area home for nearly her entire life. Born in Boerne, Texas, she moved to Houston at a very young age and grew up in the Champions area, attending Klein High School. Her familiarity with the Greater Houston market would eventually become one of her many skills.

As a talented golfer, Ashley originally planned to play collegiate golf. However, after graduating from high school, she became a mother to her son, Hayden, who is now 18. Although she had already earned her real estate license, she chose to pursue a healthcare career.

For six years, Ashley dedicated herself to caring for patients in the medical field. During that time, she met Corey through a mutual friend and neighbor. As their relationship grew, so did conversations about their shared passion for helping others.



Corey's passion was also fueled by his upbringing: a combination of hard work and heart.

Corey was born in Henderson Texas, where his father worked in the oil field before getting on an assembly line building HVAC systems for Trane in Tyler TX. That's when he was asked to join the Sales program and the family relocated to New Orleans during his middle school years. By eighth grade, Corey was already throwing newspapers, mowing lawns, and babysitting. In high school, Corey played drums in the band, while also playing drums with his own band, working at Wendy's and throwing papers. He still loves playing today. Their oldest son, Hayden, followed in his steps and just graduated high school with Percussion Honors. Tristan, their youngest, also shares in the love of music wanting to play guitar.

"I wanted to provide for myself," he said. "I've always been an entrepreneur at heart."

His family later moved to Kentucky during his senior year of high school. There, Corey entered the HVAC industry, installing and servicing heating and cooling systems while attending college. At just 20 years old, Corey launched

We want to be known throughout Montgomery County as the go-to real estate group because we live here, we serve here, and we're invested in this community."

his own landscaping company, which quickly grew into one of Louisville's top-producing landscaping businesses.

"We started with a push mower," Corey remembered, "and ended with a few trucks, several trailers, a landscaping crew, and five of my friends."

While in Louisville, Corey and his father, the bass player, started a 9 piece Motown and Classic Rock band playing all over Indiana and Kentucky.

After selling the business at age 27, Corey relocated to Ft. Myers near Sanibel Island, where he returned to HVAC, focusing on sales instead of installation working for Wiegold and Son's in Naples Florida. His natural

ability to build relationships quickly propelled him into multi-million-dollar sales territory.

Soon, Carrier Corporation recruited him to oversee sales throughout Florida's East Coast and central regions. After five successful years and tripling the sales volume, Corey moved back to Houston around 2005 to be closer to family. Over the next several years, he continued advancing through corporate leadership positions, eventually overseeing operations across 16 states and half of Canada while building distributor networks for major HVAC organizations.

Meanwhile, Ashley began building a business while working full-time as a nurse.

"After work, I was running buyer appointments and listing consultations," she recalled, "and hosting open houses on the weekends."

She began her real estate career with Keller Williams in Katy before joining a successful team led by Karina and Lance Loken. Over the next seven to eight years, Ashley wore many hats, serving as transaction manager, handling buyer and listing coordination, eventually becoming Director of the Commercial Division, and later serving as a Productivity Coach within Keller Williams. The experience gave her an inside look at what it takes to build a thriving real estate business.

Then the world changed in 2020. During the COVID-19 pandemic, Corey was laid off. Instead of seeing it as a setback, the couple saw it as an opportunity.

"When COVID hit, instead of building everyone else's business, we decided it was time to build our own," Ashley recalled.

Corey earned his real estate license, a profession he had already been supporting behind the scenes for years.

"I used to help Ashley put out signs and lock boxes," Corey said. "I knew the game, but there's a lot to learn once you get into it."

“

We help businesses grow by simply showing up, building relationships, and supporting one another.” - COREY





For about a year, Corey balanced both industries, but when his corporate employer informed him his role would require nearly 300 travel days annually, he and Ashley made a decision.

“We decided to bet on us,” Corey shared.

