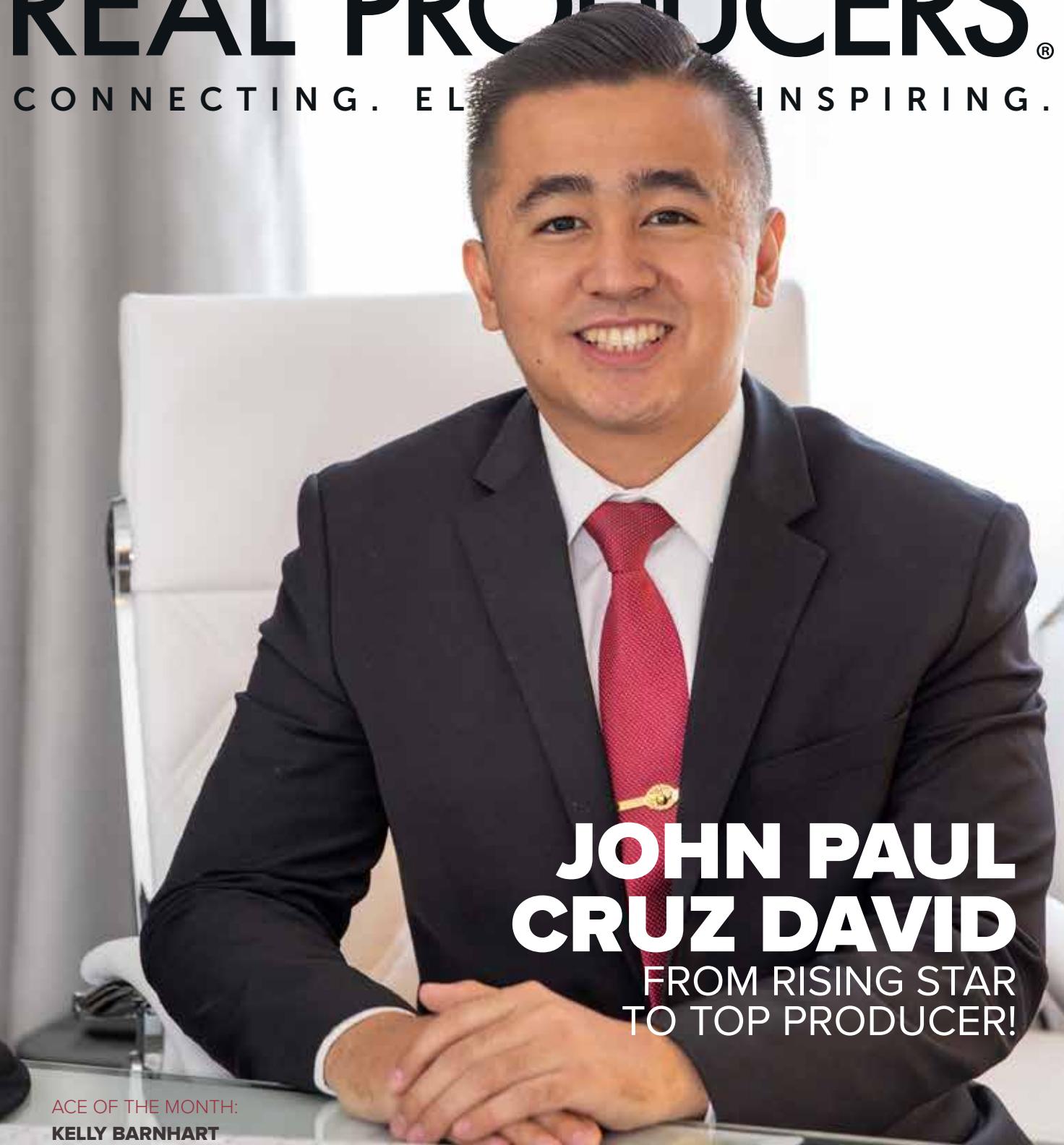


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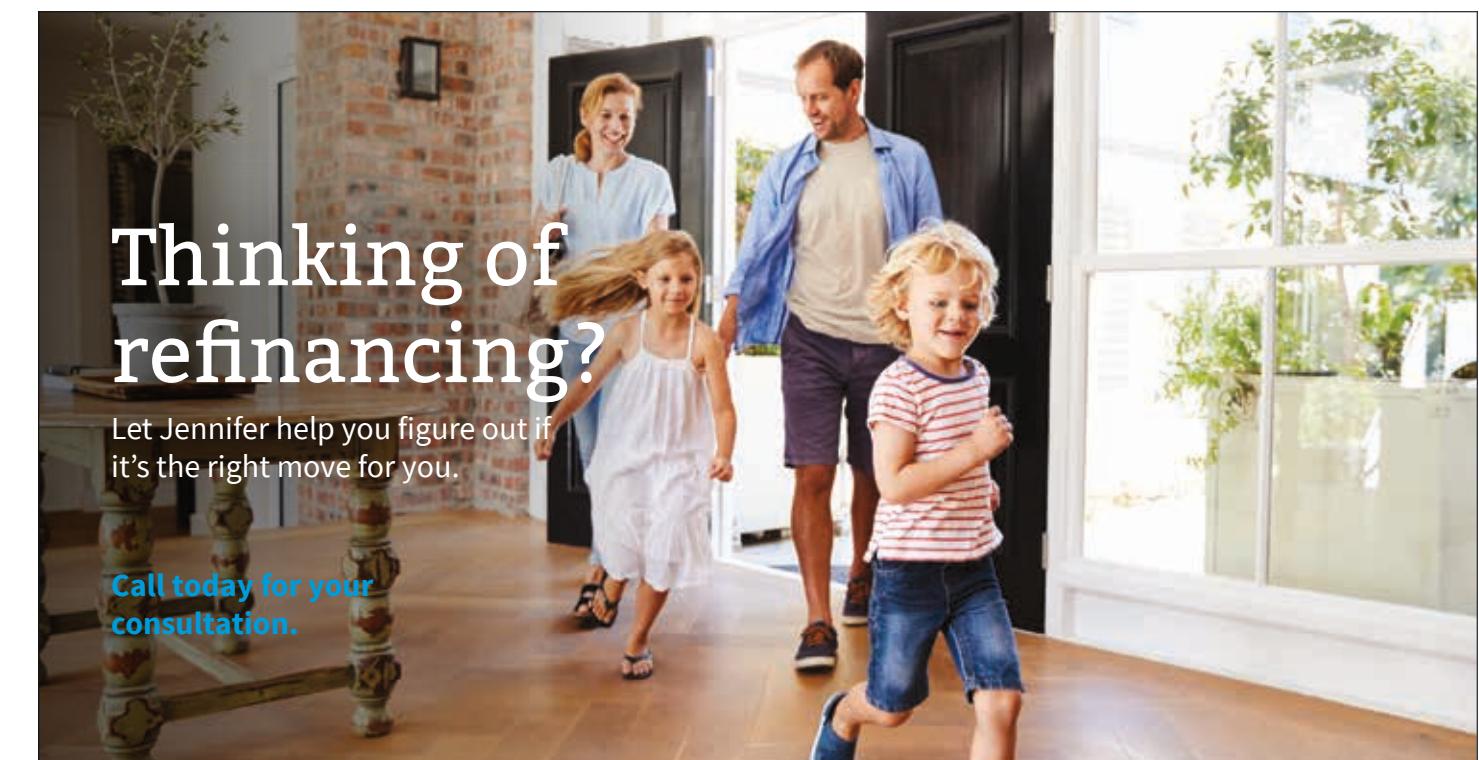


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If you are interested in contributing or nominating Realtors for certain stories, please email us at eliza.piotrowski@realproducersmag.com

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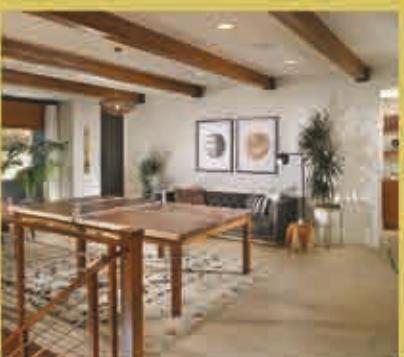
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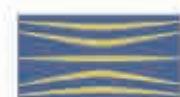
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Pro Baller to Shot Caller, He Builds a Successful Real Estate Team

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Custom Fit Real Estate Group:
A Winning Combination

► REALTOR® on the rise

Written by **Elizabeth McCabe**
Photography by **Wild Dog Digital**

Although Coltyn Simmons is thriving as a REALTOR®, the road wasn't easy.

"When I first started in real estate, I had nothing," recalls Coltyn. "I was to the point where I had to make a decision if I should give \$5 to Del Taco or \$5 in my gas tank to get across town. It wasn't easy at first. I didn't have coaches or mentors."

