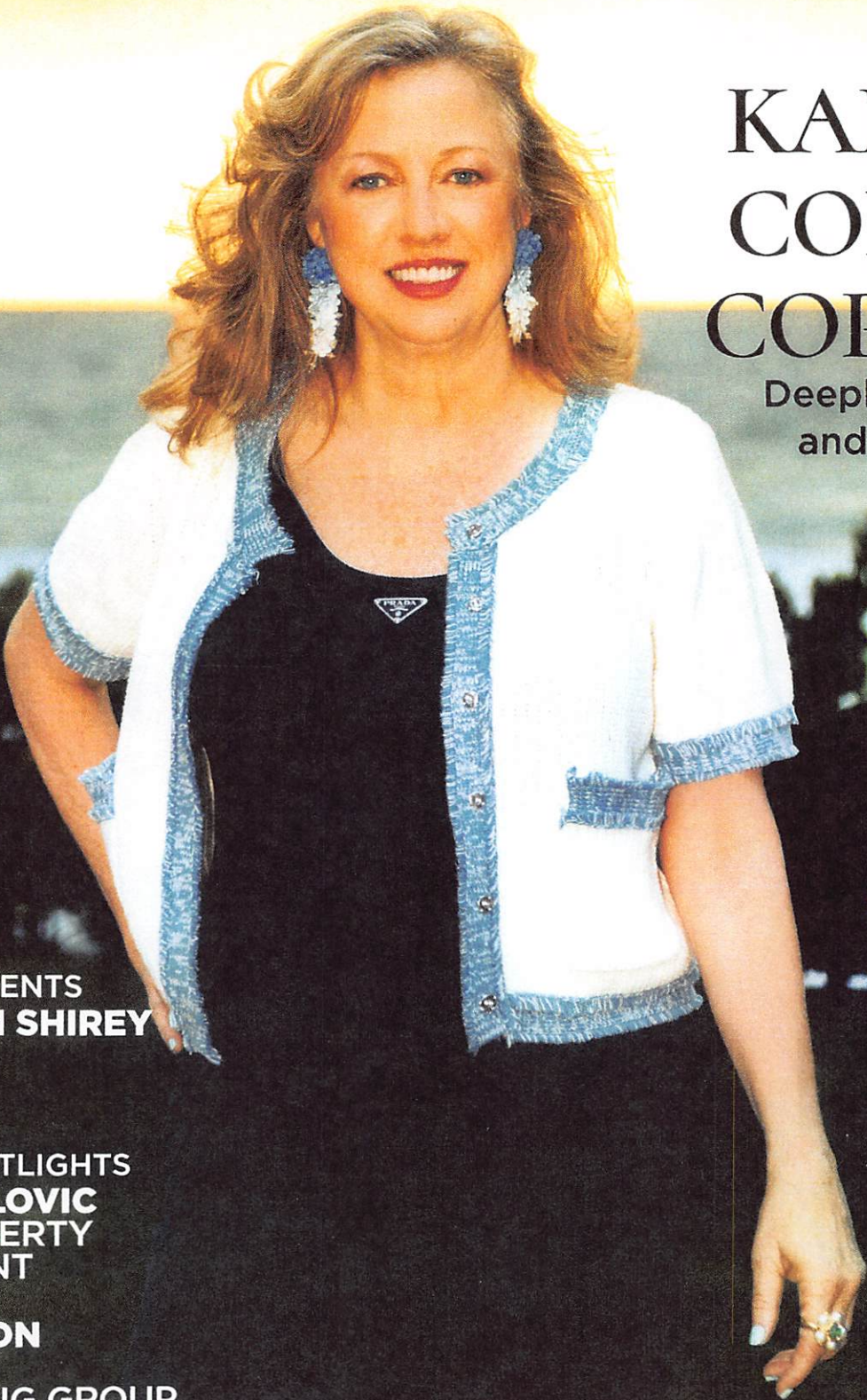


NAPLES

MAY 2026

REAL PRODUCERS[®]



KAREN
CONEY
COPLIN

Deeply Rooted
and Heartfelt



FEATURED AGENTS
JOHNATHAN SHIREY

JULIE HILL

PARTNER SPOTLIGHTS
DALI MIHAJLOVIC
ALL IN PROPERTY
MANAGEMENT

BUTCH BACON
DOMINION
CONTRACTING GROUP

COVER STORY

Karen
CONEY
COPLIN



Deeply Rooted and Heartfelt

BY JESS WELLAR

PHOTOS BY MICHELLE REED PHOTOGRAPHY

"The year 2007 was a challenging one in real estate; and, personally, it was daunting for me as my beloved parents passed away several months from each other," Karen Coney Coplin begins.

"I was pretty much sleepwalking through life for a period of time after that when it struck me: their daily acts of kindness, and really, their whole intentional way of being gave me a way of honoring their legacy. Simply by being true to their values and my upbringing — kindness matters — I let that guide every aspect of my life."

That realization didn't just shape Karen's outlook on life, it quietly refined the way she approaches her business as well. A seasoned REALTOR® with Downing-Frye Realty in Naples, Karen brings nearly three decades of experience to the table, grounded in a solid foundation that began by practicing real estate law.

Natural Evolution

Originally from Binghamton, New York, "the land of the grey skies" as she describes it,

Karen attended SUNY-Oswego before earning her law degree from Cornell. Her early career took her to Palm Beach, where she began practicing real estate law before ultimately settling in Naples in the mid-1990s.