The couple sold their estate home and three-acre property, rented a house, and invested everything into building Reaves Realty Group. Four years later, that bet has paid off. Today, Reaves Realty Group has become one of Houston’s top-producing real estate teams.

After joining Corcoran Genesis in November 2024, the couple credits the brokerage’s coaching and leadership for helping them double their business

in 2025. Their goal for 2026 is to triple it. Yet their ambitions extend beyond production numbers.

“We want to be known throughout Montgomery County as the go-to real estate group because we live here, we serve here, and we’re invested in this community,” Corey explained.

Community involvement is woven into everything the Reaves family does. They sponsor local high school band programs, actively participate in community events, and dedicate time to supporting local organizations. For Ashley, giving back is personal.

As a childhood cancer survivor of acute lymphoblastic leukemia, she understands

firsthand the importance of quality pediatric care. That’s why, after every successful closing, Reaves Realty Group donates a portion of its commission to Texas Children’s Hospital to support childhood leukemia initiatives.

Their commitment to helping others extends into the local business community as well. Ashley serves as Vice President of The Net’s Montgomery chapter, while Corey has served as president in Conroe and is now stepping into the role of North Team Director, overseeing five networking groups throughout North Montgomery County. The organization focuses on helping local business owners, contractors, and entrepreneurs grow through referrals and relationship-building.

“It’s a great resource,” Corey said. “We help businesses grow by simply showing up, building relationships, and supporting one another.”

Although their business and community involvement keeps them busy, Ashley and Corey intentionally make time for family and the activities they enjoy. Ashley loves traveling, especially quick weekend Airbnb getaways. A lifelong golfer, she still enjoys spending time on the course whenever possible. Her perfect evening is simple: a comfortable pair of pajamas, popcorn, and a good movie.

“Ashley has the most perfect swing I’ve ever seen,” Corey shared. “She also loves to dance.”

Corey shares her love of travel and embraces spontaneity. Before life became busier with children and business, the couple frequently explored the country on their Harley-Davidsons, making memorable trips to Sturgis and throughout the Texas Hill Country. They also frequently go boating on Lake Conroe.

Today, much of Corey’s free time revolves around coaching youth soccer. He coaches his youngest child’s team and has served as Director of Skills for HTX Soccer in Woodforest.

“If people trust you with their kids,” Corey explained, “they’ll trust you with their finances.”

He also enjoys bowling with one of his closest friends, now 79, and playing disc golf with his eight-year-old. The couple recently celebrated their tenth wedding anniversary in Cabo San Lucas, where they also earned Corcoran Genesis’ prestigious Top Producer trip reserved for agents producing more than \$11 million in annual sales.

Whether it’s traveling, dancing, date nights, or serving their community, Ashley and Corey live life to the fullest. Their story is ultimately one of faith in each other. Today, as they continue expanding both Reaves Realty Group and The Net, Ashley and Corey remain focused on serving families, strengthening their community, and creating opportunities for others. Their success isn’t measured in homes sold but in lives impacted. And if their remarkable growth over the past four years is any indication, Reaves Realty Group is only getting started. ▀

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If people trust you with their kids, they’ll trust you with their finances.
- COREY



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Jennifer SIMS

During a life-changing diagnosis, Jennifer Sims found reassurance in a REALTOR® who helped her family move forward. Today, she brings that same steady care to her own clients.

“You have breast cancer,” the radiologist said with tears in her eyes. “I’m so sorry.”

In an instant, those words all but destroyed the hopes and dreams of homeownership for Jennifer Sims and her husband Mike, who were expecting their second child and planned to settle down to raise their family in Tallahassee, Florida.

In the sudden whirlwind to get life-saving treatment for mother and baby, the couple assumed they would have to put their home purchase on hold. That is, until they sat across the table from their REALTOR®, Russell Cotton, who calmly

listened to their news, responded with a prayer, and offered the assurance he could still help them buy a home despite their complicated situation.

