

Spring Secrets: How to Showcase A Home for a Successful Sale

By Tawanna Carver, associate publisher

As a REALTOR®, you understand the pivotal role that effective showcasing plays in the successful sale of a home. With the arrival of spring, a season renowned for its renewed energy and vibrant spirit, there arises a unique opportunity to harness its allure in presenting properties to potential buyers. In this comprehensive guide, we delve into a range of strategies meticulously crafted from the perspective of a seasoned real estate professional, aimed at maximizing the appeal and desirability of homes during the dynamic spring market.

Enhance Curb Appeal

The adage “first impressions are lasting” rings especially true in the realm of real estate. As a REALTOR®, you recognize that the initial impact a property makes is often formed before potential buyers even step foot inside. Thus, it is imperative to advise your clients on enhancing curb appeal, which serves as the gateway to enticing prospective buyers. Suggestions may include meticulous lawn maintenance, blooming floral arrangements, and a meticulously groomed exterior. Additionally, consider recommending a fresh coat of paint for the front door and trim, as this simple yet impactful update can imbue the property with a renewed sense of charm and allure.

Declutter and Depersonalize

In the quest to appeal to a broad spectrum of potential buyers, the importance of decluttering and depersonalizing cannot be overstated. As a REALTOR®, guide your clients in creating a neutral canvas upon which buyers can project their own visions and aspirations. This involves removing personal

effects such as family photographs and cherished memorabilia, thereby allowing the property to exude a sense of universality and neutrality. By clearing countertops, closets, and shelves, the available space is accentuated, enabling buyers to envision the home as their own with ease.

Maximize Natural Light



Few elements are as universally coveted in a home as abundant natural light. As a REALTOR®, advocate for the optimization of this invaluable asset, which can significantly influence the perceived spaciousness and ambiance of a property. Encourage your clients to capitalize on natural light by strate-

gically opening curtains and blinds during showings, thereby flooding the interior spaces with warmth and radiance. Furthermore, emphasize the importance of ensuring clean windows and light fixtures to facilitate the unrestricted flow of light throughout the home, thereby creating an inviting and uplifting atmosphere conducive to positive buyer impressions.

Stage for Success

The art of staging holds transformative potential in the realm of real estate, elevating properties from mere dwellings to aspirational living spaces. As a REALTOR®, consider enlisting the services of professional stagers who possess the expertise and creative vision to accentuate the home's most compelling features. Through thoughtfully curated furniture arrangements, tasteful decor selections, and strategic accessorizing, staging can imbue the property with a sense of cohesion and sophistication, thereby captivating the imaginations of potential buyers and fostering an emotional connection with the space.

Highlight Functional Spaces

In an era where versatility and functionality reign supreme, the effective utilization of every inch of space within a home is paramount. As a REALTOR®, emphasize the importance of showcasing each room's potential to meet the diverse needs and lifestyles of prospective buyers. Encourage your clients to highlight versatile areas such as home offices, guest rooms, or bonus spaces, demonstrating how these multifunctional zones can adapt to accom-

Continues on page 15



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It is our pleasure to be a member of ABoR, WCREALTORS, HBA, and have been designated as an honorary member of the WCR Austin Chapter. We are equally proud to be a Major Investor in TREPAC (2019, 2020).

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Stewart Title St. Paddy's Day Pop-By Workshop: Kathy Chappell, Bobbi Hutchinson, Andria Amico, Diane Miller, LeAnn Fitch, Lety Johnson and Velma Gonzales



Spring Clean Your Business with ABoR



KENT REDDING
2024 PRESIDENT

Happy spring, Central Texas REALTORS®! Just as the selling season is heating up, so are the ways to plug in and boost your business with ABoR and Unlock MLS. I am excited to announce we're launching a new member benefit or upgrade almost every month this year (sometimes twice in one month!) and are offering ways for you to share your voice, showcase your expertise, and celebrate your wins! Here's what you need to know for the upcoming month.

What's New
March 19 | Matrix Upgrade

Matrix is getting a modern new look that's truly mobile-friendly, plus a simplified new search module that will streamline your processes. I have demo'd it in advance of the launch, and you are going to love it! Go to www.ABoR.com/Matrix to get specific details, watch video tutorials, and sign up for free Unlock MLS training on how to maximize these upgrades in your day-to-day processes.