For nearly a decade, she worked tirelessly as a real estate attorney at respected firms, gaining an intimate understanding of contracts, negotiations, and the intricacies of property transactions. Even then, though, something about the process began to pull her beyond the desk.

"There were times during the contract-to-close process where I felt like I was almost shadowing the agents," Karen recalls. "I really got to see buildings, neighborhoods and developments through their perspective, and that was something I naturally gravitated toward."

That curiosity only deepened as she began exploring Naples more personally, attending open houses and immersing herself in the different communities she had once only encountered on paper. When the time



came to make the transition from her attorney practice in 2000, Karen went all in. Armed with her legal background and a strong network of clients who already trusted her advocacy and attention to detail, she stepped into real estate sales with both confidence and a willingness to learn.

And this had a welcome and not entirely unexpected benefit.

"I've been able to meet interesting people from all walks of life and all over the globe," she adds, "An ongoing experience I enjoy fully."

An Advantage You Can't Teach

An important connection helped guide that next step. A trusted Realtor and fellow attorney Tom Campbell encouraged her to interview at what is now Premier Sotheby's International Realty. That introduction to a top firm proved to be a pivotal one.

There she was welcomed by his colleagues, including Ruth Trettis, widely regarded as the "First Lady of Naples Real Estate." Karen quickly found herself learning from the very best while working at that brokerage for a decade.

"Ruth was so warm and welcoming!" Karen acknowledges. "She said I would receive lots of advice as a new agent, and she offered her own: 'Be true to yourself and the right clients will come.' I've never forgotten that and I'm so grateful to have built a relationship with her over the years."

From day one, Karen's legal training quickly set her apart.

"My background provided me with a focus on anticipating rather than reacting to potential issues," she explains. "Sometimes, that means telling people what they need to know and not always what they want to hear, and doing this in a meaningful and thoughtful way."

That proactive, yet tactful mindset is paired with a level of accessibility that clients consistently appreciate, something Karen admits has become part of her secret sauce.

"When someone calls, I actually answer my phone if I can," she says with a laugh. "People are often embarking on a significant financial transaction, and it makes no sense to delay in responding if I'm otherwise available. And I feel the same if a fellow agent calls me."

Beyond responsiveness, Karen's longevity in Naples gives her an informed perspective that few can match. Having lived in the area since 1994, she brings both historical context and current insight to every conversation.

"I'd like to think of myself as a heartfelt Naples cheerleader who has hyper-local expertise," she smiles. "I love what I do, and I want that to be reflected in every interaction."

Relationships Lead the Way

While Karen's career has been rooted in impact rather than numbers, her results speak for themselves. Last year alone, she



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Top producer Karen Coney Coplin is with Downing-Frye Realty.

closed \$33 million across 11 transactions, a reflection of both her steady presence in the Naples market and the trust she has built over time. She has also been recognized as a Top Listing Agent at her firm twice, in 2011 and again last year — out of approximately 500 agents — and earned the Titanium Top Producer award with the Women's Council of Realtors® on two occasions, along with a Platinum Award.

“Making a positive impact on others and leaving the world better than how you found it — that’s success to me,” she offers.

That perspective shapes how she approaches every transaction, with a focus on relationships rather than outcomes alone. Whether working with long-time clients or those new to the Naples market, Karen prioritizes communication, transparency, and a steady, calming presence throughout the process. That winning combination has led to a business built largely on repeat clients and referrals over the past 25-plus years.

“Clients tell me they felt updated, cared for, and that I accomplished what they were asking for while going the extra mile,” she shares. “Especially for those clients who are out of town, that level of responsiveness and presence makes a difference.”

Karen also remains deeply committed to personal and professional growth, continually investing in education to better serve her clients.

“I’ve become somewhat of a training junkie,” she admits. “Whether it’s traditional real estate courses, mindset curricula, or daily mastermind calls, I believe in evolving and growing.”

A Purposeful Life

Outside of real estate, Karen’s life is filled with the relationships that matter most. She is the proud mother of two daughters, Tabitha and Phoebe, and treasures the time they spend together, especially trips to Key West, a favorite destination that has become something of a family tradition.

“We also like walking, animal rescue, and thrifting!” Karen adds.

Her interests also include a deep appreciation for art. From local galleries to the Baker Museum, Karen finds inspiration in creative expression and the way it shapes both spaces and experiences.

Karen is also deeply involved in her community, from wildlife advocacy and related initiatives, to her long-running “Heart to Heart” column highlighting local charities and a variety of programs offering support and guidance to the Naples community.

“And, I’ve always felt a strong pull toward writing and storytelling,” she shares. “Real estate has given me a front-row seat to people’s lives and transitions, and I’m drawn to capturing those emotions and stories.”



As a breast cancer survivor, Karen brings a particularly meaningful perspective to her involvement with The Cancer Alliance of Naples support group, offering encouragement and advocating for early detection.

Looking ahead, Karen remains focused on building a life and business rooted in connection, one that is genuinely fulfilling.

"I look forward to continuing to learn and flourish, enjoy meaningful relationships, and hopefully have peace of mind and good health too," she concludes. "Last year was one of my strongest, and while I am always open to growth, I'm equally committed to finding a balance and flow and enjoying my time along the way."

FUN FACT

In her former legal career, Karen was one of two pro bono attorneys to assist Naples Botanical Garden in becoming incorporated as a not-for-profit, an initiative that means a great deal to her for the Garden's positive effect on the Naples community.