That moment set the stage for Jennifer’s future success in more ways than one. “He said, ‘If you trust me, I will help carry you through this. This house will be the place for you to heal and to bring home a healthy baby;’” Jennifer remembered.

Miracles followed—provision and protection the Simses believe were straight from God.

On May 31 of that year, the morning of their fifth wedding anniversary, Jennifer and Mike closed on their first home. They went from the closing to an obstetrician appointment, and that afternoon, at fourteen weeks pregnant, Jennifer underwent her first chemotherapy treatment.



Their family and community rallied around them. Friends from church packed up their townhome and moved them into their new house. The following day, Jennifer lay on the couch in her new home, exhausted from the chemo.

“Lying there, I remember thinking everything was going to be okay,” Jennifer shared.

Three months later, she completed chemotherapy. And that fall, their beautiful, healthy son, Benjamin Kyle, was born, just as Russell had prayed and predicted.

It’s an unlikely-but-true story that unfolded twenty-five years ago. Today, Jennifer is cancer-free, and Russell Cotton is still practicing real estate. Jennifer and Mike’s older son, Sam, now 27, and his wife, Sarah, have blessed them with a granddaughter, Addie Drew. And the miracle baby, Kyle, now 25, is happily married to Chloe and living in Franklin, Tennessee.

Jennifer has never forgotten what Russell did for their family.

“He led us to our home through a tumultuous time,” she said. “I always knew I wanted to pay that forward.”

That experience became the foundation for Jennifer’s real estate philosophy she uses to this day— to practice the role of REALTOR® with empathy for each of her clients, and to be a supportive, steady presence in seasons that are often marked by stressful life change.

“
If you trust me, I’ll help carry you through.”

“When someone is buying or selling a house, there are underlying circumstances going on,” she explained. “Sometimes it’s good, happy, and exciting. Sometimes it’s difficult.”

For Jennifer, the privilege of being a real estate professional is having the opportunity to walk alongside people through whatever life transition is taking place. Her goal is to become the kind of trusted professional Russell was for her family.

“Now I can say to my clients, ‘If you trust me, I’ll help carry you through,’” she shared. “It’s important to me to become a true expert, so I can do the hard stuff for my clients. Hopefully,



at the end of the transaction, it’s a win regardless of the transition they’ve been through.”

Jennifer understands the stress of transitions. Her family moved to the Houston area in 1981, giving Jennifer roots in the region. However, her family moved frequently, including time spent overseas.

She earned her bachelor’s degree from Texas Christian University before pursuing a graduate degree at Duke University. Although real estate wasn’t her immediate career path, she always knew it was something she wanted to pursue when the timing was right and she could be available on nights and weekends for her clients.





“
Figure out
what drives
you every
day to be
your best.”

When her older son was attending Texas A&M and her younger son was a senior at The Woodlands High School, Jennifer went “all in” with real estate. From there, her business took off.

Today, seven years into her real estate career, Jennifer averages around 25 transactions a year. In 2025, she achieved just shy of \$15 million in sales volume. Her average sales price has also continued to increase as her business continues to grow.

She holds the Certified Luxury Home Marketing Specialist (CLHMS™) designation, an earned credential reflecting expertise in luxury real estate, including high-end marketing, pricing and negotiation. She also holds the Seniors Real Estate Specialist (SRES®) designation, which is particularly meaningful to her.

Jennifer has personally experienced the challenges that come with helping aging parents and in-laws navigate housing decisions. She has also assisted friends whose parents have transitioned into assisted living and other forms of senior care.

That firsthand perspective has inspired Jennifer to build a strong network of trusted resources, including estate planning attorneys and other professionals, to better serve families facing these complex decisions.

When prospective agents ask Jennifer whether they should pursue a career in real estate, here is her advice: “There are ups and downs, but if you’re working from a place of purpose, you’ll do well. Figure out what drives you every day to be your best.”

