

▶▶ real producer rising star



ERIN JONES

KEEPING UP WITH THE JONESES



Erin Jones has the reputation of being able to do it all. She is known as a realtor with energy, enthusiasm and obviously has a gift for building business and creating investment opportunities.

Erin Jones was born in California but jokes that she could not have gotten to Austin fast enough. She ended up in Texas by accident but knew after spending a very short amount of time in Austin that it was the kind of place she could stay. "Austin makes you feel welcome from the moment you get here... Austin makes you feel like you are home," she said with a smile. Shortly after deciding to permanently move here, Erin convinced her then boyfriend, now husband, to move from the United Kingdom to join her. As a couple, they then started an amazing adventure that would lead them to several successful businesses, the owning and managing of six Airbnb properties, and even a spot on a major network in the Home and Garden category.

Shortly after moving to Austin, Erin began looking into the real estate business and discovered that it might be a perfect fit for her. "I quickly realized that real estate was where I wanted to use

all my years of business experience, my business degree, and my customer service background. I could combine them all in one, which real estate was perfect for that." Erin said reminiscing about the beginnings of her successful career.

Erin first became involved in the investment side of the real estate business. She started out mainly wanting to flip houses but soon realized that she should get her real estate license because that would give her the opportunity to help people looking for various opportunities selling properties. Once becoming both a buyer and sellers' agent, her business took off quickly. She has now been officially in the business for four years, three of those years working for JGoodwin, REALTORS. She enjoys her job and feels like they are the perfect midsize company to work for.

Aside from real estate, Erin and her husband, Paul, are involved in various other pursuits. Paul Jones started a company called the Tiny Builder with the intention of building tiny homes. He also owns and manages a construction company that works closely with Erin, flipping houses. His construction team runs the flips, and Erin does all of the design work. Last year, Erin and

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Paul Jones were discovered by a producer and could potentially end up on their own TV show. "My life will change drastically if we get this show, obviously, so I will focus heavily on my own business, finding properties, managing flips, doing the designing and then listing the properties on the other side. So my life could change; right now I was mostly Realtor-centric, and I would then

become more investment-centric if the show takes off," Erin says about her new career possibilities.

Even though primarily focused on real estate, Erin Jones is not new to the investment side of the business. The couple has invested in three properties that they own and manage themselves. One of the properties serves as a rental investment. Another is in South Austin and is made up of five cottages that they run as an Airbnb. The Joneses have an excellent reputation on Airbnb, and Erin jokes that they are super hosts. She stockpiles the fridge with Austin favorites and has a knack for knowing what visitors really want while on vacation. The final property that they purchased is in Jonestown, TX, outside of Austin. She always wanted to own property in Jonestown because of the name and jokes that one day either she or Paul will become the mayor. The property in Jonestown is often used as an Airbnb as well, leaving the couple to manage and maintain six Airbnb properties on the side.

The Joneses look forward to continuing investing in properties, building container homes, building up their real estate and construction companies, and starting on their very own show. Erin and Paul are truly a power couple. It really will be a challenge keeping up with these Joneses.

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