

**INSIDE: AN EXCLUSIVE GUIDE
TO REAL ESTATE**

50 R PLATINUM TOP 50

SAN ANTONIO

**MEET AWARD-WINNING REAL ESTATE
AGENTS IN THE SAN ANTONIO METRO AREA**

2020

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- Lincoln Center Office – 7800 IH 10 West, Suite 100, San Antonio, TX 78230 | (210) 237-4600
- New Braunfels Office – 417 West San Antonio Street, New Braunfels, TX 78130 | (830) 629-8100
- Schertz Office – 4917 FM 3009, Schertz, TX 78154 | (210) 651-4171
- Stone Oak Office – 18615 Tuscany Stone, Suite 150, San Antonio, TX 78258 | (210) 237-4640



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50 PLATINUM TOP 50

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WELCOME



Creating meaningful connections in real estate. That's what we do.

How do we do it? By annually recognizing the top residential agents for their achievements in sales, service and leadership. Why? Because we believe you deserve to be represented by the best.

Let's be honest; today, most home searches start online. With criteria set to search your desired location and price point, you can spend hours, if not days, drowning in a sea of listings. But no matter how digital technology revolutionizes the industry, real estate will always be a personal business.

The agents featured in this directory are some of the most accomplished residential agents in San Antonio, Boerne, New Braunfels and the surrounding areas.

I encourage you to explore the agent profiles. Find a few that stand out. Connect with them. Ask questions. They know this city, and they live and breathe real estate. I know they are ready to navigate the home buying and selling process with you.

Happy house hunting!

Warmly,
Amber Thomas
Platinum Top 50 President/CEO

PT50 BY THE NUMBERS

The REALTORS® recognized in the annual PT50 recognition program represent the ultimate in the pursuit of excellence in their career and beyond. This snapshot highlights achievements inclusive of the entire 2020 PT50 class.

- 175 Semi-Finalists
- 15 Centurions (five-time consecutive winners with highest price per unit sold)
- 50 Winners
- 110 Finalists
- 58 Brokerages with at least one PT50 award-winning agent
- 54 PT50 agents who hold the MRP, Military Relocation Specialist designation
- 77 PT50 agents who are certified as ABR, Accredited Buyer's Representatives
- 30 PT50 agents who are licensed brokers
- 1,090 Unique charities, community organizations, and philanthropic events that received volunteer or financial support from PT50 agents



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NEW BRAUNFELS
ALAMO HEIGHTS**

SAN ANTONIO BUSINESS JOURNAL'S



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2015, 2016, 2017, 2018 & 2019



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TOAST OF THE TEXAS MARKET

SAN ANTONIO HOME SALES CONTINUES TO SURGE, BUT PRICES REMAIN THE ENVY OF THE STATE.

Compared to Texas' other major metropolitan areas, San Antonio remains the best value in the state, according to Kimberly Bragman, a member of the national and Texas Associations of Realtors and the director of the San Antonio Board of Realtors (SABOR).

"In contrast to Houston, Dallas, and Austin—San Antonio is a bargain," Bragman says. "But it's not just lower home prices that's enticing new residents: San Antonio has great school districts and our transportation situation is friendlier. Not throwing shade on Houston or Austin, but the traffic is a challenge there. The city and county government here is working very hard to make sure that we are keeping up with the transportation demands considering that we're expected to grow by another million-plus people between now and 2040."

By all metrics, San Antonio has a robust real estate market, with local realtors selling over 34,000 homes in 2019—an increase of 7 percent from the year prior. Much of that movement can be seen inside Loop 410, with downtown's booming tech industry drawing in residents looking to move closer to work. But throughout the city, average (\$270,000) and median (\$233,800) home sale prices increased by 4 percent between 2018 and 2019, a great sign for prospective sellers. But Bragman cautions that buyers shouldn't be deterred, with San Antonio offering a wide range of prices to explore.

"To navigate the market, the best thing you can do is get with the right Realtor to guide you through the process," Bragman says. "Also, get pre-approved from a lender so that you can show sellers that you're qualified and ready to make a purchase. That goes a long way, as everyone wants to work with someone that has the capacity to move forward quickly."