For Jennifer, that answer is simple: the people she serves. That purpose can be traced directly back to a three-bedroom ranch home in Tallahassee, a devastating diagnosis, a growing baby, and a real estate professional who offered something far more valuable than a transaction—hope, assurance, and professional expertise in a critical moment of his clients’ lives. It’s a gift she carries with gratitude – and one she now pays forward. 🏡

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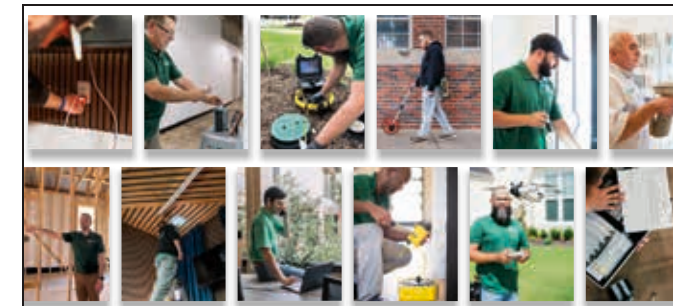
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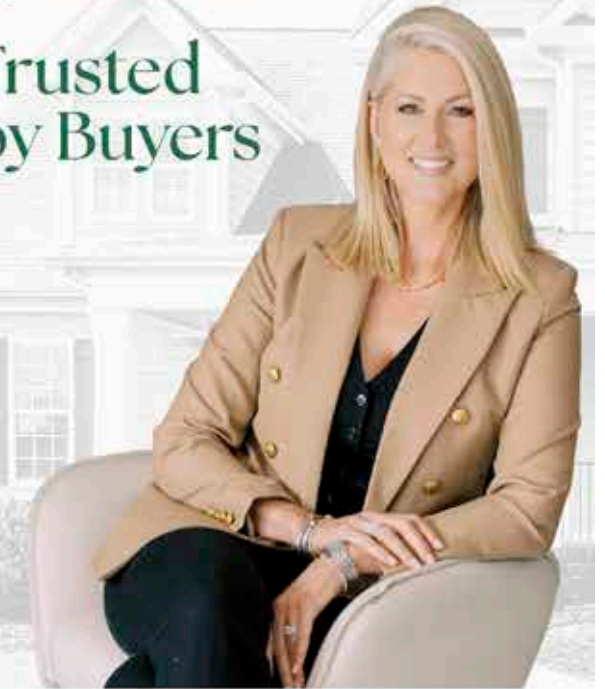
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Hattie MOURTON

POSSIBILITY, POSITIVITY, AND GROWTH

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

As a certified mindset coach, Hattie Mourton has built her life around the ‘principles of success’. She believes a positive mindset can help remove obstacles, shape your reality, and transform setbacks - with her own career being a testament to that.

From moving across continents and industries, navigating personal transitions and building a thriving real estate business, Hattie has repeatedly embraced change, empowering herself and those around her.

Originally from the United Kingdom, Hattie was introduced to real estate from a young age. Both of her parents built their financial security by acquiring property, giving her an early understanding of real estate as a powerful vehicle for long-term wealth. Her mother would often involve her in the process, asking Hattie to compare properties she was considering and decide which represented the better investment. Those early experiences helped shape both her natural instinct for real estate and her entrepreneurial mindset. Hattie jokes that she is a salesperson at heart, following in her mother’s footsteps - but her connection to the industry runs much deeper.

“Real estate is in my blood,” she explained.

Following her graduation from university with a bachelor’s degree in business administration, Hattie began her career in business development, working across sales training and recruitment.

From the beginning, she had a clear financial goal: save enough to invest in property.

In 2009, with guidance from her mother, Hattie achieved that goal, purchasing her first investment property and becoming a landlord at just 21 years old. At the same time, her professional career was gaining momentum. She became one of the top-performing salespeople within her company and, not long after purchasing her investment property, bought a home of her own.