Because of the obstacles that he faced, Coltyn became a man of drive and determination. The trials that he faced have helped to hone his character.

He was proud to be awarded Rookie of the Year in 2013 with Keller Williams, Southern Nevada. In 2019, he earned the Top Producer award in his Keller Williams office. Coltyn also has a team of eight in his office, whom he coaches and mentors. Coltyn's team had a 2019 volume of \$26 million; Coltyn's personal 2019 volume was \$16 million.

Former Professional Baseball Player

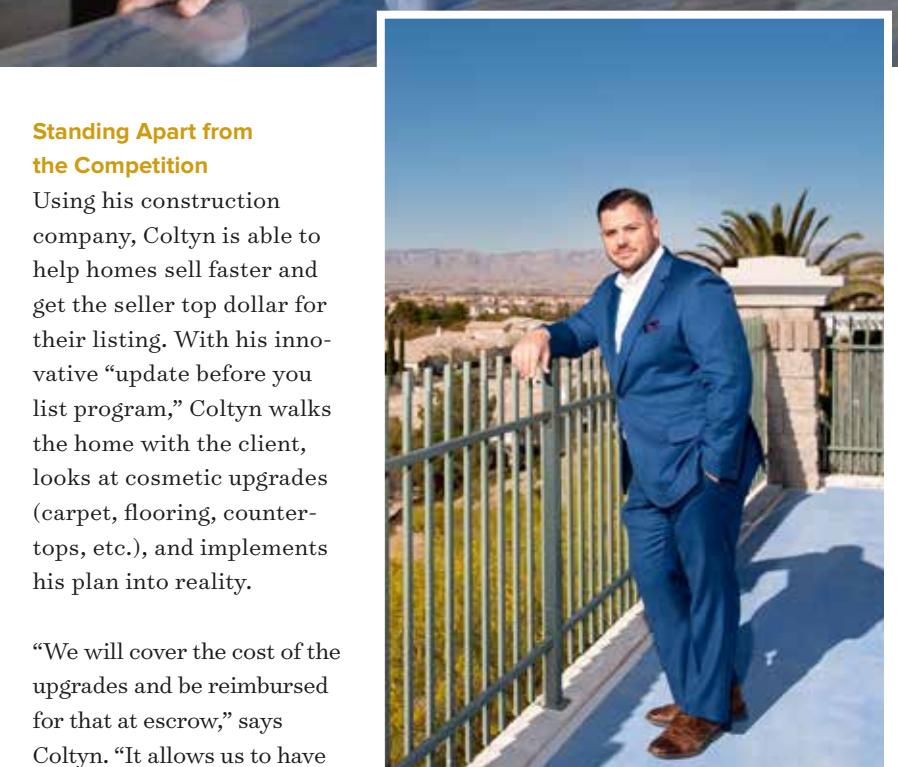
Born and raised in Las Vegas, Coltyn Simmons planned to attend UNLV. However, when he got drafted by the Tampa Bay Rays, he pursued his dream and became a professional baseball player.

Following baseball, Coltyn pursued a new passion – real estate. He explains, "My mom was a REALTOR®. My brother was a REALTOR®, and my sister is a REALTOR®. My dad is a contractor. I was raised around real estate and construction my whole life. Naturally, that's what I went into."

The Best of Both Worlds

Coltyn combined the best of both worlds for his career. In 2009, Coltyn became a licensed REALTOR® before pursuing construction, forming Custom Fit Construction in 2010. Several years later, he formed Simmons Custom Fit Real Estate Group.

Coltyn says, "Custom Fit Construction does residential remodeling and new builds. The company was actually started for the sole purpose for the real estate company so that our clients have access to professional, licensed contractors throughout the process."



Standing Apart from the Competition

Using his construction company, Coltyn is able to help homes sell faster and get the seller top dollar for their listing. With his innovative "update before you list program," Coltyn walks the home with the client, looks at cosmetic upgrades (carpet, flooring, countertops, etc.), and implements his plan into reality.

"We will cover the cost of the upgrades and be reimbursed for that at escrow," says Coltyn. "It allows us to have a higher commitment level to our clients. We become partners with our clients and walk hand-in-hand with their best interests in mind."

Personal Interests

A self-described workaholic, Coltyn savors the time he spends with family. He is married to his wife Mindy, and they have three children: daughters Wesley (3) and Brixtnn (2), and their son Krew (3 months). Coltyn also has two children, Addisyn (15) and Casyn (12), from his first marriage.