TOP TEXAS COUNTIES

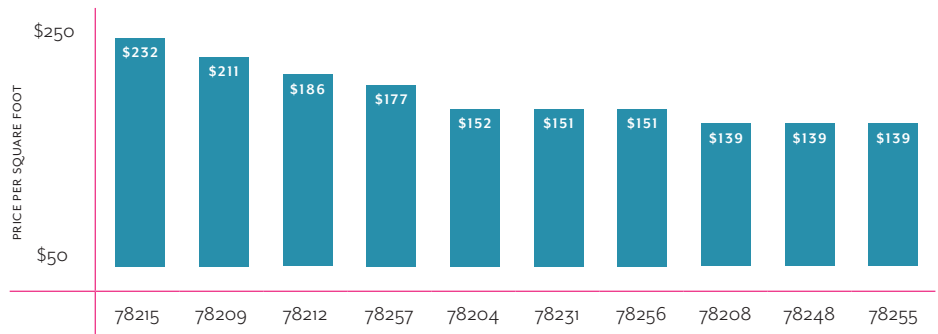
Bexar County (San Antonio)
Average Sales Price: **\$255,866**
Median Sales Price: **\$221,000**

Travis County (Austin)
Average Sales Price: **\$484,001**
Median Sales Price: **\$372,000**

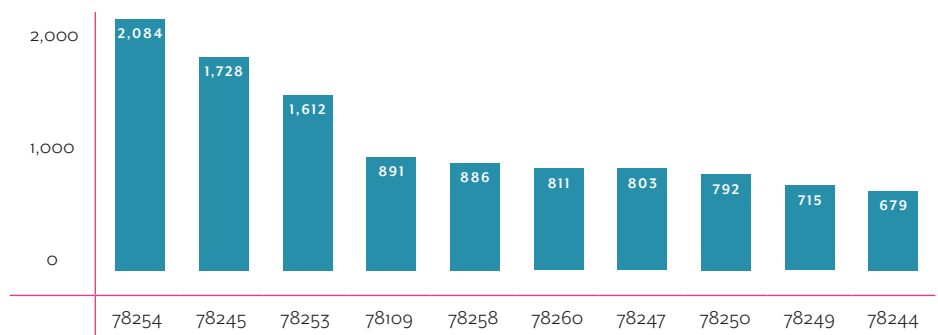
Harris County (Houston)
Average Sales Price: **\$318,228**
Median Sales Price: **\$233,490**

Dallas County (Dallas)
Average Sales Price: **\$367,795**
Median Sales Price: **\$250,000**

