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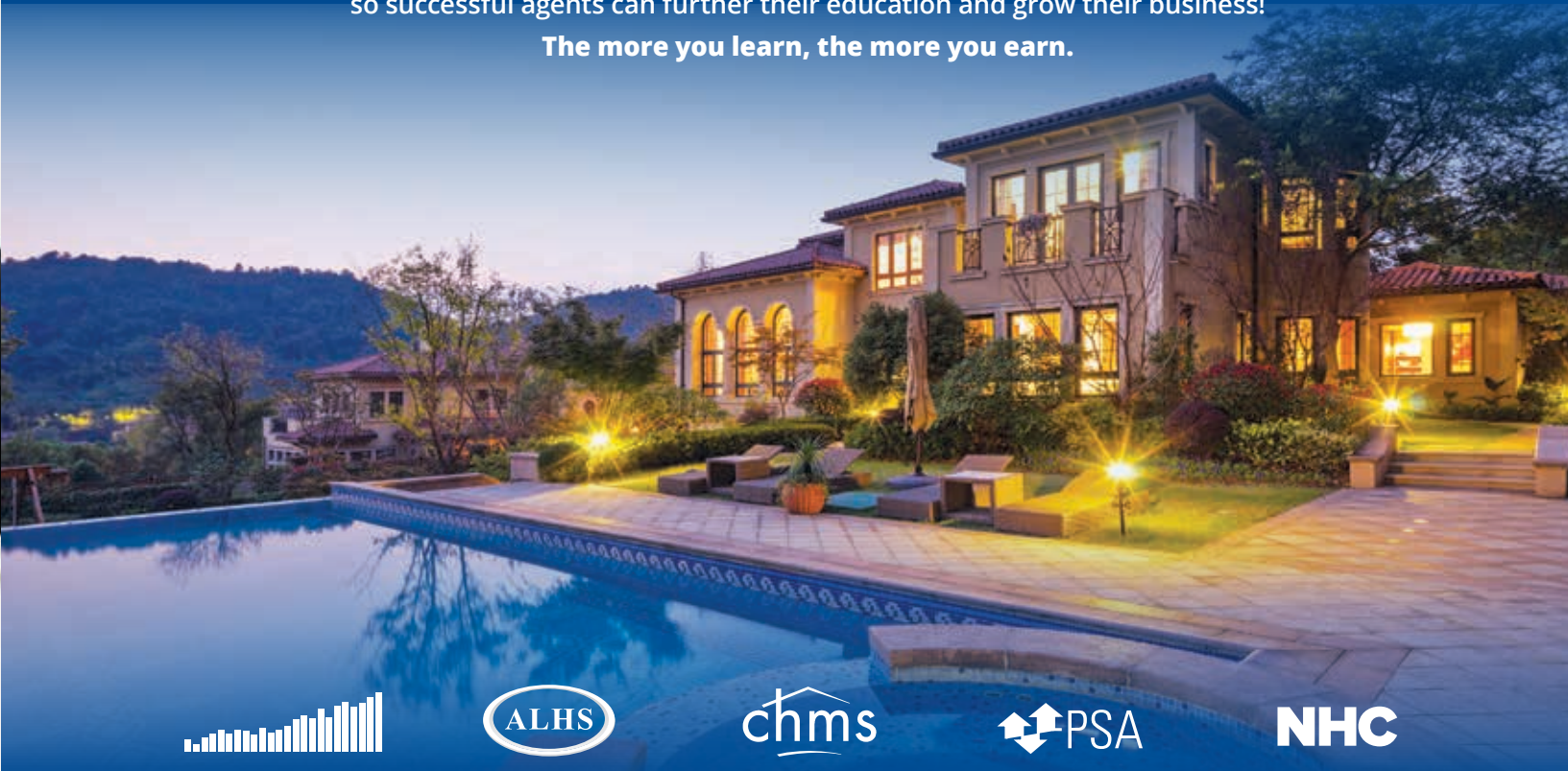
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NOTE

Houston Real Producers, if you're not hot now, you will be within a few minutes of reading this publisher's note.

The real estate market, just like the weather, is steaming! Things just keep heating up. Is there a crash coming? I believe there is. When? That's the million-dollar question.

Amidst the heat, I hope you are having a wonderful month of August, and from the bottom of my heart, I hope you had a phenomenal summer. I swear, the summer comes and goes so quickly, it feels like it's two weeks long.

Top producers and business owners know the importance of intentionality in spending time with family or settling into "growing and building mode."

Did you get to check off some major milestones in your business? Or maybe you added some people to your team that will back your vision, helping you reach the next level.

Growth and fortitude were my goals this summer. If you haven't met them yet, two new key players are on the *Houston Real Producers* team. Take note of the new faces in this month's magazine's "Meet the Team" section.

I am so grateful for these two women. You'll know why when you meet Alea Dunlap and Kimberlin Pounders at our next event. With their efforts and the rest of our fantastic team, we continue to break through barriers and chart new waters, growing our magazine and podcast, *Disruption Nation*.

Speaking of the magazine, a big shout out to Skyler Tran and Chase Smith as this month's cover features and exceptional REALTORS® Omar Scanu and Stacey Rubio.

I would like to also give special recognition to our own Sarah Dunham of Sarah Dunham Group. We're so excited to share her story with our community this month.

Congratulations to last month's Masterclass Houston panelists and moderators: James Krueger, Randy Olive, Angeline Clark, and Charlie Kriegel. Check out all the fantastic photos courtesy of Jason Dotson Photography.

Finally, a giant shout-out to the sponsors for our summer boat events: Sail the Sea with HRP and Ships and Giggles. Make sure you make it to our next event! Thanks to: Alpha Comercial Group, Fidelity National Title, TL Global, KeenEye Inspections LLC.

As always, if you'd like to become more involved in our community, know a friend or business we should discuss featuring in the magazine, highlighting on our social platforms, or becoming a new community member, reach out anytime.



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Skyler Tran and Chase Smith

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A Friendship Made from Business, A Business Made from Friendship



Skyler Tran and Chase Smith met about six years ago. They were both working for the same brokerage and found an immediate synergy.

“It’s been a fun, wild ride in the best way,” Chase said. “A lot of the real estate industry doesn’t do partnerships like this.”

“He had some fresh ideas, and I had some foundational, old-school ideas,” Skyler added. “It was cool to marry both and get a unique style and perspective. That, in turn, fostered a friendship. We started traveling and hanging out, which gave birth to our new baby, our company: The Good Label Real Estate.”

...

...

Let’s go back to the germination of this partnership. In 2006, Skyler worked in real estate but took a job in oil and gas during the recession. Real estate lingered on the back burner.

“My aunt, who owns about 15 properties in San Francisco, has always been the pushing factor behind my getting into real estate,” Skyler said. “She saw my people-person skills and said, You’re a hustler. You give 110%.”