April 23 | Cubicasa

If you've used Cubicasa before, you know that it's a very convenient app for producing 2D and 3D floorplans in a flash. Starting April 23, all Unlock MLS subscribers will gain access to Cubicasa as part of their subscription! We'll begin sharing details on our Cubicasa launch starting in early April, so stay tuned!

Now Available! Free Forewarn Benefit

Oh, and ICYMI, ABoR launched another free member benefit, Forewarn, in early March. This is one of the best prospect screening and background check solutions on the market for REALTORS®, and it's super easy to download and learn how to use. Visit www.ABoR.com/Forewarn to claim your account and run your first report in minutes!

Ways to Engage
April 1–5 | ABoR Bylaws Vote

The Board of Directors has proposed four changes to our ABoR Bylaws related to the makeup and qualifications of Board Members in addition to the corporate structure of ABoR. These changes expand leadership opportunities for new leaders, ensure continuity of board leadership when/if the market changes, and ensure the highest ethical standards for our association.

The upcoming vote, which will take place April 1–5, is an important opportunity for you to shape the governance of your association. Your voice and your vote matter.

Learn more about the board-recommend changes, how they would impact our association, and how to vote at www.ABoR.com/Bylaws. Your voice and your vote matter! If you have any questions or concerns whatsoever, please contact me at president@abor.com.

April 16 | Market Shift Conversations Powered by ABoR Advocacy

Our Market Shift Conversations event is a collaboration with ABoR Advocacy and our in-house economic research arm. If you're looking for fresh ways to demonstrate your expertise to clients or help them navigate housing affordability and accessibility challenges (which is, ahem, everyone), you'll want to make time for this event!

Dr. Clare Losey, our housing economist, will present new research on the impact of lot size on the total cost of homeownership in Central Texas. Then, you'll put that data into action with a Policy Teams-driven panel on proposed changes to the City of Austin's Land Development Code, including 3-units by right and reducing the residential minimum lot size. Register to attend in person or virtually at www.ABoR.com/Events.

May 10 | ABoR Industry Awards Fire & Ice Gala at Kalahari Resort

Tickets are on sale now! Are you ready for the hottest night in real estate? If you've ever attended our annual Industry Awards Gala, you know you're in for an unforgettable evening! The fun begins at 6 p.m. with a cocktail hour featuring drinks, light bites, and entertainment that will really burn down the house. Dinner, along with the unveiling of the 2023 Industry Awards winners, will follow at 7 p.m. This is my favorite event of the year, and I personally cannot wait!

Plus, stick around after the award ceremony to hear the iconic Matchmaker Band play as we break the ice and dance the night away! Get your tickets before they're gone at www.ABoR.com/Celebrate.

Friends, this is only a snapshot of some of the events, classes, and offerings happening in the next 30 days. There's so much more that I don't have room to share here. Visit www.ABoR.com to get the full scoop and ensure you're subscribed to ABoR and Unlock MLS communications in the Member Portal so that you never miss an update!

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How Artificial Intelligence Can Help Agents Stay Ahead



KIM DALE
2024 PRESIDENT

In the ever-changing world of real estate, where market trends shift rapidly and client demands evolve constantly, staying ahead of the curve is essential for success. We are at the helm of a new era; artificial intelligence is just now starting to show us what it is capable of. There are many ways that REALTORS® can incorporate AI into their business, and jumping on this trend when it is still new is one of the best ways to come out ahead.

AI-powered algorithms can analyze a vast number of datasets, helping to identify potential leads based on criteria such as demographics, online behavior, and previous interactions. Using AI for lead generation helps REALTORS® sort through leads to find high-value prospects.

REALTORS® pride themselves on the personal touch they bring to the home buying and selling process. The use of AI enables REALTORS® to deliver targeted and relevant marketing campaigns to current, future, and past clients. Algorithms can tailor marketing messages by analyzing client preferences, browsing history, and interactions. There are numerous avenues for

REALTORS® to get their message out there, including personalized email campaigns, targeted ads, and even customized property listings based on a buyer's preferences, budget, and location.