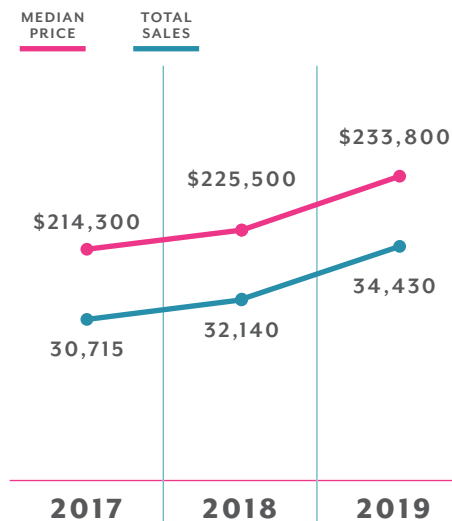
TOP 10 MOST EXPENSIVE ZIP CODES IN 2019



TOP 10 SELLING ZIP CODES IN 2019 BY UNIT SALES

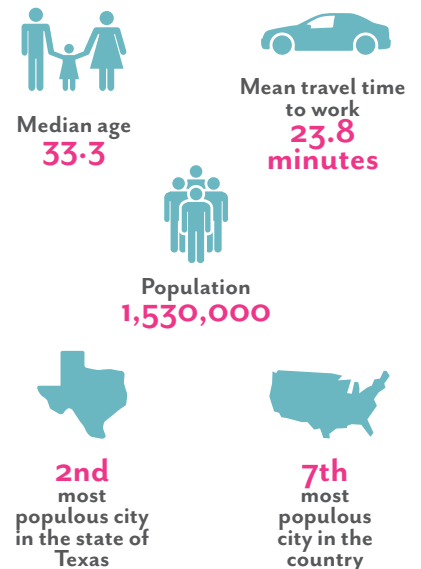


SAN ANTONIO HOME SALES



SOURCES: SAN ANTONIO BOARD OF REALTORS, U.S. CENSUS BUREAU, WALLET HUB, SAN ANTONIO ECONOMIC DEVELOPMENT FOUNDATION

SATX - BY THE NUMBERS





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JOHELEEN CLARK
FINALIST



KAREN NOLAN
FINALIST



KATHLEEN O'SHEA
FINALIST



MIGUEL HERRERA
FINALIST



RHONDA HOWERTON
FINALIST



SUSAN BRAND
FINALIST



TRUDY SCOTT
FINALIST

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San Marcos 512-214-6600 | Fredericksburg Market 830-997-5550 | Global Luxury 210-483-5700

BEST OF THE BEST

GET TO KNOW PLATINUM TOP 50 SPECIAL CATEGORY
AWARD WINNERS AND STANDOUTS.



JO ANN GONZALES
INDEPENDENCE TITLE
TRAINER OF THE YEAR

Growing up in San Antonio, Jo Ann Gonzales found her passion for real estate while driving around neighborhoods with her dad as he searched for potential investment properties.

She earned her real estate license as a new college grad, but after more than a decade as an agent realized she wanted a job with more standardized hours before she and her husband started their family. "I never knew how to turn real estate off," she says.

She returned to school and earned a master's in education, taking a position as a third-grade teacher in San Antonio ISD with the goal of eventually moving into district communications.

Gonzales loved working with students, but says the job was not for her in the long-term. She missed real estate. So, when she saw an opening for an education specialist at Independence Title, she inquired immediately. "The job posting didn't do it justice. This job is heaven-sent," she says. "I'm able to merge my loves of real estate and teaching."

Two years in, Gonzales now teaches around three classes per day for agents and brokers as well as meeting with agents one-on-one to address their personal business goals. Courses cover everything from property taxes and legal updates to marketing and social media. "I have found my passion and my purpose," Gonzales says.



CRAIG OWEN
KELLER WILLIAMS HERITAGE
EXECUTIVE OF THE YEAR

As the operating principle at Keller Williams Heritage | Keller Williams Realty, Craig Owen knows creating an environment where staff and real estate agents feel valued requires more than just saying he cares.

"We believe in servant leadership," says Owen, who started with Keller Williams as an agent in 1996 and says that he and other leaders work to be there for agents whether they have questions about a sale or are dealing with the everyday issues of life. "(Keller Williams) has the makings and feel of a true family at work."

To that end, Keller Williams has an internal charity

that raises funds to support agents when unexpected needs arise, whether medical or otherwise. Owen says the company also invests heavily in training, coaching and mentorship to ensure that agents are well-equipped to handle any client needs.

It's a model he's watched grow and one he knows works just by looking at his office's own agents. In San Antonio, 81 agents have spent a decade or more at Keller Williams while another 34 have celebrated 15 years and an additional 15 have been with the company over 20 years. "That's what I'm most proud of," Owen says.



KIMBERLY HOWELL
KIMBERLY HOWELL
PROPERTIES
CAREER ACHIEVEMENT

Kimberly Howell like to think of her clients as family, which means if they have a question at 10:30 p.m., she’s more than willing to pick up the phone.

“I’m a 24/7 agent,” she says. “When you’re working with me, I’m going to be available nights or weekends, because I genuinely adopt my clients as family.”

Owner of Kimberly Howell Properties, Howell has more than 40 years in the business and her office now includes over 70 agents who Howell works with and mentors, all while still managing her own client roster. It’s a business Howell says she can’t imagine life without, but it wasn’t the place she initially pictured herself.

After growing up around the industry through her father’s home building business, Howell wanted to

pursue something different and earned a business degree in accounting with an emphasis on business data systems. Her first job was with Southwest Research Institute. “I was a programmer and I absolutely hated it. It was not a good fit for me,” Howell says. “I got back into real estate.”