Ready to dive back into real estate, Skyler retook the tests in 2015 when his license lapsed.

“That’s when I jump-started my career in real estate again,” he remembered. “Five years after that, I got my broker’s license, and here we are.”

Chase sold cars in high school for extra money; he was also in oil and gas since he was about 19. However, Chase



realized he had a lot of skills he wasn’t utilizing, and he was ready for a change.

“In 2015, I decided to take a bet on myself and get my real estate license,” he shared. “I was open to what I could do with my life, and out of all the choices I had, real estate was the riskiest, but after many family talks, real estate was the best fit.”

Chase interviewed with about eight brokerages before he chose the one that was right for him, which is where he met Skyler.

“We hit it off,” Chase remembered. “Skyler taught me how to run CRMs. He taught me how to be organized.”

Given their start, it’s no wonder that sharing knowledge has been a tenet of The Good Label.

“We have a giving attitude,” Skyler said. “The abundance attitude can take you further than being afraid to share your knowledge. We want to leave this place better than we found it.”



...

...



“

I think our

brand will spread

like wildfire because

we have good agents,

good people, good

experiences.

Skyler and Chase are also excited about the value they can offer both their agents and their clients. “For the price of one, you get two people and multiple perspectives,” Skyler said.

Chase and Skyler agree on a lot; they have the same vision and goal. “But of course, there are different methods of madness,” Chase laughed. “Skyler is detail-oriented, and sometimes, I’m not. That compliments me.”

Chase has capitalized on the niche specialty of cryptocurrency transactions. Crypto real estate transactions open The Good Label to a whole new clientele.

“Right now, it’s unknown, like the Wild West,” Chase said. “But I think it will be huge. As far as I know, we’re the first to offer this in Texas, but it is already happening in California and Florida. Using crypto is a benefit; many problems like slow closing times and fraud could be solved with cryptocurrency. For example, instead of 30 days to close, it can take three minutes. The hard thing is getting people to know how to do it, or even that it exists.”

Skyler and Chase are already looking to the future: “We offer things no one else does, such as crypto,” Chase shared. “I think our brand will spread like wildfire because we have good agents, good people, good experiences. The market will do what it’s going to do. We don’t have control over that. We need to watch it and adapt to it. We need to help our agents live by it.”

Speaking of agents, The Good Label has a total of five at the moment, and they are looking to grow that number with more like-minded people.

“Our vetting process for hiring is pretty selective,” Skyler shared. “We want to make sure that you’re the right fit for us and that we’re the right fit for you. We don’t want you to be a cookie-cutter agent. We are a nurturing backbone when it comes to our agents.”

Skyler and Chase have found their fit.

“This is definitely my calling, and I get to do it with my best friend, which is even better,” Chase said. “I’m grateful for it.”

“We run as one unit, like a family,” Skyler added. “Sometimes, with a partnership, it’s like a Venn diagram. But with us, it’s just like a circle. We both come from great families. We believe wholeheartedly in teamwork. Have you heard that old adage? If you want to go fast, go alone. If you want to go far, go together. That’s our outlook.”

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SARAH DUNHAM GROUP

Knowledge, Growth, and Peace of Mind Along the Way

» partner spotlight

In 2017, Sarah Dunham ran an assisted living center in Columbus. That year, her oldest daughter Payton was born. When she returned from maternity leave, she discovered the agency didn't retain her role.

The decision Sarah made next would chart the course of her business and open opportunities for the Houston community she now serves under the LLC, Sarah Dunham Group.

"I wasn't sure what I should do since daycare was an expensive factor for me going back to work," Sarah shared. "My husband asked me, 'What do you want to do? Then he asked, 'What do you love to do?' That got me thinking about high school and how much I loved accounting."

Sarah realized a career in bookkeeping could be accomplished virtually, so while caring for her

three children, she set out to create a company for herself and her family.

She came up with the name "Ledger Logic Bookkeeping" and launched a business out of the home they had just purchased.

"I remember sitting in our house, wondering how to take headshots for the new business. I didn't have any money. So I sat on a

stool and put my phone on a timer while my kids napped."

Sarah retained this innovation and adaptation, despite the challenges that developed along the way.

"I didn't get a single client for a year. We didn't have any family or many friends in the area. Craving adult interaction pushed me to keep at it with my business."

With one foot in front of the other, Sarah gained her reputation in the market.

"I did a lot of free work," she shared. "I reached out to numerous people, but none of them stuck. I thought maybe it was my business name." But she never lost hope.

"I just knew that eventually, I would get somewhere. I knew. Eventually, I would land the client. I continued the drive. It was a lot of praying, questioning, and learning," Sarah explained. "My husband kept telling me, 'you got it, you can still do it, you've got this, it's okay.'"

So she changed her business name and kept at it. And while she went after clients, she learned.

"I read books and learned tax codes, payroll, and laws. Then, I went back to school for forensic accounting. I took entrepreneurial courses. I kept going because it was something I really wanted," Sarah stressed.

Sarah is no stranger to hard work. Since she was 15, she's been in the labor force, moving between business

management courses and spending time on budgets, payroll, and finances.

When she finally got her first client, she was ready. She's retained this client to this day, and it's clear why.

From "Ledger Logic Bookkeeping," to "The Dunham Group," to the business's current name, "Sarah Dunham Group," Sarah has fine-tuned the company's brand and strategies to find the best fit for her clients. Yet, amidst the changes, her commitment to learning hasn't wavered. In this regard, she consistently offers value to businesses and entrepreneurs.

Sarah and her team can provide clients with a wide range of services like bookkeeping, payroll taxes, and



» partner spotlight

By Haley Van Bellingham
Photos by Lacy Davillier,
Davillier Photography
& Graphics

...

Sarah with her husband Justin and their children Autsin (16), Payton (5), and Paige (3).



compliance. They're able to offer varied services by converting their knowledge into understandable action items for their clients.

"Accounting is so fun," Sarah said.

You may be skeptical as you read that, but Sarah explained it as this: "Think about it. You can't mess it up: one plus one will always equal two. There's always a formula: your assets, your liabilities, and your equity. I can control the numbers for my clients because I can tell them what they should spend or save."

Sarah meets people where they are with their businesses, identifying and advising on issues impeding businesses from reaching their greatest potential.

"My client may not know what's going on with their finances at first,

and then after we've gotten our hands on it, they clearly understand where they're spending too much and where they're not spending enough," Sarah explained.



Sarah creates order for clients when the disorder is standing in the way of their business goals. This was particularly valuable during COVID, when many businesses spent time reflecting on their profits and losses, working to improve their situations through financial accountability.

"I love organizing a profit loss statement. There's nothing better," Sarah shared. "Things might look like a mess, but when we get in there, and I organize it, it comes out looking beautiful," she explained.