The power behind AI tools can also analyze market trends, historical data, and other relevant factors to provide REALTORS® with valuable insights into future property values, market fluctuations, and investment opportunities. This helps agents make data-driven decisions, anticipate market trends, and provide strategic advice to their clients.

REALTORS® don't work 9-5; they are on all day, every day, for their clients and their needs. AI-powered chatbots and virtual assistants can help agents provide round-the-clock customer support and assistance. We can use AI to automate routine tasks such as answering queries, scheduling appointments, and providing property information. Whether it's assisting clients with

property searches or providing real-time updates on market trends, AI-powered assistants ensure that REALTORS® are always accessible to their clients.

The introduction of AI has been a game changer for REALTORS®. Learning to dive in and utilize what it has to offer will undoubtedly create new leaders in the industry, setting the pace and shaping the future of real estate for years to come.

Coldwell Banker Realty Expands Team with Acquisition of Tribe Realty Group

Coldwell Banker Realty proudly announces the addition of **Chase Burris**, former owner/broker of Tribe Realty Group, along with a dynamic team of four agents, to its Northwest office in Austin.

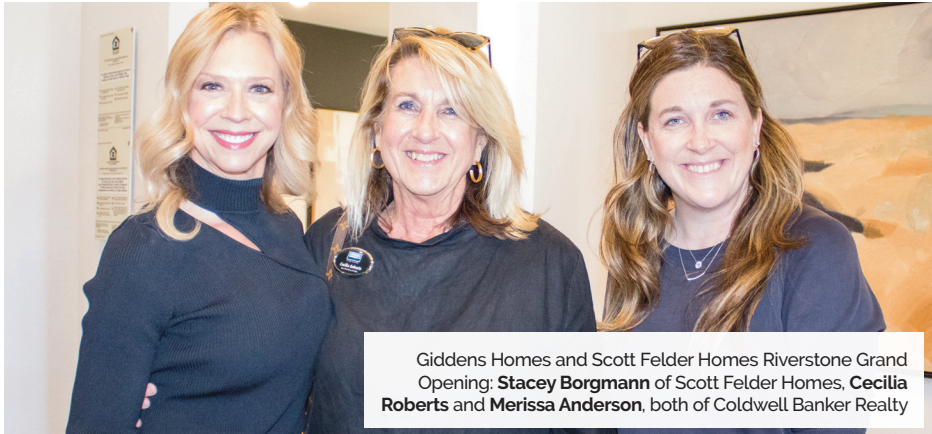
Recognizing the unparalleled support and resources offered by Coldwell Banker Realty, Chase Burris expressed his enthusiasm about the transition: "There's so much support here at Coldwell Banker Realty. It has lifted a lot of weight and responsibility from me, in terms of keeping up with the technology, software, management, and other responsibilities. Now I can focus my time on real estate and my clients."

Joining Burris in this exciting move are **Michael Helferich**, **Harry Pokorny**, **Tina Couch**, and **Steven Baker**, all of whom bring valuable expertise and a commitment to excellence. Their integration into Coldwell Banker Realty's Northwest Austin office expands its agent roster to an impressive 140 professionals.

Teresa Recar, managing broker for Coldwell Banker Realty's Northwest Austin office, expressed her delight in welcoming Burris and his team: "It has been an honor to partner with Chase and his team! We look forward to helping them take their business to the next level with all the many wonderful marketing and technology tools Coldwell Banker has to offer. We are excited to support them with even greater success in the Austin real estate market."