It was there that Howell found her “true love,” working with clients on what she knows is often their most important purchase. “There is no right or wrong way to do this business. You just have to find the way that fits your personality,” she says, adding that as a people person, she wants to make clients feel comfortable about every step in the buying or selling process. “You tend to be successful when you find a style that is an extension of you.”



KRISTEN SMITH
RE/MAX SIGNATURE
NEWCOMER OF THE YEAR

With 23 years of service in the Air Force and 10 moves during her military career, Kristen Smith knows what her clients are experiencing when they call looking for a home after learning of a transfer to Joint Base San Antonio.

“I know how stressful it is to move constantly, especially with kids and having to look for a new house while finishing your job at your current station,” she says.

The Re/Max real estate agent who got into the industry in 2017 after retiring from the military works to ease the strain, providing clients information about school districts, neighborhoods, commute times and home financing options.

Having retired as a senior master sergeant, Smith received training in leadership, strategy and negotiation that she says have carried over into her new role. When she’s listing a home, for example, she always adds it to the market on Thursday or Friday so that she’ll have two weekends of showings during the home’s first 10 days on the market. In negotiating sales contracts, she knows how to keep her client’s long-term goals in mind. “The military taught me to look at the big picture and find those strategies to help my clients,” she says, adding that it’s her ability to take care of and educate clients that drew her to the industry. “You have to work hard, have discipline and stick to a schedule.”



LEGACY MUTUAL MORTGAGE
KELLER WILLIAMS HERITAGE
PARTNER OF THE YEAR

When real estate agents refer homebuyers to Legacy Mutual Mortgage, they know they’ll be taken care of by someone in San Antonio.

“We live in a world of everything being online so oftentimes, your loan is serviced or even underwritten in another country,” says Legacy’s national marketing director Jenny Naglemueller. “Here, you’re talking to someone in San Antonio.”

Founded in 2003 by Dan Diepenhorst, Legacy Mutual Mortgage prides itself on mirroring the best parts of the Alamo City—it offers the services of a large company with the personal touch of a small-town

operation. “The clients are communicated with, the right steps are happening and the deal will close on time,” says Legacy’s chief recruiting officer Damian Squires, explaining that agents don’t have to babysit a deal when their clients are with Legacy.

That approach has allowed the company to grow to offices in Houston, Dallas, Boerne, New Braunfels, Nashville and Golden, Colorado, but its corporate offices where underwriters, funders and others process loans remains in North San Antonio.

In 2019, it had a record year, serving 520 families and recording \$1.4 billion in closings. Its goal for 2020: \$1.5 billion.

ASK THE EXPERTS

PLATINUM TOP 50 REALTORS ANSWER BUYERS AND SELLERS' FAQs.

When is the best time to buy or sell?

"San Antonio has a variety of different sectors influencing real estate, including the military, the biomedical field, large corporate headquarters and major public and private universities. With this diversity, there are buyers and sellers in every season." — *Carole Tubbesing, Phyllis Browning Company*

"It's a good time to sell because there is a shortage of inventory so you will get list or close to list price in this market. It's a good time to buy because interest rates remain low and thus your buying power is higher." — *Douglas Curtis, The Curtis Team – Keller Williams*

How do I prepare my home for the market?

"We are finding that buyers want properties that are move-in ready. So if you have carpet that needs to be replaced or non-neutral paint colors on the wall, we recommend taking care of those items. Enhancing curb appeal can go a long way and can be as simple as trimming trees/bushes and adding fresh mulch. Having the windows cleaned can have an amazing effect on brightening up the property. The number one action we recommend is taking care of any deferred maintenance on the property. Give the buyer what they want!" — *Marisa Jackson Team, Phyllis Browning Company*

"Position yourself to sell when you are new to the market by matching your price and condition as perfectly as possible. What you do to prepare the look, feel and overall presentation of your property before entering the market is more important in the selling process than anything we do after it's on the market." — *Danyelle Daniel, Keller Williams Heritage*

Do I need a Realtor if I'm planning to buy a new construction home?

