

“
I love what I do, and I
want that to be reflected
in every interaction.”



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.”