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Giddens Homes and Scott Felder Homes Riverstone Grand Opening: **Stacey Borgmann** of Scott Felder Homes, **Cecilia Roberts** and **Merissa Anderson**, both of Coldwell Banker Realty

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TREPAC at Q2



Horizon Realty Casino Night:
Sheila and Bill Parodi



The Point at Rough Hollow Grand Opening: **Jackie Van Meter** of David Weekley Homes, **Martha Kohlman** of Beacon Pointe Realty, **Daniel and Jacquelyn Foreman**, both of eXp Realty

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Join Us for a Sweet Cause: 16th Annual TREPAC Cake Auction



DELAINE MCMURRY
2024 PRESIDENT

We are thrilled to announce the 16th annual TREPAC Cake Auction event at the Austin Board of REALTORS®! The Women’s Council of REALTORS® has a rich history of supporting TREPAC, and this event is one of our highlights of the year. Not only do we get to share why you see us proudly wearing purple, but we also have an exciting lineup of activities planned. Join us for a fun-filled evening featuring cakes and gifts, as well as special appearances by Leslie Cantu and Ron Oliveira. Indulge in heavy appetizers and toast to a great cause at our champagne bar. All proceeds from the auction will go towards your TREPAC investment.

Our monthly business-building coffee meetups have been a huge success, and I want to express my gratitude for recognizing their value. Each gathering offers a fresh topic for discussion, along with occasional pop-by supplies. In January, we delved into business planning, followed by pop-bys & reels in February, and farming in March. Stay tuned to our Facebook page for updates on upcoming meetups.

In February, we hosted an event featuring Colin Newberry, who delivered valuable insights on LLCs, including series LLCs, and their suitability for your needs. The information shared was highly informative, sparking engaging discussions and allowing for in-depth Q&A sessions and networking opportunities. Thank you to everyone who participated and contributed to making the event a success!

In March, we organized a members-only meet-up focused on establishing a referral network based on various niches. It was a fantastic opportunity to offer value to our members and facilitate the creation of potential business opportunities.

Be sure to watch out for our upcoming Mother’s Day event in May and our exciting Purse Bingo event in July. Both gatherings provide wonderful opportunities for client appreciation and networking.

If you are considering becoming a member, visit wcr.org to sign up. Additionally, we are currently seeking applicants for our 2025 board, so please don’t hesitate to contact me if you are interested in joining. We are eagerly anticipating your presence at our next event!

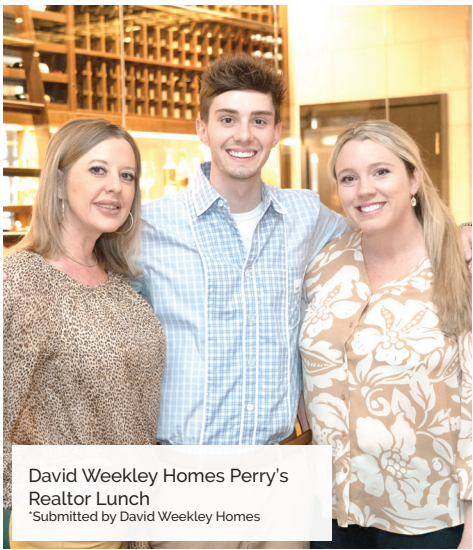
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208 Rosetta Loop	3600	Coronado	1504
SANTA RITA RANCH Liberty Hill • 1 AC			
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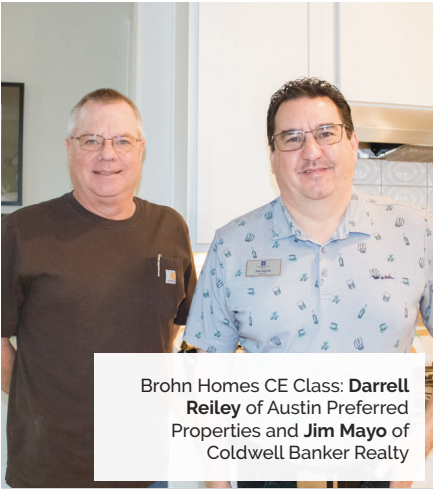
Berkshire Hathaway Annual
Awards: **Rachel Dolman** and **Katie Sharp**, both of Berkshire Hathaway



TREPAC at Q2: **Jodi Gregg** with
Independence Title, **Holly Massingill** of
KW and **Becky DeButts** of LPT Realty



Horizon Realty Casino Night:
Melanie Anthony of Horizon
Realty, **Randy Corbitt** and **Tami
Corbitt** of Horizon Realty



Brohn Homes CE Class: **Darrell
Reiley** of Austin Preferred
Properties and **Jim Mayo** of
Coldwell Banker Realty