Meeting clients where they are in their financial situation and providing them with a clear picture leads to business growth. In addition, Sarah provides tact and understanding when dealing with the most important and sensitive part of someone's business and life.

"You always hear, 'don't mess with people's money,'" Sarah said with a laugh. "And that's what we do all day. But it's important. People base their livelihoods around their money."

So how does Sarah form a relationship around such an integral part of someone's life and business?

“Your profit and loss give you an idea of the past. What we’re looking for is what will happen in the future.

ACCOUNTING CAN DO IT ALL.”

"I build confidence and trust with clients through accountability and transparency. If you don't understand what's coming in, going out, and why, you're without structure. Businesses thrive with organization and structure. That's how you become successful. That's how you expand. That's how you gain more employees."

Sarah's company is living proof. Her methodology has led to the growth and success of Sarah's clients and, as a result, the growth and success of Sarah's team.

"When I started retaining more and more clients, organizing their books and getting them the funds that they needed, that's when things started to take off," Sarah explained.

In recent years, Sarah has devoted attention to tax preparation, staying up-to-date, and learning all she can. Sarah has experienced unprecedented growth through this service, adding two team members and establishing a brick-and-mortar location. In 2022, she was voted the second best tax preparer in Katy, Texas.

Always learning, Sarah is deepening her knowledge through a degree in forensic accounting, which, in the future, will serve her in outside auditing.

Solving problems excites Sarah, and this interest serves her clients with a thorough and non-judgmental investigation of each financial situation, meeting clients where

they are, and coming at problems with knowledge and good intention.

As Sarah strategizes plans for her client's financial success, she looks toward the road ahead for her own business. She's focused on learning more, growing as a business, and raising her three wonderful kids. Who knows, her two youngest daughters may be interested in running the company someday, but they have 20 years to figure it out.

Until then, Sarah will continue serving clients with empathy, dignity, and knowledge, opening paths through financial literacy and deepening her clients' understanding of best business practices.

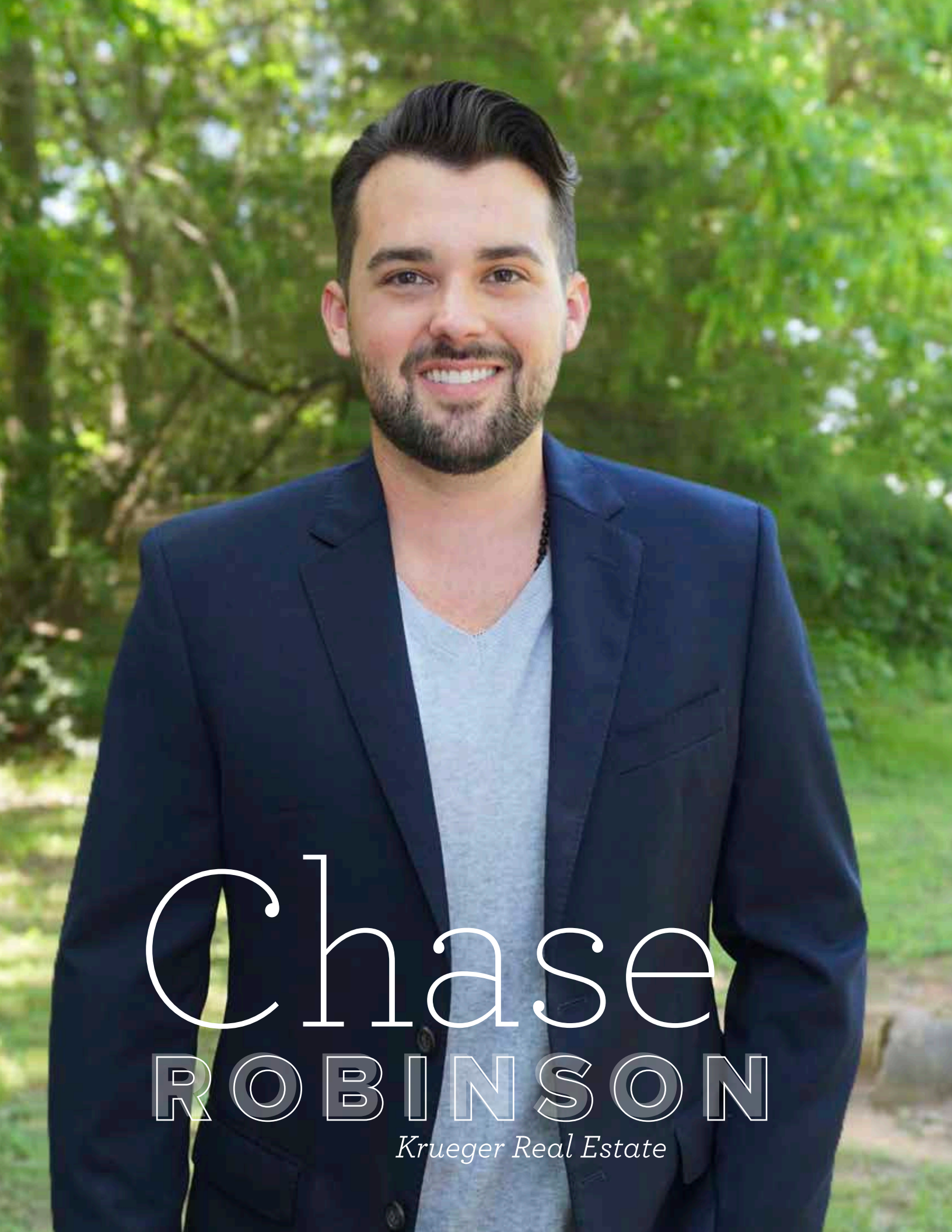
"Your profit and loss give you an idea of the past. What we're looking for is what will happen in the future. Accounting can do it all," Sarah explained. "What we offer is priceless and it truly allows for peace of mind."



Sarah Dunham Group has an office break day at least once a quarter—and clients are welcome!

SDG Sarah Dunham Group

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Chase
ROBINSON
Krueger Real Estate



Pursuing Your Passion

When Chase Robinson earned his BS in Mechanical and Manufacturing Engineering Technology, he had a plan in mind. “I graduated and went straight into the corporate oil and gas sector. That was where I worked for nearly 8 years.”

However, outside of work, he was discovering a new interest. “When my wife and I bought our first home, I did a lot of creative work on it, making it ours. Then, when we were able to turn it around for a profit in just a short amount of time, we realized we were pretty good at this stuff.” He found himself doing this again and again, every couple of years, and thoroughly enjoying it.

