



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