Women's Council Pop-By and
Reels Workshop: **Rebecca Taurozzi**
and **Toni Sepeda**, both of Spyglass
Realty, and **Laura Finkenbinder**

How To's To Building Your Agent Referral Network for Success



SONIA GUARDADO
2024 TEXAS PRESIDENT

In the dynamic world of real estate, the challenge of navigating market fluctuations is a constant for both new and seasoned agents. Comfortably settling into established routines and hesitating to venture beyond the confines of our comfort zones can hinder our ability to adapt to the ever-changing market dynamics. In a profession where success is intertwined with the ability to stay ahead, complacency is a luxury we cannot afford. The real estate landscape demands constant skill refinement, prompting the need for a proactive approach to professional growth rather than a reactive scramble to catch up.

The initial foray into the real estate market can be overwhelming for new agents. The learning curve is steep, and there's a constant need to understand market trends, master negotiation skills, and build a network of clients. On the other hand, seasoned agents may find themselves set in their ways, relying on strategies that have worked in the past but may need to be more effective in the current market conditions. The key to success lies in a proactive approach to professional development. Instead of catching up with market changes, real estate agents should strive to stay ahead. This involves continuing education, staying informed about industry trends, and adopting new technologies and tools to enhance efficiency and client satisfaction.

This month, Texas RRC offers two CE courses to help manage the challenges of ever-changing marketplaces and managing experiences during one of the most challenging situations: divorcing clients.

On April 25, from 8:30 a.m. to 12:30 p.m., join us virtually for “Five Steps to Success in Any Market,” where you will be surprised to learn it's not just about lead generation.

In the afternoon, from 1 to 5 p.m., we will offer “I Do Until We Must Part The Assets: Navigating Divorcing Customers,” where you will master the art of communicating with emotionally charged clients and ensure the journey ends with a smooth landing. Both courses offer 4 hours of CE and are \$50 each. To register, visit <https://crs.com/membership/local-rrc/texas>. We look forward to seeing you there!



Super Bowl of Builders: **LeAnn Fitch, Darian Rausch, Kathryn McCurry, Jennifer Johnson and Kimberly McGarry**, all with Stewart Title





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9



Boyer Named 2024 Business Person of the Year by Alignable Network

Alignable's network proudly announces Susanna E. Boyer of Pure Realty as the esteemed recipient of the title "Cedar Park's 2024 Business Person Of The Year!" This recognition comes amidst the backdrop of Alignable's 2024 contest, which has emerged as the most popular competition hosted by the platform in over five years, boasting a remarkable 40 percent surge in participation compared to the previous year.

Spanning from Jan. 8 to Feb. 23, 2024, the 2024 contest witnessed an impressive cohort of 5,171 business owners, including those in ties, emerging triumphant across 4,820 diverse communities. This surge in winners, amounting to 1,195 more than the preceding year, underscores the resounding impact and engagement of local businesses in communities nationwide.

Reflecting on the significance of community collaboration, Boyer shared, "In our local business community, we look out for each other and refer businesses down the street or around the corner to help make everyone in town as successful as possible." She continued, emphasizing the collective resilience displayed during trying times, stating, "And the challenges we've all encountered have compelled many of us to offer counsel to peers fighting to keep their businesses afloat."

While the accolade of Business Person of the Year is indeed a testament to Boyer's exceptional leadership, she humbly attributes the honor to the collective efforts of Pure Realty and the broader community it serves.



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TREPAC at Q2: Annamarie Cano
and Trinity Gonzales, both of
ENRG Realty; and Jasmine
Chowdhury of Walzel Properties



Super Bowl of Builders: **Susanna Boyer** of Pure
Realty; **Lara Harris, Debbie Farmer** and **Ellen
Giddens**, all of Giddens Homes



HBA Annual Housing Forecast:
Ryan Hines, Mike Fehlis and **Brad
Vickers**, all of Drees Custom Homes



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HBA Housing Forecast: **Randy Rollo** of Randolph Texas Developments and **David Hartman**



Super Bowl of Builders:
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Build and Maintain Your Empire
with Elena Cardone: **Cindy Yates**
of Capital Title, **Sarandy Parker** of
Keller Williams Realty and **Tiffany McAllister** of Capital Title