Meanwhile, at work, things weren’t going so well. During one particularly contentious meeting, watching how the management at his company treated people, he realized it was time for a change. “I just couldn’t imagine being a grown-ass man, with kids and a family, and having somebody else talking to me like that. That day, I went home and signed up for the classes. As soon I passed the test and got my license, I told them ‘All right, guys, here’s my two weeks.’”

That sounds pretty bold, but that doesn’t mean it was comfortable. “It was terrifying,” he admitted, “but it was also liberating.”

What gave Chase the confidence to make it in real estate? The way he tells it, there was no other option but success. “I made this choice for my family and for myself, and I just knew that I had to succeed.”

Of course, it wasn’t just the change in industries that Chase was looking for; he needed to be passionate about his work. That’s why, when it came to finding a brokerage, not just any shop would do. “You have to find the right fit,” he said.

It was Chase’s wife who brought his future employer to his attention. He followed her suggestion, and was glad that he did. “The moment I met the team here at Krueger I knew I made the correct career choice.” Time has borne out that assessment: Chase was named Krueger’s Rookie of the Year. ● ● ●

...

Unlike in his previous profession, Chase has found a team at Krueger that both promotes achievement and supports people through struggles. “We all share success, but also what went wrong each week. It might be counterintuitive, but those are the most rewarding conversations. You find out that someone else is going through the same thing you are, or maybe they’ve already gone through it and found a solution.”

Chase is quickly developing into one of the team members who provides the other side of that dynamic. “I’ve only been in it for a year, but I already have people coming to me to ask for help and support,” he said with a smile.

Even with all the focus on his professional life, the thing Chase values most about his new career is the opportunity to spend time with his family. “The flexibility in schedule has been crucial for raising a young kid. School drop-offs and pick-ups are my favorite part of the day, and the fact that I get to be there for both is incredible.”

When asked about his personal hobbies, Chase just shook his head. “Everything really does revolve around the four year old,” he said. “But on the other hand, you can’t ever really turn off the phone or shut down for a few days, especially when you have multiple deals going. Even



with the most straight forward deals, there is always something that comes up or needs your attention.”

Chase gives a lot of attention to his clients. His advice is to “be what your client needs you to be. Understand what they are wary of, nervous about, or just lacking expertise on, and then become that person for them!”

Of course, becoming what your client needs doesn’t mean changing who you really are. Chase does his best to accommodate his clients, but he also always gives it to them straight. “I don’t hold back when it comes to how I feel about a property.”

Given his personal experience with renovating and then selling homes, it’s unsurprising that Chase likes to be a part of the process from the beginning. “I tell my clients which upgrades I think add the most value, and which things maybe look pretty but don’t add any value.” He acknowledges that not everyone wants to put up the money, but some of his clients really buy into it because of the prospect of getting more from their listing.

The experience of renovating and selling houses, ones

that Chase and his family lived in, has given him a special kind of empathy for sellers. He knows that selling your house isn’t easy, and he tells his clients about his experiences. “I try to give them as much information as I can up front. I let them know that this will not always be the most joyful process, but after everything’s said and done and they see what the return is, that will make it all worth it.”

Chase sees a future in his passions for design and real estate sales. When asked about what was next for him, he said “What would be ideal for me is to partner up with a developer, a builder, and have an input with what I know would sell. I would love to be the creative from the beginning, and then end up being the one selling it.”

His current experiences working with an iBuyer appear to be setting him up for just such a career trajectory. “I go in, go see the house, and give them an evaluation. They complete the purchase and give me a budget to fix it up, after which I list it. It’s exciting because I get to be the designer, the general contractor, and the real estate agent.” With his skills, experience, and especially his passion, it’s easy to imagine Chase making his own opportunities, and then turning them into successes.

“
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CLIENT NEEDS
YOU TO BE.**
**UNDERSTAND WHAT THEY
ARE WARY OF, NERVOUS
ABOUT, OR JUST LACKING
EXPERTISE ON, AND THEN
BECOME THAT PERSON
FOR THEM!**

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STACEY WEBER-RUBIO

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By **Emily Williams**
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A Life You Don't Need a Vacation From

“The stress begins to melt away as soon as you hit the causeway. It just starts to fall off. It’s hard to be in the wind, hear the waves, and have sand in your toes, and be stressed out,” Stacey Weber-Rubio shared when talking about her hometown of Galveston, Texas.

...

Stacey’s ties to Galveston Island run deep. Her family has lived there for generations. Her father was Mayor pro tem of the City of Galveston and Fire Chief of the Galveston Fire Department. She married her high school sweetheart and raised her son and daughter there. Listening to Stacey tell her story, one abundantly clear thing is how much she loves her community.

Originally an intensive care unit and emergency department coordinator, real estate is a second-act career for Stacey. It’s something she thought she’d dabble in to keep from being bored when she left the healthcare field.

She got her start as an office coordinator at a nearby realty office, a job she took to “get out of the house for a few days a week,” she explained.

Her family owned investment properties growing up, and she had flipped several homes with her husband, so real estate was something that she’d always been interested in. So when her manager took a leave of absence, she agreed to get licensed and moved into an assistant managing role, helping her regional manager, as boots on the ground.

She went on to get a degree in Business Management with a Marketing focus and started assisting local agents with social media marketing and transaction coordination. After working awhile with one top-producing agent, she was approached about partnering together, and that’s when she agreed to go into sales full time. Now a top-producing REALTOR® herself, Stacey hasn’t looked back since.

“To me, it’s a dream career. My goals of personal success are easy to meet as a REALTOR® because my personal goals involve freedom of work location and calendar and the ability to help others while making a living. Real estate provides all that for me and more,” she stated.

Stacey’s extensive knowledge of the island makes her a natural fit for people wanting



Stacey’s son and granddaughter



Stacey’s daughter and son-in-law



to buy on Galveston. She’s also comfortable selling a wide variety of properties. “Working with buyers and sellers, I sell beach houses, midtown bungalows, vacant lots, tracts of land, new construction spec homes, new construction custom builds, bay houses, canal houses, condos, townhomes, and everything in between,” she said.

When COVID-19 shut down most of the world, the island got an influx of visitors from people itching to get outside. Stacey described how she and her colleagues worked together to handle the sudden uptick in business.

“We can really lean on each other and trust each other’s strengths, which made a big difference. It makes a huge difference because our brokerage is so strong,” she said. “It’s a privilege to work surrounded by strong industry leaders. Our brokerage has been open for almost 50 years.”

Stacey’s advice for upcoming REALTORS®? “Follow your gut. Know your market and your business. Be authentic. In this business, so much of what people see is a regurgitated social media post. Don’t be that, be authentic,” she stressed.

Despite her long hours, Stacey makes sure to carve out time for friends and family.

“My family is quite large, and we’re all locals, so a simple weeknight can often turn into an impromptu celebration of sorts,” she noted. “We gather as often as

we can, celebrate everything, travel together, share meals, play games, take turns hosting events, and, in general, our lives are all about connection.”