In his free time, Coltyn is proud to be a part of The Gentlemen's League, which does events four times a year for local and national non-profits.

For more information on this month's REALTOR® on the Rise, check out www.SimpleHomeSearch.com and ColtynSimmons.com.



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Clay is also very passionate about helping our veterans, active duty military members and first responders get into new homes!!! Clay is one of three certified military mortgage boot camp instructors for the state of Nevada, which means he gets to help educate the public and his real estate partners by disproving a lot of the myths that are floating around out there about VA loans.

With Clay's extensive knowledge of Fannie Mae, Freddie Mac, FHA, Jumbo and VA guidelines, he usually knows what underwriters are going to request before we even submit an application to them! Because of this understanding of what is needed at the beginning of the mortgage process, Clay's clients can feel confident they will be getting a top-tier home loan experience.

Clay fully understands that the industry has changed and continues to change daily, monthly and on an annual basis. As a seasoned mortgage professional, Clay works diligently to stay informed and educated of frequent industry changes so that he can better serve his clients and real estate partners!

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Meet REALTOR® **John Paul (J.P.) David**

with Milestone Realty

► high roller

Written by **Elizabeth McCabe**
Photographs by **Neon Sun Photography**

Hard Work and Dedication Are Keys to His Success



With a career volume estimated to be 70 million dollars, REALTOR® John Paul (J.P. David) has tasted sweet success in the competitive world of real estate. He is a trusted REALTOR® with Milestone Realty.

Prior to real estate, J.P. served our nation in the Marines for four years. Through his dedication to the Marines, J.P. learned to appreciate working long hours and not complain about working every day. This experience was foundational to his future career in real estate.

How did J.P. enter real estate? "Another REALTOR® told me to get into real estate and paid for my license," J.P. smiles. He's been selling homes and making clients' dreams come true ever since.

66

**Through real
estate, he has
understood that
'real estate is a
business and
not a job.'**

99

Helping the Homeless

With great success comes the responsibility to make a difference. J.P. has a heart for the homeless. He enjoys donating to charities that help homeless families. He also gives to churches that help the plight of the homeless.

Advice for New Agents

"If I were a new agent starting out, I would buy a Prius and work as a driver for Uber or Lyft in the evening," says J.P. Why a Prius? "You're going to be doing a lot of driving," says J.P., "and you need a reliable vehicle."

As for Uber and Lyft driving, new agents need a reliable source of income. Serving as a driver can serve as a stream of steady income until a new real estate agent's business takes off.

J.P. adds, "I would also wear a suit and tie and sell real estate seven days a week to set myself apart from other REALTORS®." In a competitive industry, standing out above the crowd is important.

Focused on Family

When J.P. isn't working, he enjoys spending time with his family. He proposed to his fiancée last year and is excited to get married this year, eager to begin their new life together. "I am also a proud stepdad to Caryl, who is turning 16 this year," says J.P.

In his free time, J.P. is a fitness enthusiast. He says, "I work out in the morning to help me manage my stress." He also likes enjoying new restaurants.

Real estate is the perfect career for J.P. with his drive, determination, and his stellar work ethic. J.P. has built a solid reputation in the community, and he genuinely enjoys his profession.



(L-R front) Bryan Barz, Lalaine Ledford, Nina Presto
(L-R back) JP Cruz David, Lou Yang

For more information on this month's High Roller, check out his Facebook page, John Paul David, Realtor, Milestone Realty.



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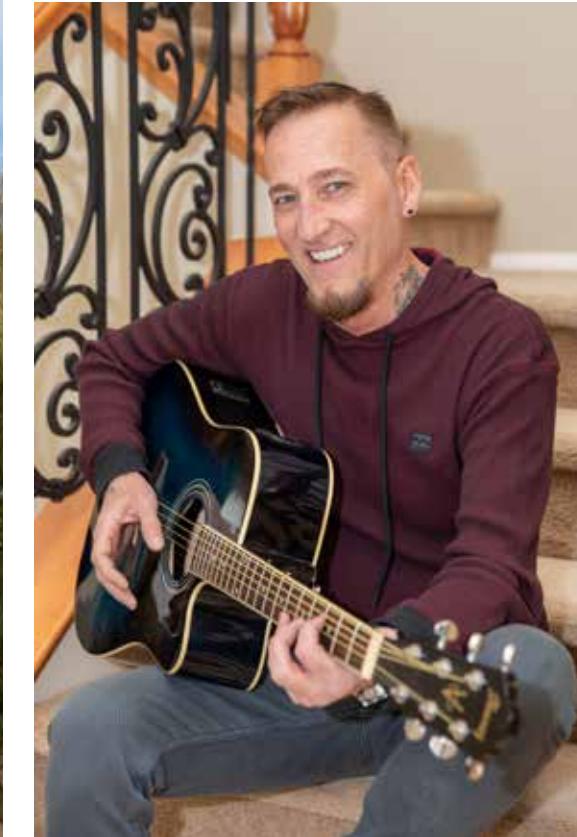