Berkshire Hathaway Annual Awards:
Margaret Scharold, **Dede and Rick Jenkins**, and **Claudia Sparkman**, all of
Berkshire Hathaway



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The Point at Rough Hollow Grand Opening: **Sam Mehra** of Berkshire Hathaway and **Paige D'Adonna** of David Weekley Homes



TREPAC at Q2: **Romeo Manzanilla** of Christie's International Realty and **Lockie Ealy** of Ealy & Company



Horizon Realty Casino Night: **Mike Langley** of Horizon Realty, **Jessica Driskell** and **Edward Farmer** of Horizon Realty



Berkshire Hathaway Annual Awards: Chairman's Circle - Diamond Award Winner **Dave Bair** and **Dede Jenkins**, both of Berkshire Hathaway



Build and Maintain Your Empire with Elena Cardone: **Pauly Campanaro** of Teifke Real Estate and **Chad Goldwasser** of Pure Gold Realty



Giddens Homes and Scott Felder Homes Riverstone Grand Opening: **Marielle Allen** and **Denise Kettering**, both of Dalivia Realty

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Austin Title Georgetown Happy Hour: **Melissa Peel** of Spyglass Realty, **Emily Morris** of Austin Title and **Tami Corbitt** of Horizon Realty



Build and Maintain Your Empire with Elena Cardone: **Jason Hill** and **Ruta Zilinske**, both of Hill International Realty



Giddens Homes and Scott Felder Homes Riverstone Grand Opening: **Kaylie Olechoski** of JB Goodwin REALTORS, **Lara Harris** of Giddens Homes and **Tanya Joffrain** of JB Goodwin REALTORS



The Point at Rough Hollow Grand Opening: **Drake Besheer** and **Ana Lucia Lochtefeld**, both of Phyllis Browning Co.

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modate various living arrangements and preferences. By decluttering and arranging furniture strategically, the functionality and versatility of each space are accentuated, thereby resonating with a broader spectrum of buyers.

Upgrade Key Features

In the competitive landscape of real estate, strategic upgrades can serve as powerful differentiators, significantly enhancing a property's appeal and value. As a REALTOR®, identify and prioritize key features such as the kitchen and bathrooms, where targeted updates can yield substantial returns on investment. Recommend cost-effective upgrades such as fresh paint, modern fixtures, or updated hardware, which can breathe new life into these high-traffic areas and impart a sense of contemporary elegance and refinement.

Create Inviting Outdoor Spaces

With the advent of spring, the allure of outdoor living spaces becomes increasingly irresistible to prospective buyers. As a REALTOR®, advocate for the creation of outdoor sanctuaries that evoke a sense of tranquility and relaxation. Encourage your clients to stage these areas with comfortable furnishings, vibrant accents, and inviting amenities, thereby transforming them into idyllic retreats ideal for alfresco dining, entertaining, or simply unwinding amidst nature's splendor. By showcasing the full potential of outdoor spaces, you can captivate buyers' imaginations and instill a sense of longing for the coveted lifestyle they offer.

Maintain a Clean and Tidy Home

In the pursuit of a successful sale, the importance of maintaining a pristine and meticulously groomed home cannot be overstated. As a REALTOR®, impress upon your clients the significance of regular cleaning and maintenance tasks to ensure the property is consistently show-ready. From gleaming surfaces to fresh linens and inviting aromas, every detail contributes to creating an ambiance of warmth and hospitality that resonates with potential buyers, leaving a lasting impression of care and attention to detail.

Capture Professional Photography

In an era dominated by digital platforms and virtual tours, captivating photography serves as the gateway to attracting potential buyers' attention and generating interest in a property. As a REALTOR®, advocate for the enlistment of professional photographers who possess the expertise and technical proficiency to showcase the home in its most flattering light. Through skillful composition, expert lighting techniques, and meticulous attention to detail, professional photographs can elevate the property's online presence, enticing viewers and compelling them to schedule showings and explore the home further.