Her success in business development eventually opened the door to an opportunity across the Atlantic. In 2016, Hattie relocated from the United Kingdom to Houston, Texas, continuing her recruitment career while beginning an entirely new chapter of her life.

Hattie began to recognize that the skills she had developed throughout her career could translate far beyond recruitment. She had an instinct for understanding people, a natural ability to build relationships and, above all, genuinely loved helping others recognize and pursue the right opportunities.

Later, as she prepared to become a mother, her perspective began to shift. She started thinking differently about the life she wanted to create. The security of a traditional career was no longer enough; she wanted greater freedom, ownership of her time, and the opportunity to build something of her own. In 2019, Hattie took the first step toward that vision and signed herself up for real estate school.

At eight months pregnant, she earned her Texas real estate license - marking the beginning of a new chapter in entrepreneurship and a career that

“
If you truly believe it can happen, then so do I. And the moment one person believes, it gives everyone else permission to believe too.”

would ultimately bring together her strengths in sales, relationships, community, and service.

Hattie’s entrepreneurial journey continued when she became a partner in a juice bar franchise in the Heights. As a franchise owner, she immersed herself in every aspect of running a business - from sales and operations to marketing and customer experience - while becoming deeply connected to the local community and the people she served.

Even through the challenges of the pandemic, Hattie helped build a successful business before ultimately selling her interest in 2022. The experience strengthened her entrepreneurial instincts and reinforced something that would later become fundamental to the way she approached real estate: the strongest businesses are built on relationships, trust, and a genuine connection to the communities they serve.

Selling the business coincided with one of the most uncertain chapters of Hattie’s life. She was navigating a divorce, rebuilding financially, and working four part-time jobs as she tried to determine what came next. All whilst supporting her daughter solo.

Rather than allowing that uncertainty to paralyze her, Hattie made a decision.

After a pivotal conversation with a trusted friend, she realized that dividing her time and energy among multiple jobs was also dividing her potential. If she wanted to discover what she was truly capable of, she would have to commit completely. So she went ‘all in’ on real estate.

There was no guarantee it would work, but Hattie decided to stop treating real estate as one of several options and start treating it as the future she intended to build. From that moment forward, she gave it everything she had.



Faith, definiteness of purpose, decision, and persistence became more than concepts. Hattie began to see firsthand how mindset, when paired with consistent action, could transform both her business and her life.

That decision to go all in began to pay off.

Alongside growing her real estate business, Hattie began investing in the Houston property market, steadily expanding her own rental portfolio while helping clients learn how to do the same.

As more clients sought her guidance on acquiring investment properties, becoming landlords, and using real estate to build long-term wealth, Hattie recognized another opportunity to share

her experience and empower others through property.

Today, investment education has become another important part of her mission. Hattie is passionate about sharing knowledge, resources, and management strategies she has learned through her own portfolio so that others can confidently invest, manage property, and begin building wealth of their own. For Hattie, it is about more than selling someone a property. It is about giving them the tools to understand what that property can do for their financial future.

She has since achieved double-digit growth year over year,

steadily building a business that once existed only as a vision.

In 2025, the Hattie Mourton Team was born - an all-female team now five agents strong, united by work ethic, determination and a shared commitment to exceptional service. Hattie's approach to building her team has been shaped in part by the earlier chapter of her career in recruitment.

“You can teach someone the systems, the contracts and the



business,” Hattie explained. “But you cannot teach determination, persistence or enthusiasm.”

That philosophy led Hattie to take a chance on several junior agents among her first hires, choosing potential and hunger over years of experience. Rather than viewing inexperience as a disadvantage, she saw an opportunity to mentor ambitious women, give them the tools and guidance to succeed, and create a culture where they could grow alongside the business.

Today, the team spans four generations, bringing together different perspectives, levels of experience, and individual strengths around a common purpose.