She recounted a Friday night they all came together for her grandmother’s birthday. They brought flowers, cake, and most importantly, quarters so they could participate in one of her grandmother’s favorite games - Left, Center, Right.

Passionate about supporting local organizations and businesses, Stacey and her husband are members of the Galveston Dance Club, the Galveston Historical Foundation, and the Galveston Railroad Museum. In their free time, they enjoy watching local high school football, seeing shows at the Island ETC Theater, or catching live music at one of the neighborhood bars.

When Stacey thinks back at how her real estate career started as a part-time job to fill some time, she laughs at the absurdity of how she ended up working 12-14 hour days year round again. But her love of what she does makes it not seem like work at all.

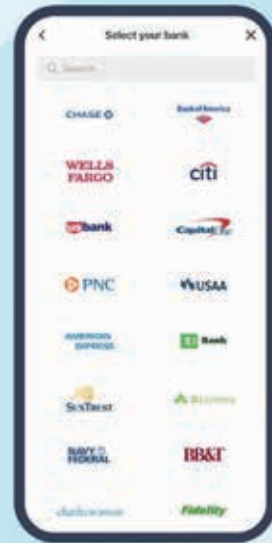
“Every day is a new challenge to overcome and a new experience. Some have been the most stressful of my life and stretched me beyond what I thought I could do, but most days are just fun opportunities to be more involved in my community and more connected to the fabric of my community. I get to be a part of the best times in the lives of my neighbors; it’s a blast.”



Stacey with her husband

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RE/MAX 5 STAR REALTY

By Haley Van Bellingham • Photos by

In a few short years, Omar Scanu has been awarded Top 40 Under 40, Top 100 in Texas, and Top 250 Nationwide in real estate. None of these achievements are easily won, and yet there's something Omar gained from real estate that trumps them all.



“The main door opened for me was meeting my wife in real-estate school, leading me to become a husband and father,” Omar shared. “This has inspired me to reach my full potential personally and professionally, continuously motivating me to be the best agent I can be and to provide the highest level of service to my clients and colleagues.”

The transition into real estate didn't happen overnight. After working in

the apartment management industry for seven years, Omar tried his hand at construction. But, despite a steady career in an industry that interested him, Omar didn't feel he was reaching his full potential.

“I knew I always wanted to own my own business but wasn't sure what it looked like at first,” he explained. “After working in the multi-family industry for almost ten years, I realized that my ultimate passion was to pursue my real

estate license, and a successful career as an agent has followed.”

The leap into real estate proved exactly the direction Omar needed to thrive. Omar is a family man through and through and was inspired to take the risk by his mother's prompting.

“My late mother, Synthia Scanu, set me up to take my real estate classes, where I got to meet my loving wife and mother of our daughter,” Omar shared.



The road between family and real estate didn't end there.

“When I decided to pursue real estate full-time, I had the unique opportunity to work with my mother-in-law at the time where she was a former Broker,” Omar stated. “My sister and brother-in-law also own a luxury home-building company giving me an extra-familial bond with them because now we can work together and promote mutual growth.”

Amidst these gains, one transaction remains the most meaningful to Omar.

“The transaction I am most proud of would be the purchase of my first home. It was also my very first transaction as a REALTOR®. I didn't know it at the time, but he shared that I was providing the home where I would establish my career and start my family,” he shared.

What Omar describes as “success” is an opportunity for a profession he truly enjoys while being present with his family and deeply involved with his community.

“

THE MAIN DOOR OPENED
FOR ME WAS MEETING
MY WIFE IN REAL-ESTATE
SCHOOL, LEADING ME
TO BECOME A HUSBAND
& FATHER,

...



...

Omar doesn't take the responsibilities of being a REALTOR®, father, and husband lightly. In 2008, he left his salaried job and leaped into an industry where most agents don't make it past the first three years.

He credits his success not only to his perseverance but also to those who have supported him in his journey, particularly his family and his broker, Kimberly Stephens.

The risks Omar took paid off ten-fold, as real estate fits perfectly into his professional and personal goals.

"One of the unique qualities of being a REALTOR® is fully being in charge of your own business," Omar shared. "This has given me freedom and wonderful opportunities. I may work late at night, but I can also work away from home and take vacations with my family. I've worked from Disney Land and had the chance to be present at my daughter's gymnastics recitals. I can even take a two-week destination wedding and still stay on top of running my business."

No stranger to travel, Omar has lived interesting experiences around the globe. His mother was from Puerto Rico, where Omar was born, and his father lives in Italy, where Omar spent much of his childhood. Being trilingual isn't the only good to come from his multicultural background; Omar is compassionate toward people of all backgrounds and can understand and adapt to the needs of those he meets.

“ I WANT PEOPLE TO KNOW IT IS NEVER TOO LATE TO PURSUE YOUR DREAMS OR GOALS. EVERY CHALLENGE PRESENTS A GREAT OPPORTUNITY. FIND YOUR PASSION AND LET IT DRIVE YOU.

”



“

I DON'T HAVE A PREFERRED TYPE OF CLIENT. FOR ANYONE WHO NEEDS ME, I'LL BE HERE.

”

"I don't have a preferred type of client," Omar shared, "For anyone who needs me, I'll be here."

When interacting with his clients and community, Omar treats those around him with the same compassion and interest he offers his family. As a father, he has a special place in his heart for children in need, supports the Children's Miracle Network, and is a committee member for his local Toys for Tots. On a global scale, he's invested in supporting his community through the support of the Red Cross and the World Wildlife Fund.

Despite his hard work, it's important to Omar to find joy in life outside of his career.

"I pursue many passions. I model, act, and produce music," he shared, holding up his own record and pointing to his DJ equipment. "I love traveling with my family and painting oil on canvas. I find comfort in taking on new experiences."

His interest in adventure has inspired Omar's journey thus far and drives him toward new heights.

"I want people to know it is never too late to pursue your dreams or goals," Omar stressed. "Every challenge presents a great opportunity. Find your passion and let it drive you."