Work with a Trusted REALTOR®

Ultimately, the cornerstone of a successful real estate transaction lies in the guidance and expertise of a trusted REALTOR®. As a seasoned professional, leverage your comprehensive knowledge of the local market, industry trends, and negotiation strategies to advocate tirelessly on behalf of your clients. By forging authentic connections, providing personalized guidance, and offering unwavering support throughout the selling process, you can instill confidence and peace of mind in your clients, ensuring their goals are realized and their expectations surpassed.

In the dynamic realm of real estate, the spring season heralds a wealth of opportunities for both buyers and sellers alike. By implementing these meticulously curated strategies from a REALTOR's perspective, you can effectively showcase properties for a successful sale, capitalizing on the season's vibrant energy and renewed sense of possibility. From enhancing curb appeal to collaborating with trusted professionals and harnessing the power of digital marketing, each facet of the selling process plays a pivotal role in maximizing a property's appeal and securing its place in the hearts and minds of potential buyers. As a REALTOR®, your unwavering dedication, expertise, and commitment to excellence serve as guiding beacons, illuminating the path to real estate success and facilitating the realization of your clients' dreams.

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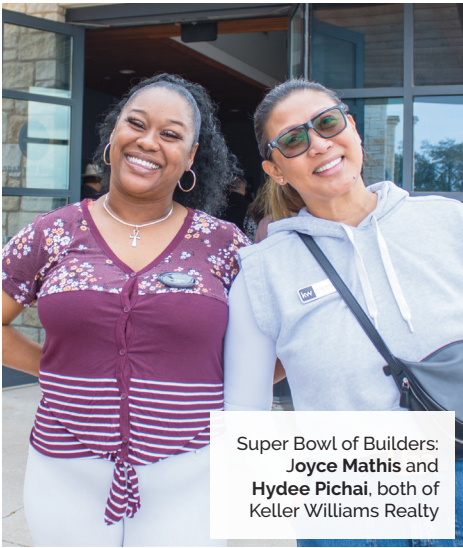
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*On first closing, selling agent is enrolled in the Earn More rewards program and can take advantage of the 3% standard commission. On second closing, selling agent will receive 4% commission on the sale. On 3rd closing and subsequent closings, selling agent will receive 5% commission. Program begins April 1, 2023 and runs through March 31, 2024. All bonuses, including Earn More rewards, will be paid on the settlement statement at closing. Realtor must have written authorization from their Broker and a completed W-9 form to be paid by any other method. Earn More rewards applies to individual Realtor sales only, no team sales. Must be a licensed Texas Realtor. Programs subject to change or termination without notice. See Drees Market Manager for additional information on Realtor Rewards Program.



Build and Maintain Your Empire with Elena Cardone: **Lesli Ray** of Independent Realty, **Julie Kuntz** of Capital Title and **Erika Albert** of E-Rae Realty



Super Bowl of Builders: **Joyce Mathis** and **Hydee Pichai**, both of Keller Williams Realty

TREPAC at Q2: **Marq Haverty** of KW, **Ian Grimes** of The Agency Austin, **Delaine McMurry** of Stanberry REALTORS, **Blake Siegel** of eXp Realty, **Patricia Perez** and **Michael Palucha**



Giddens Homes and Scott Felder Homes Riverstone Grand Opening: **Ricardo Carrizales** of Realty One Group Prosper, **Clayton Fryer** and **Cathy Sanders**, both of Scott Felder Homes



Priority Title Valentine's Day Bash: **Jessica Acuna**, **Candyce Robinson** of Independent Realty and **Claudia Priess** of RealAgent



HBA Annual Housing Forecast: **David Long** of David Weekley Homes, HBA President **Nancy Stroder**, **Royce Rippey** of M/I Homes and **Michael Slack**



HBA Annual Housing Forecast:
Danielle Archambault of ABoR,
Taylor Jackson of the HBA and
ABoR President **Kent Redding**

Priority Title Valentine's Day
Bash: **Arnold Ruelas**, **Keziah
Bollinger** and **Anna Ma**



Super Bowl
of Builders:
Ryan Johnson,
**Shannon
Bertrand**, **Trish
Aikman** and
Darla Ekrut, all of
The Hollows on
Lake Travis