In the first quarter of 2026, Hattie ranked No. 3 among more than 200 agents within Blair Realty Group - another indication of the momentum behind the business she and her team are building. Yet for Hattie, production

has never been the ultimate measure of success. The bigger vision is what she can do with the platform she is creating.

At the heart of her work is a deeply personal mission to empower others - particularly women navigating major life transitions. Having rebuilt her own life and financial future following divorce, Hattie understands what it means to face uncertainty and make the decision to become financially independent.

Today, she uses real estate not simply to help people buy and sell homes, but to educate them on the power of property as a vehicle for building wealth, security and choice.

For Hattie, the vision is much bigger than building a successful real estate team. She wants to build a movement - one that raises the bar and challenges the people around her to recognize what they are capable of.

She is intentional in everything she does.

Hattie believes people have far more power to shape their lives than they often realize. Whether she is speaking to an agent, a client or someone standing at a crossroads in their life, her message is much the same: dream big!

“You can dream up whatever reality you want,” she said. “If you truly believe it can happen, then so do I. And the moment one person believes, it gives everyone else permission to believe too.”

That mindset is at the heart of what Hattie is building. She wants the Hattie Mourton Team to be known not only for results, but for raising the standard: for how hard they work, how deeply they care, how they make people feel, and the level of service they bring to every client who places their trust in them.

From the United Kingdom to Houston, from recruitment to entrepreneurship, Hattie's journey has been shaped by reinvention, resilience, and an unwavering belief.



Through every chapter, one thing has remained constant: her belief in people and her commitment to helping them create bigger, more secure futures for themselves.

Real estate may have been in Hattie Mourton’s blood from the beginning, but today that lifelong connection has evolved into something much bigger - a mission to empower women, serve families, develop future leaders, and inspire others to believe in what they are capable of creating, especially her young daughter. And while some may describe certain seasons of life or business as “challenging” - a word you’re unlikely to hear Hattie use - she chooses to see it differently: as opportunities to learn, evolve, and grow. Because for Hattie, there is always another possibility, always something to be grateful for, and always room for positivity and growth. 🍷



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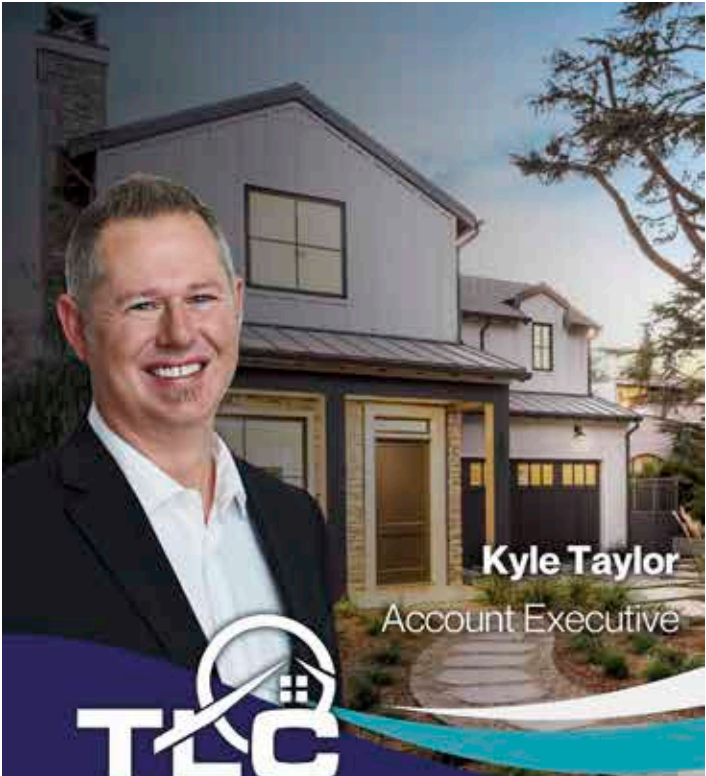
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