Get in touch with Omar at omarscanu.com

RE/MAX
5 STAR REALTY

TOP 200 STANDINGS

Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
1	Richard	Hale	Perry Development Management	930	58	988	\$467,820,739
2	Michael	Seder	RE/MAX The Woodlands & Spring	254.5	133.5	388	\$328,336,424
3	Feras	Rachid	Opendoor Brokerage, LLC	994	16	1010	\$282,855,181
4	Patrick	McGrath	Meritage Homes Realty	836	0	836	\$281,174,054
5	Lance	Loken	Long Lake LTD	853	0	853	\$277,242,370
6	Mark	Dimas	Mark Dimas Team	712	97	809	\$234,314,348
7	Ben	Caballero	Highland Homes Realty	504	0	504	\$233,927,693
8	Jared	Turner	Turner Mangum, LLC	639.5	88.5	728	\$223,058,609
9	Mark	Dimas	Mark Dimas Properties	138	620.5	758.5	\$212,447,403
10	Ronnie	Matthews	D.R. Horton Homes	672	0	672	\$185,580,016
11	Jimmy	Franklin	eXp Realty, LLC	419.5	9	428.5	\$184,022,463
12	Jack	Lipar	LGI Homes	690	0	690	\$180,028,144
13	Adam	Olsen	eXp Realty, LLC	382	312	694	\$167,322,993
14	Andy	Flack	HomeLand Properties, Inc	278.5	18.5	297	\$166,299,984
15	Teri	Walter	K. Hovnanian of Houston II, LL	479	0	479	\$165,127,623
16	Stephen	Metarelis	Offerpad Brokerage, LLC	527	2	529	\$161,042,703
17	Laura	Sweeney	Compass RE Texas, LLC	43	18	61	\$156,225,465
18	Jared	Turner	LennarVillageBlDr-JaredTurner	507.5	2	509.5	\$154,728,047
19	Monica	Foster	eXp Realty, LLC	120.5	341.5	462	\$150,884,916
20	Beverly	Bradley	Weekley Homes	333	0	333	\$150,808,722
21	Gayla	Gayden	eXp Realty, LLC	418	37	455	\$139,303,517
22	Cheryl	Kypreos	Central Metro Realty	0	576	576	\$138,387,596
23	Lance	Loken	Keller Williams Platinum	260.5	176	436.5	\$136,163,640
24	Nicole	Freer	NICOLE FREER GROUP	213.5	111.5	325	\$132,870,129
25	Jamie	McMartin	Compass RE Texas, LLC	169	129	298	\$120,921,441
26	Sammy	Younis	RE/MAX Southwest	114	54	168	\$120,598,810
27	Tammy	Fruge	Westin Homes	253	0	253	\$120,349,574
28	Robert	Moore	Perry Development Management	207	17	224	\$114,113,390
29	Christy	Buck	Infinity Real Estate Group	164	179	343	\$112,036,766
30	Mike	Mahlstedt	Compass RE Texas, LLC	45	22	67	\$111,682,505
31	Vinod	Ramani	Urban Living	298	0	298	\$110,707,154
32	April	Maki	Gehan Homes Brokerage, LLC	305	0	305	\$107,403,607
33	Bobbie	Alexander	Alexander Properties	201	18	219	\$105,783,307

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
34	Justin	Dickey	Keller Williams Professionals	356	53	409	\$105,702,679
35	Cyndi	Kornegay	Gatehouse Properties	210	1	211	\$104,963,472
36	Diane	Kink	Keller Williams Woodlands	70.5	15	85.5	\$104,935,554
37	Daniel	Signorelli	The Signorelli Company	272	113	385	\$104,266,626
38	Patrick	Burbridge	Citiquest Properties	252.5	20.5	273	\$101,781,645
39	Kelly	Kelley	RE/MAX Leading Edge	137	48	185	\$101,043,679
40	Heidi	Dugan	Greenwood King Properties	44	21	65	\$100,515,085
41	Garrett	Bass	Opendoor Brokerage, LLC	0	358.5	358.5	\$99,915,261
42	Jimmy	Franklin	Century Communities	384	0	384	\$99,852,842
43	Lisa	Kornhauser	Compass RE Texas, LLC	45.5	16	61.5	\$99,466,039
44	Colleen	Sherlock	Greenwood King Properties	34	41	75	\$97,179,553
45	Bryan	Bass	Texas Property Traders, INC	293	0	293	\$96,528,980
46	Courtney	Robertson	Compass RE Texas, LLC Memorial	34	24	58	\$92,896,009
47	Daisy	Lopez	Move Up America	276	0	276	\$92,714,177
48	Walter	Bering	Martha Turner Sotheby's	26.5	15	41.5	\$87,591,566
49	Dee Dee	Guggenheim Howes	Compass RE Texas, LLC	25	17	42	\$87,354,400
50	David	Flory	RE/MAX Universal	173	71	244	\$84,900,356

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Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
51	Lance	Loken	Beazer Homes	240	0	240	\$81,186,335
52	Jeremy	Larkin	Keller Williams Woodlands	201	19	220	\$79,818,655
53	Jo Anne	Johnson	Compass Re Texas, LLC	75	53	128	\$79,809,033
54	Jimmy	Franklin	Pulte Homes	261	0	261	\$79,545,866
55	Matthew	Guzman	RE/MAX UNIVERSAL	227	51	278	\$78,979,622
56	Ben	Caballero	HomesUSA.com	158	0	158	\$78,158,401
57	Emily	Wang	Intown Homes	151	6	157	\$78,148,768
58	David	Houston	New Leaf Real Estate	23	32	55	\$77,560,476
59	Deborah	Bly	eXp Realty, LLC	55	171.5	226.5	\$76,955,878
60	Caroline	Bean	Compass RE Texas, LLC	25	23.5	48.5	\$76,098,998
61	Michael	Silva	Happen Houston	95.5	43.5	139	\$75,210,945
62	Ronnie	Matthews	M/I Homes	219	0	219	\$74,599,634
63	John	Prell	Creekview Realty	135	21	156	\$74,355,370
64	Sharon	Ballas	Greenwood King Properties	31	14	45	\$74,077,549
65	Margaret	Smith	Legend Home Corporation	283	0	283	\$70,999,225
66	Cathy	Blum	Greenwood King Properties	40	14	54	\$69,507,539
67	Travis	Edmunds	Coldwell Banker Realty	120	18	138	\$69,183,522
68	Beverly	Simms	Tri Pointe Homes	125	0	125	\$68,889,020
69	Jill	Smith	Compass RE Texas, LLC Memorial	79.5	93.5	173	\$68,859,892
70	Nimesh	Patel	RE/MAX Fine Properties	109	67.5	176.5	\$67,961,464
71	Audra	O'Neal	Keller Williams Realty -SW	90	59	149	\$67,828,111
72	Gary	Bisha	My Castle Realty	114	25	139	\$66,176,538
73	Michelle	Marek	Compass Re Texas, LLC	43	36	79	\$65,462,784
74	Amy	Bernstein	Bernstein Realty, Inc.	39	22	61	\$64,874,209
75	Ronnie	Matthews	RE/MAX Legends	163.5	8	171.5	\$64,048,496
76	Marnie	Greenwood	Compass RE Texas, LLC	27	21	48	\$63,600,059
77	Aaron	Jistel	Listing Spark	187	0	187	\$62,983,523
78	Beth	Ferester	CORCORAN FERESTER REALTY	36	16	52	\$62,707,663
79	Martha	Adger	Martha Turner Sotheby's	15	14	29	\$62,570,443
80	Clayton	Katz	Compass RE Texas, LLC	19	11	30	\$61,867,870
81	Julie	Santiago	LennarVillageBldr-JaredTurner	205	0	205	\$61,651,283
82	Jimmy	Simien	Simien Properties	64.5	129	193.5	\$61,319,085
83	Jay	Monroe	Martha Turner Sotheby's	21	17	38	\$60,804,490