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Aire Serv is proud to be preferred carriers for Amana, Goodman, York, Rheem, Lennox, Trane Honeywell, and Nest products. Doug says, “We are certified in Honeywell, Nest, Ecobee, and offer smart thermostats as well as other smart home devices.”

Doug is passionate about his profession, especially with the changes in technology that are ever-evolving. He says, “The technology in the HVAC world is just like a cell phone, changing on a daily basis.” He and his dedicated team stay on top of technological trends and the latest advances to pass that viable information onto clients.

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Doug says, “HVAC units are just like vehicles. If you don’t maintain them, you are cutting the life expectancy short. With extreme temperatures in Las Vegas, air conditioning units work hard in the highest peak temperatures.” Maintaining your air conditioner can pay off for years to come.

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“We really do appreciate our customers,” says Doug. In addition to being a company of honesty and integrity, Aire Serv provides peace of mind to our customers. Customers can rest assured that their HVAC systems will work efficiently despite changing temperatures.

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“We’re not about the mighty buck,” adds Doug. “We are more into servicing our customers.”

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Alex Chavez and Doug Moore



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A CORNERSTONE
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KELLY BARNHART

WITH SIMPLY
VEGAS REAL ESTATE

"When I started in real estate, nothing was computerized. We had a dot-matrix fax machine. The MLS book had one black and white photo per listing. There were no cell phones, and you had to pick up keys for each showing; there were no lockboxes," recalls REALTOR® Kelly Barnhart.

ace of the month

Written by Elizabeth McCabe
Photography by Wild Dog Digital

Kelly has seen a lot of changes in the past 39 years. She says, "Everything is so much faster with today's technology, and so much more is expected." Kelly rises to the challenge.

As a REALTOR®, Kelly is ranked in the Top 2.5% of over 14,000 Las Vegas agents. Not to mention being recognized as the Top 10 in overall production with her brokerage, Simply Vegas Real Estate.

Following Her Parents' Footsteps into Real Estate

"I went to college and realized it wasn't for me. I felt unfulfilled and had no direction. My parents were both REALTORS®, and my dad said, 'You should get your license.' So I did," says Kelly.



Kelly was determined to follow in their footsteps. As Kelly says, "I grew up in the business. Real estate was a second language for me, and it was easy for me to make that transition."

She sold real estate in Phoenix for eight years before coming to Vegas in the '80s when her husband got a position to open Angel Park Golf Course. Because she didn't know the city, Kelly found her niche working for new home builders for 15 years.

She says, "I got to know the town, the different builders, and the ins and outs of new construction."

"It was a good way to start my real estate career in Las Vegas," she smiles.

Leading the Next Generation

"I'm mentoring my son, Benjamin Barnhart, in real estate. He has been in the business for four years," says Kelly. Carrying on the family tradition, Benjamin took to real estate like a fish to water.

"I love being able to work with my son and watch him grow into the business," says Kelly. He also has been recognized as a top producer. Kelly couldn't be prouder. She also gives back to the community, making a donation to charities with every transaction, including St. Jude's Research Hospital, Safe Nest, Habitat for Humanity, Nevada SPCA, and Dress for Success.

Personal Pursuits

When Kelly isn't selling homes, she enjoys spending



time with her family. She is married to her husband David, and they have two children, Benjamin and Bridget, who is graduating with a degree in Actuarial Science.

In her downtime, Kelly loves golf. She and David are members at Red Rock Country Club. Kelly also enjoys traveling. This year, she and David are going to Ireland, which will be David's first trip abroad. Kelly, who has been to Europe five times, couldn't be more excited.

Cooking is another pastime. Kelly and her husband have belonged to a gourmet dinner club, The Guzzling Gourmets, for 19 years and enjoy putting on elaborate dinner parties with amazing food.

Kelly is approaching four decades in real estate, and she can't imagine a better profession. True to her slogan, Kelly is "Your REALTOR® for Life."

For more information, check out her website, lasvegashomesbykelly.com



Kelly with her son Benjamin.

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