"Yes! As a Realtor our job is to guide you, protect you and help you navigate the entire home buying process. The sales rep is working for the builder and you have the right to hire your own Realtor to help you through the entire process whether you are building from the ground up or if you are purchasing a builders spec home." — *Erika Chapa, Keller Williams Heritage*

What is the option period?

"In Texas, when an offer is submitted, we also pay for an option period. This is usually 10 days that give us the opportunity to do our due diligence. We hire a home inspector and a termite inspector, at the minimum, to be sure the house is in good repair. If not, we can ask for repairs from the seller or funds to repair things on our own or back out of the contract. If we back out, the earnest money is returned, as long as we are within the option period." — *Mark Dreves, GRI, SRS, MDiv., Century 21, Scott Myers, REALTORS®*

Can I buy a house if I don't have 20% to put down?

"Our active duty and military veterans can qualify for 0% down VA loans, people buying in areas outside city limits could qualify for 0% USDA loans, and many people can get 3.5% down FHA loans or 3-5% down Conventional loans. There are many options!" — *Danny Charbel, Keller Williams City View*

Why should we use a Realtor and not sell to an investor company or by owner?

"The benefits of selling or buying a home with a Realtor are many. One of the most important ones is that you have representation, someone looking for your best interest." — *Rossana Correa, Keller Williams City View*



PLATINUM TOP 50 CENTURION WINNER 2014 - PRESENT

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THE NEW SAN ANTONIO

AS THE CITY EXPANDS, NEIGHBORHOODS ARE RAPIDLY DEVELOPING TO MEET DEMAND OUTSIDE THE URBAN CORE. THESE ARE A FEW NEW COMMUNITIES AWAY FROM THE BUSTLE OF DOWNTOWN THAT PLATINUM TOP 50 HAS ITS EYES ON.



1

Madera at Cibolo Canyons
24723 Resort Pkwy., San Antonio, TX 78261
cibolocanyons.com

2

Esperanza
601 Esperanza Blvd., Boerne, TX 78006
myesperanza.com

3

Fronterra at Westpointe
Cottonwood Way and Wiseman Blvd., San Antonio, TX 78253
fronterraatwestpointe.com

4

Homestead
5853 Homestead Pkwy., Schertz, TX, 78108
livehomesteadtx.com

5

Prescott Oaks
9819 Dak Ave., San Antonio, TX 78254
meritagehomes.com/state/tx/san-antonio

6

Sienna
2527 Verona Way San Antonio, TX 78259
meritagehomes.com/state/tx/san-antonio

7

Cantera Manor
17906 Cantera Vista, San Antonio, TX 78256
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R TOP 50

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Cindy Bachicha

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cbachicha@kw.com

My reputation is built on a commitment to providing unparalleled service, integrity and personal attention.



Cory Bakke

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I bring a lifelong knowledge of SA and 29 years of experience to you. I deliver unmatched service and results to all.



Jason Barth

RE/MAX River Cities
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It's so much more than just buying and selling homes, it's a family's dream, and *that* should remain the focus.—Jason



Carmen Bean

Carmen Bean Realty
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Ranked #1 Single Residential Realtor in San Antonio for 2017 and 2018. They call me "the house whisperer."



Lulu Bishop

Keller Williams City View
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With over 25 years experience in the home building and real estate industry, I'm committed to exceeding expectations while providing stellar service in all areas of real estate.



Trent Boarnet

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I have been helping families buy and sell homes in San Antonio since 2007. Repeat and referral business is the lifeblood of my business.



Josh Boggs

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"Have you ever wondered if there was more to life, other than being really, really, ridiculously good at real estate?" lol; complete the look now with a close quote from the movie. :)



Corie Boldt

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High energy power broker/owner. A native San Antonian with over 15 years real estate experience in the local market.



Susan Brand

Coldwell Banker, D'Ann Harper, REALTORS®
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The best Brand in real estate! Top producer for the past six years and committed to providing my clients the best.



Craig Browning

Phyllis Browning Company
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Ginger Browning

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Gina Candelario

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Sheba Chambers-Ramos

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I take pride in navigating my clients and offering superior service in the real estate arena. It gives me so much joy.