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TOP 200 STANDINGS


Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
84	Ruthie	Porterfield	Martha Turner Sotheby's	25	14	39	\$59,863,717
85	Robbi	Flack	HomeLand Properties, Inc	87.5	27	114.5	\$59,745,800
86	Michael	Afshari	Happen Houston	40	7.5	47.5	\$59,485,135
87	Haley	Garcia	Compass Re Texas, LLC	65.5	9.5	75	\$58,746,767
88	Rachel	Conkling	Compass RE Texas, LLC	25	29.5	54.5	\$57,443,197
89	Michael	Bacon	Texas Ranch Brokers, LLC	27	5	32	\$57,004,894
90	Nancy	Lawrence	Lawrence Realty	112	16	128	\$56,786,834
91	Belinda	Wallace	LennarVillageBldr-JaredTurner	198.5	0	198.5	\$56,587,740
92	Kerrie	Laminack	LennarVillageBldr-JaredTurner	161.5	11	172.5	\$56,514,133
93	Kimberly	Harding	RE/MAX Synergy	78	59	137	\$56,405,675
94	Laura	Bonck	Nan & Company Properties	43.5	34	77.5	\$56,383,936
95	Dean	Melton	RE/MAX The Woodlands & Spring	55	35	90	\$55,644,553
96	Andrea	Curran	Compass RE Texas, LLC Memorial	33	97.5	130.5	\$55,241,143
97	Ray	Larson	RE/MAX The Woodlands & Spring	50	48	98	\$55,232,096
98	Caroline	Schlemmer	Compass RE Texas, LLC	44	26	70	\$54,946,977
99	Sarah	Conway	BHGRE Gary Greene	68	49.5	117.5	\$54,797,453
100	Sonit	Seth	eXp Realty, LLC	80.5	16	96.5	\$54,652,920

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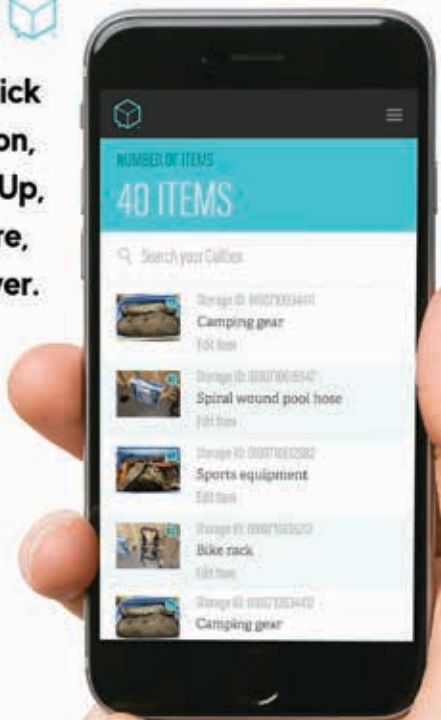
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TOP 200 STANDINGS

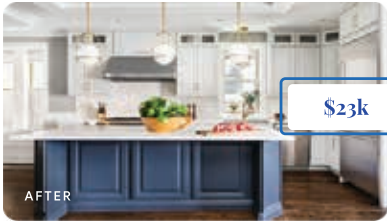
Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
101	David	Flory	Re/Max Universal	169.5	1	170.5	\$54,598,340
102	Lance	Loken	KB Home Houston	188	0	188	\$54,591,898
103	Dayna	Simmons	Dayna Simmons Real Estate	195	15	210	\$54,318,523
104	Bill	Baldwin	Boulevard Realty	33	16	49	\$54,264,790
105	Wendy	Cline	Wendy Cline Properties Group	78	33	111	\$53,845,798
106	David	Atkins	Martha Turner Sotheby's	33.5	19	52.5	\$53,627,167
107	Lizz	Sansone	RE/MAX Fine Properties	38	80	118	\$53,113,917
108	Jeffrey	Morris	RE/MAX The Woodlands & Spring	80.5	31.5	112	\$52,839,069
109	Lindi	Braddock	Coldwell Banker Properties	67	46	113	\$52,746,680
110	Honey	Dunlap	Honey & Company Realty	70	54	124	\$51,409,928
111	Cole	Watkins	eXp Realty, LLC	55	80	135	\$51,296,167
112	Katherine	Gibson	Republic Ranches, LLC	19	15	34	\$51,257,197
113	Joshua	DeShong	Myers The Home Buyers	0	205	205	\$49,926,554
114	Lisa	Baer	Martha Turner Sotheby's	16	12	28	\$49,651,317
115	Tim	Surratt	Greenwood King Properties	33	15	48	\$47,910,100
116	Jeffrey	Whitespeare	eXp Realty, LLC	13.5	172.5	186	\$47,706,515
117	Ryan	Birdsong	Birdsong Real Estate	95	61	156	\$46,376,913
118	Hedley	Karpas	Martha Turner Sotheby's	14	14	28	\$46,361,900
119	Sue	Johnson	BHGRE Gary Greene	77	16	93	\$46,220,065
120	Jamie	Bechtold	RE/MAX Signature	28	75	103	\$45,615,989
121	Moni	Bohnisch	Douglas Elliman Real Estate	17	4	21	\$45,441,650
122	Andrew	Gleason	eXp Realty, LLC	75	15	90	\$45,331,262
123	Claire	Liang	RE/MAX Fine Properties	45.5	70	115.5	\$45,206,469
124	Kasteena	Parikh	Compass RE Texas, LLC	18	8	26	\$45,038,612
125	Brian	Schweiker	RE/MAX The Woodlands & Spring	50	34	84	\$44,815,810
126	Aaron	Harris	Aaron Harris Realty	20	10	30	\$44,742,900
127	Jennifer	Bell	Re/Max Universal	124	0	124	\$44,337,462
128	Robert	Bland	Compass RE Texas, LLC	20	9	29	\$44,025,250
129	Ruben	Villarreal	RE/MAX Integrity	73.5	56	129.5	\$43,751,213
130	Allison	Yancy	Compass Re Texas, LLC	65.5	1	66.5	\$43,142,993
131	Joe	Rothchild	Keller Williams Signature	108	29	137	\$43,096,651
132	Katelyn	Day	Real Broker, LLC	47	82.5	129.5	\$42,832,916
133	Jade	Turner	Turner Mangum, LLC	152	3	155	\$42,399,211