Austin Title Georgetown Happy Hour: **Kevin Restine** of
New Hope Realty Group; **Evan Hayes** and **Wendi Wood**,
both of Austin Title; **Mike Friedman** of 1848 TX Realty and
Lee Ann Ray of Austin Title

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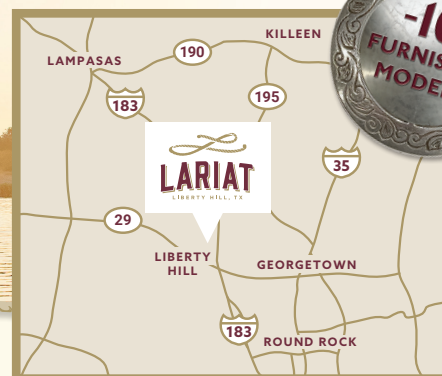
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- Future Dog Park





Austin Title Georgetown Happy Hour: **Sandra Halpern** and **Barbara Elliott**, both of eXp Realty; and **Lee Ann Ray** of Austin Title



Build and Maintain Your Empire with Elena Cardone: **Janea Merriewether**, **Alyssa Wyatt**, **Kerstin Lee** and **Lorena Zuniga**, all of Capital Title



Women's Council Pop-By and Reels Workshop: Women's Council President **Delaine McMurry** of Stanberry Realtors, **Lorrie Kennedy** Classic Realty and **Leanna Borsellino** of Haven Homes



HBA Annual Housing Forecast: **Craig McMenemy** of Drees Custom Homes and **Ed Horne** of Santa Rita Ranch

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Super Bowl of Builders: **Lauren Ormsbee** and **Robert Key**, both of Realty Texas



Brohn Homes CE Class: **Tina Stewart** of Magnolia Realty and **Brooke Bogs** of Brohn Homes



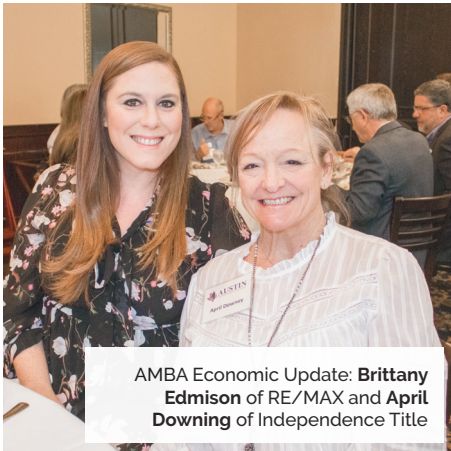
ABREP Celebrating Black History Month: **Valencia Bowie** of Home with Hall Realty, **Cheryl Jenkins** of CKJ Realty and **Angela Kabeya** with Homes with Hall Realty



HBA Annual Housing Forecast: Speaker **Eldon Rude**, **Taylor Jackson** of the HBA and Speaker **Robert Dietz**



Berkshire Hathaway Annual Awards: Chairman's Circle - Diamond Award Winner **Kent Redding** and **Dede Jenkins**, both of Berkshire Hathaway



AMBA Economic Update: **Brittany Edmison** of RE/MAX and **April Downing** of Independence Title



Super Bowl of Builders: **The KB Home Team**



HBA Annual Housing Forecast: **Colin Parker** and **Mark Sprague**, both of Independence Title; **Doug Pittman**, **James Giddens** and **Ellen Giddens**, both of Giddens Homes



Women's Council Pop-By and Reels Workshop: **Julie Waidelich** of Next Properties Austin



Horizon Realty Casino Night: **Mike Langley** and **Christine Choate**, both of Horizon Realty



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AMBA Economic Update: **Chris Holland**, **Karen Elliott**, **Kristin Carroll**, **Laurel Brown** of Freedom 512 Realty, **Brad Brown** of Compass and **Sheri Brummett** of Coldwell Banker Realty



Priority Title Valentine's Day Bash: **Angelica Leon James** of Priority Title and **Alissa Simino** of AptAmigo



Super Bowl of Builders: **Stephanie Garcia**, **Jessica McGraw** and **Charlee Zimmermann**, all of AGandy & Go.

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