Erika Chapa

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We are committed to providing the highest level of service and promise to always do the right thing for our clients.



Danny Charbel

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Always doing good work for good people is what has built and helped grow my business.



Patricia Chavez
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Patricia is bilingual in Spanish and specializes in commercial, residential and military relocation properties.



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Work hard.



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Honesty, professionalism and experience! I love serving others and achieving my clients' goals.



JoHelen Clark
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My clients' needs and best interests are at the heart of everything I do.



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Our goal: exceed your expectations in the real estate buying/selling process, providing expertise and value every step.



Cathy Cole
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I am truly honored to be among San Antonio's elite real estate professionals. To my clients and my community. Thank you!



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My team's mission is to achieve our clients' goals while exceeding their expectations—integrity, commitment, results.



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Serving my clients and community are my greatest passion. Client experience is my ultimate goal.



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Home is the starting place of love, hope and dreams. I am very fortunate to help families start this place called "home."



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Measured, detail-oriented and efficient. My knowledge of the industry and marketplace is second-to-none.



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Consistently one of the top luxury brokers in SA. Terrible dancer. Queso enthusiast. Does his own stunts.



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I work with my clients as a team to find creative solutions to their real estate needs.



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So very honored to assist every client that comes my way. Blessed to do what I love. I will treat your money like my own.



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Broker/owner who believes everyone should "love where you live." I will be your advocate for all things real estate!



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Being a Realtor is not a job. As an inactive Catholic priest, being a Realtor is about serving the needs of my clients.



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Ready to earn your trust and your business.
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Building trust, delivering excellent customer service and working with integrity are primary focuses in building relationships with clients.



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A real estate advocate building relationships one client at a time.



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Military veteran with integrity and a strong work ethic who is dedicated to serving his clients in all their real estate needs.



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Our military spouse and veteran-run team helps military families PCS better!



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Selling real estate is more than just a career, it's my passion. I love helping buyers and sellers achieve their goals.



Traci Garvens, GRI

Exquisite Properties LLC
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traci@exquisitesa.com

It's not everyday someone gets to do what they love! I am passionate about people and making their dreams come true!



Judy Goldick

Regal Realty
210-577-9748
judygoldick@gmail.com

Broker/owner. My passion is helping veterans own a piece of this country they helped defend. #oneveteranatatime



Denise Graves

SA Portfolio Real Estate KW
210-260-2176
denise@thegravesgroup.com

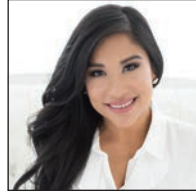
Denise believes that everyone deserves to live life luxuriously. Her expertise will help you find your dream home!



Tom Guajardo

Tom Guajardo Real Estate
210-601-4535
tom@tomguajardo.com

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Lisa Guzman

eXp Realty
210-782-7244
guzman@exp Realty.com

As a fourth-generation resident of San Antonio, there are a few agents who are as familiar with our real estate climate as I am. Lisa.



Cathy Heshmat

Keller Williams Heritage
210-336-3669
cathy@cathyheshmat.com

A team whose mission includes honesty, integrity, tenacity and perseverance for all clients.



Laura Berg Hodge

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Ruth Horace

Keller Williams Legacy
210-744-7884
ruth@ruthhorace.com

Ruth has over 17 years of residential real estate experience in the San Antonio and surrounding areas.



Kimberly Howell

Kimberly Howell Properties
210-861-0188
kimberly@kimberlyhowell.com

Reputation is everything, so I keep this as the driving force behind all that I do.



Marisa Jackson Team

Phyllis Browning Company
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Amy Knight

Kuper Sotheby's International Realty
512-633-1909
amy.knight@kupersir.com

I love what I do! Texas born and Texas raised, I love the adventure of finding my wonderful clients their new home!



Amy Kolb

Keller Williams City View
210-860-0668
amy@amykolb.net

Understanding and exceeding your needs is my expertise. Over 20 years of experience. It's not about real estate, it's about building relationships.