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
134	Tammy	Bateman	Tammy Bateman Properties	39.5	14	53.5	\$42,142,155
135	Lisa	Gregory	Coldwell Banker Realty	44	15	59	\$41,994,641
136	Margaret	Vinson	Martha Turner Sotheby's	19.5	13	32.5	\$41,909,280
137	Shahin	Naghavi	Madison Fine Properties	69	16	85	\$41,711,478
138	Dana	Staples	United Country-Lake Palestine	47.5	13	60.5	\$41,266,593
139	Randy	Hodde	Hodde Real Estate Company	31.5	14	45.5	\$41,044,346
140	Matthew	Freeman	CENTURY 21 Western Realty	62	37	99	\$40,630,308
141	Lily	Jang	Keller Williams Realty - Memor	36	28	64	\$40,017,733
142	Cathy	Stubbs	Keller Williams Realty -SW	49	30	79	\$39,854,212
143	Lisa	Mayer	Round Top Real Estate	45	5	50	\$39,783,496
144	Ellisa	Carswell	Carswell Real Estate Co. Inc.	42	16	58	\$39,618,822
145	Melaine	Anderson	Texas Coastal Realty	25.5	17	42.5	\$39,523,000
146	Mel	Reyna	The Reyna Realty Group	41	27	68	\$39,451,598
147	Alex	Rezende	AroundTown Properties Inc	83.5	29	112.5	\$39,411,549
148	Gary	Holub	Holub Real Estate, LLC	61	45	106	\$39,288,390
149	Meaghan	Arceneaux	Mega Realty	77	77	154	\$39,208,256
150	Michelle	Hinton	Compass RE Texas, LLC Memorial	47.5	13	60.5	\$39,056,962

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
151	Nancy	Perry	Navasota Realty	77	30	107	\$38,845,555
152	Amanda	Anhorn	Greenwood King Properties	41	17	58	\$38,702,700
153	Suzan	Zachariah	The Local Agents Real Estate	95	25	120	\$38,558,840
154	Tammi	Freund	Compass RE Texas, LLC	51	98	149	\$38,452,058
155	Tammie	Bell	TBT Real Estate	92	53	145	\$38,404,273
156	Amy	Lippincott	Keller Williams Platinum	55	34	89	\$38,365,010
157	Alan	Stanfield	Stanfield Properties	55	42	97	\$38,297,161
158	Virginia	Andrews Jackson	New Leaf Real Estate	22	12	34	\$38,233,143
159	Lisa	Flores	RE/MAX Grand	99	27.5	126.5	\$37,776,484
160	Philip	Alter	Martha Turner Sotheby's	23.5	16	39.5	\$37,695,525
161	Ryan	Kutter	Connect Realty	59	46	105	\$37,389,007
162	Blake	Vincent	Dux Realty, LLC	41	13	54	\$37,361,696
163	Kathy	Garrison	Real Living Karapasha Realty	39	32	71	\$37,304,921
164	Cari	Goeke	Compass RE Texas, LLC	47	24	71	\$37,259,373
165	Bonnie	Laughlin	Greenwood King Properties	22	13	35	\$37,219,436
166	Brian	Spack	Martha Turner Sotheby's	20	11	31	\$37,114,832
167	Jennifer	Zweiacker	Zweiacker & Associates	88	6	94	\$36,990,988
168	Carol	Rowley	Compass RE Texas, LLC	12	23	35	\$36,376,099
169	Kellie	Geitner	Martha Turner Sotheby's	15.5	6	21.5	\$36,194,620
170	Stephanie	Finch	Compass RE Texas, LLC	44.5	27	71.5	\$36,089,778
171	Stephen	Warrell	Martha Turner Sotheby's	34	21	55	\$35,876,098
172	Karen	Harberg	Compass RE Texas, LLC	22	10	32	\$35,837,388
173	Thao	Nguyen	eXp Realty, LLC	16	111	127	\$35,807,185
174	Michael	Callihan	Riverway Properties	47	17	64	\$35,766,005
175	Sissy	Lappin	Lappin Properties	14	9	23	\$35,612,351
176	Wenjie	Wang	Sunet Group	18	66	84	\$35,486,931
177	Rene	Sorola	Keller Williams Metropolitan	68.5	17	85.5	\$35,465,674
178	Kuen	Wong	Keller Williams Metropolitan	39	58	97	\$35,439,849
179	Geoffrey	Markham	Markham Realty, Inc.	17.5	6	23.5	\$35,411,987
180	Christopher	Boyles	CB Realty	44.5	31	75.5	\$35,389,871
181	Linda	Riddle	Team Riddle Realty	51.5	12	63.5	\$35,370,027
182	Caroline	Harrison	Compass RE Texas, LLC	19	18.5	37.5	\$35,244,547
183	Kim	Fazzino	RE/MAX Associates Northeast	57.5	11	68.5	\$34,872,607

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TOP 200 STANDINGS

Teams and Individuals Closed Date from Dec. 1, 2020, to Nov. 30, 2021

Rank	First Name	Last Name	Office Name	List	Sold	Total Transactions	Total Volume
184	Gregory	Hoffart	Top Guns Realty on Lake Conroe	28	16	44	\$34,479,997
185	Holley	Madden	Compass RE Texas, LLC Memorial	23.5	22	45.5	\$34,370,070
186	Kimberly	Whaley	Compass RE Texas, LLC Memorial	17	7	24	\$34,354,575
187	Natalie	Garza	Nan & Company Properties	79	12	91	\$33,913,200
188	Hai	Huynh	Keller Williams Signature	31.5	79.5	111	\$33,609,082
189	Michele	Harmon	RE/MAX Universal	42	42.5	84.5	\$33,515,431
190	Rhonda	Berry-Pohlman	Keller Williams Premier Realty	45.5	16	61.5	\$33,486,094
191	Rob	Adams	Rob Adams Properties, Inc.	10	15	25	\$33,444,000
192	Mark	Bonning	Bonning Real Estate	19	11	30	\$33,405,320
193	Michael	Roller	Roller Realty	41.5	17.5	59	\$33,237,887
194	Misty	Meredith	Douglas Elliman Real Estate	9	4	13	\$32,953,500
195	James	Monk	J. Frank Monk Real Estate	22	16	38	\$32,826,539
196	Claudia	Hellmund	Keller Williams Realty - Memor	24	8	32	\$32,773,120
197	Cindy	Burns	Martha Turner Sotheby's	12	11	23	\$32,621,489
198	Connie	Santiago	BHGRE Gary Greene	20	39.5	59.5	\$32,331,704
199	Maelia	Davis	Re/Max Property Group	34	30.5	64.5	\$32,183,270
200	Kristin	Tillman	Greenwood King Properties	17	22	39	\$32,144,469

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