

Where did you grow up? I grew up in upstate New York in the Finger Lakes region. It is so much more beautiful there than most imagine! A highlight are the 5 finger-shaped lakes that give the region its name. The lakes are deep...up to 400ft, created and carved by the glaciers.

How long have you lived in the area? We have lived in Westlake for 30 years.

Tell us about your family. My husband and I moved to Austin in 1990. Shelby is a board-certified orthopedic surgeon specialized in hip and knee replacement. We have 3 kids who grew up in Austin and graduated from Westlake HS. Kim is married and lives in San Antonio, works for Google and has two kids. Hank is a real estate broker in Aspen Colorado with Sotheby's. Scott just got his MBA at Acton School of Business and works in commercial real estate in Austin. We love to travel to

Colorado as a family for skiing in the winter and heat relief in the summer. My husband and I are on the Lady Bird Lake hike and bike trail daily.

Tell us about the events that led up to where you are now. I went to undergraduate and graduate school in the Northeast. After graduating from Yale with a Master's in Public Health, I worked as a hospital administrator in various parts of the Northeast. We moved frequently due to my husband's obligations to the Air Force as well to accommodate his medical training, and I took time off to raise our family. However, with each move I always welcomed the process of selling and buying real estate and the adventure of moving to a new home and community. Once my kids were grown and I was ready to re-purpose myself, I naturally gravitated to real estate. It is a good fit for my result-oriented personality, my organizational skills and my networking abilities.

What is your business and how/why did you start your business? I am a real estate broker with Compass Real Estate. I started by getting my real estate and broker's license and worked at a luxury boutique brokerage for 10 years before moving to Compass this year.

What is unique about your business? As a real estate agent, my success is my client's success. Above all, I am focused, dedicated, and work tirelessly to get exceptional results for each and every one of my clients. And, as part of the Compass team I have the support of innovative, proprietary technology tools and resources, which allow me to optimize the client experience and achieve desired results. Compass Concierge is a truly unique resource available to my clients. This is a service Compass offers to cover the upfront cost of home improvement projects. It's designed to increase the value of the seller's home and the

speed of the sale. It's a completely free loan, paid back at close – no interest, and no hidden fees. 'Compass Cares' is another distinctive program of Compass in which a portion of every closed transaction is donated to a charity of choice.

Given your business expertise and the nature of what you do, what advice can you offer to the residents? The best decisions are made if you don't feel pressure to buy or sell. Plan ahead to allow yourself more versatility in your decisions.

What else should we know about you, your family, or your business? After 30 years in Westlake, I have a well-rounded understanding of the Westlake community. We currently live on Lake Austin. Prior to this, we lived in several other Westlake neighborhoods including Rob Roy, Davenport and Lost Creek. As a 20 year Lake Austin resident, with a decade of experience in luxury real estate, my expertise and resources are perfectly suited to waterfront and Westlake real estate.

Beth Carter,

sponsor spotlight
Beth Carter
Broker Associate, Compass RE