Jennifer Kubenka

Keller Williams - New Braunfels
830-837-8010
jenniferkubenka@gmail.com

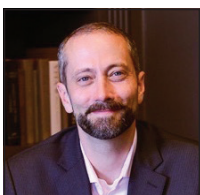
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Gail Lamb

Keller Williams Heritage
210-872-0644
gailambse@sells@gmail.com

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Mark Lemmons

Mark Lemmons Group of eXp Realty
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Debra Maltz

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Lana Marinin

Independent Broker
210-900-0600
s.marynina@gmail.com

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A. David Marne

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david@halfpriced.com

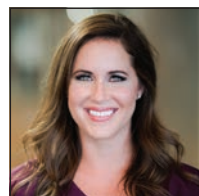
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Jason Martin

Keller Williams Heritage
210-544-9853
MartinGroupHomes@gmail.com

I pride myself on giving excellent service to all of my clients.



Amelita Mauzé

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Cynthia McGee

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Chad Nall

Suburban Spaces
210-262-1808
chad@suburbanspaces.com

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Lissa Navarro

Realty Executives of San Antonio
210-274-5638
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Pamela Neel

Keller Williams - City View
210-861-7350, pamelaneelrealtor@yahoo.com

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Misty Niemeyer

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210-831-8243
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My passion for real estate shows in my work ethic. I treat everyone like family and focus on lifetime relationships.



Kathleen O'Shea

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My goals for each client is to listen to their needs, exceed their expectations, and maintain confidentiality.



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My focus is on client satisfaction, exceeding expectations and relationship building.



Viki Melton

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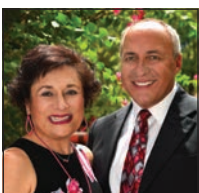
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Sonia J. Perez-Olivares

Excel Group, Keller Williams City View
210-363-3784
sonia@excelgroupkw.com

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Dana Phillips

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danaphillipsrealtor@outlook.com

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257matthew@gmail.com

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Kathy Ripps

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kathy.ripps@kupersir.com

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Phyllis Browning Company
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Christy Rupp

RE/MAX North San Antonio
210-422-6486
christyrupp@remax.net

I'm grateful for all the amazing people I meet and clients I have had the pleasure of helping make the right decisions!



Terri Saari

Kristalli Real Estate, LLC
210-887-3477
terri@kristallirealestate.com

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Robert Saenz

Xsellece Realty
210-535-2607
robert@sa-broker.com

I specialize in residential sales, investment properties and property management.



Leticia Sanders

Red Door Realty
210-279-5279
leticia@reddoorrealtysa.com

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Robin Saunders

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Dayton Schrader

The Schrader Group
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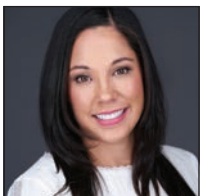
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Debbie Snelling

Keller Williams Heritage
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Carmen Soto

Vivid Realty
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carmensotorealtor@gmail.com

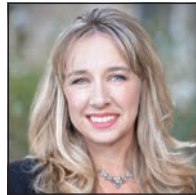
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Katy Stephens

Phyllis Browning Company
210-710-0715, kstephens@phyllisbrowning.com

Certified residential specialist, Platinum Top 50 Winner 2020, *San Antonio Business Journal* Top 25 in 2017. Follow me: @heartandhomerealtor



Tiffany Stevens

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tstevens@phyllisbrowning.com

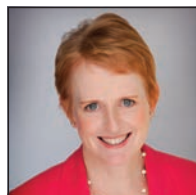
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Carole Tubbesing

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210-771-0828
ctubbesing@phyllisbrowning.com

Realtor/attorney, I strive to make the buying and selling experience as efficient and stress free as possible.



Charley Wasson

Laughy Hilger Group, LLC
210-478-8555
charleywasson@gmail.com

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1.



2.



3.



4.



5.

- 1. Comedy for a Cause
- 2. 15x30 Education
- 3. Day of Service at Haven for Hope
- 4. Comedy for a Cause
- 5. Comedy for a Cause



- 6. Top 500 Social
- 7. 2020 Awards Ceremony
- 8. Top 500 Social
- 9. Top Producer Roundtable
- 10. Day of Service
- 11. 2020 Awards Ceremony



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