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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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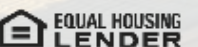
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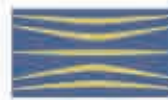
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- Unique designs
- Gated community
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Terra Luna
THE CLIFFS VILLAGE
IN SUMMERLIN
MOVE-IN READY AVAILABLE
3-5 bedrooms | 2.5-4.5 baths
From the mid \$500s
One and Two Story Floorplans

Nova Ridge
THE CLIFFS VILLAGE
IN SUMMERLIN
3-5 bedrooms | 2.5-4.5 baths
From the \$600s
One and Two Story Floorplans

Sandalwood
STONEBRIDGE VILLAGE
IN SUMMERLIN
3-5 bedrooms | 3.5-5.5 baths
From the \$700s
Up to 4-Bay Garages

Evolve
NOW SELLING
2-3 bedrooms
From the low \$300s
Modern Townhomes

Cirrus
NOW SELLING
2-5 bedrooms | 2.5-4 baths
From the mid \$300s
Downstairs Bedroom Available

- HENDERSON -

Strada
IN INSPIRADA
FINAL OPPORTUNITY
4 bedrooms | 3.5 baths
From the \$400s

Strada 2.0
IN INSPIRADA
MOVE-IN READY AVAILABLE
3-5 bedrooms | 2.5-4.5 baths
From the \$400s

Pivot
FINAL OPPORTUNITY
3-4 bedrooms | 2.5-3.5 baths
From the \$500s
Gated Community
Downstairs Master Suite Available

Axis
3-5 bedrooms | 2.5-4.5 baths
From the mid \$800s
Gated Community
Next Level Modern

Corterra
3-5 bedrooms | 2.5-4.5 baths
From the mid \$400s
Downstairs Bedroom Available

Highline
COMING SOON
3-5 bedrooms | 2.5-4.5 baths
From the \$400s

- NORTHWEST LAS VEGAS -

Cobalt at Skye Canyon
3-5 bedrooms | 2.5-3 baths
From the high \$300s
Downstairs Master Suite Available

Onyx at Skye Canyon
MOVE-IN READY AVAILABLE
4-5 bedrooms | 3.5-5 baths
From the high \$400s
Downstairs Master Suite Available
Up to 3-Bay Garages

- NORTH LAS VEGAS -

Indigo
MOVE-IN READY AVAILABLE
3-5 bedrooms | 2.5-3 baths
From the low \$300s
Downstairs Bedroom Available

Larimar
THE VILLAGES AT TULE SPRINGS
3-5 bedrooms | 2.5-3.5 baths
From the \$300s
Gated Community
One and Two Story Floorplans

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Up to 3-Bay Garages



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Meet
George, Sheryl
& Patrick

Durkin

Of The Durkin Group At ERA Brokers Consolidated

*Decades Of Experience And Expertise Puts
This Family At The Top Of Vegas Realty*

► a winning hand

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

Tried. Tested. True. The Durkin Group has stood the test of time. 2020 marks this family real estate team's 35th year in the real estate business and consists of husband and wife team, REALTORS® George and Sheryl Durkin, and their son, Patrick Durkin, who is also a REALTOR®.

"It feels like I have been in real estate my whole life!" says Patrick. "I remember licking marketing mailer envelopes at the kitchen table at 5 years old, helping my parents build their real estate business and professional relationships."

George worked as a Broker/Manager for many years, holds the CRS, and GRI designations. As for Sheryl, she had early experience with new home

builders and achieved Buyer representation designations.

"I have been given 'Top Rookie Listing Agent' within my first year at our brokerage. I have had the good fortune to be a featured speaker in front of the country's top-producing agents at the Real Estate Vision Conference this past September in Denver," adds Patrick.

This REALTOR® gives credit to his mother and father, who are the glue that holds the team together. Patrick explains, "Sheryl is the star of the show. If it wasn't for Sheryl holding down the fort between, providing excellent service to our buyer clients, new home buyer clients, and investor clients, we aren't sure we would be



where we are today. If the Durkin Group could give out awards, we would name Sheryl as the MVP!"

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Real Estate = Helping Others

With a career volume over \$400 million, The Durkin Group has helped countless people through the years. This is their true standard of success, rather than the number of closings each year.

“On average, we help 40-60 families every year,” explains Patrick.

Best of all, real estate is rewarding. Patrick says, “Being able to help a client find a special property and watching someone breathe a sigh of relief while working with us is fun and rewarding! Moving is noted as one of the top ten most stressful times in someone’s life. What we help clients do is ranked next to divorce, death, employment termination, and personal injury. Can you imagine going through any of those things without a true professional guiding you?”

Standing Above the Rest

In the competitive industry of real estate, The Durkin Group stands above the competition despite the ever-changing times.

Patrick explains, “In a time in this industry where agent saturation is growing; tech companies are finding ways to disrupt the industry with iBuyers offering new ways to buy, sell real estate, and for lack of a better term, a lot of “noise;” we truly believe that the consumer still wants honest, straightforward, and expert guidance. There is no substitute for decades of experience and expertise.”

Patrick concludes, “We want to extend a sincere thank you to our clients, business partners, and vendors. Our family looks forward to helping your family with their next real estate move!”



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It's 2020. Are you ready? We are!

►► wild card of the month

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



Agustus Maghee

With eXp Realty



Swimming With The Big Fish!

A motocross racer before going full throttle into real estate, Agustus Maghee was formally introduced to real estate through his girlfriend's mother. She was in real estate and encouraged Agustus to pursue his license. He decided to "go for it" and hasn't looked back since.

"I caught the real estate bug and decided to go in," says Agustus, who has been a REALTOR® for five years now.

His passion for real estate was also fueled by *Million Dollar Listing*. This inspirational television show helped Agustus fall in love with real estate.

"The business is like a puzzle," Agustus smiles. "I love putting the puzzle pieces together and making a connection with the people I'm working with. The feeling I get while doing that is the #1 reason I do this every day."

Overcoming Obstacles

"The biggest challenge that I had in my career was when I switched markets, moving from Arizona to Las Vegas. I had a thriving business in

Arizona and didn't know what to expect. I didn't realize that I was going to be starting from the ground floor," says Agustus.

He saw the need to transition from the small community of Kingman, AZ, to Las Vegas. He made the move at the end of 2016.

"I needed a bigger pond. Being that my girlfriend and I were only 1½ hour from Las Vegas, we made the leap to Las Vegas," says Agustus.

Although it was a difficult change, Agustus has overcome the transition and is continuing to overcome on a daily basis. After all, it takes time to establish yourself as a REALTOR® in a competitive market.

Setting Himself Apart

This award-winning REALTOR® earned Rookie of the Year with his previous brokerage. He was also the recipient of a culture award, WI4C2TS, which stands for Win-Win, Integrity, Commitment, Communication, Creativity, Customers, Trust, Teamwork, and Success.

"There are two things that set me apart from others," says Agustus. "First, I literally outwork everyone in the room. I'm always cultivating. I'm always working to connect with the people I need to

connect with to get results for myself and my clients. I work nonstop and dig deeper than anyone else."

Agustus also likes making a difference for others. One nonprofit close to his heart is the Nevada Childhood Cancer Foundation (NVCCF).

"They are absolutely amazing," says Agustus. "I love what they do for the community."

Personal Interests

When Agustus isn't selling homes, you can find him at the gym. He also enjoys traveling and seeing everything the world has to offer.

"I also like trying food in amazing restaurants with my girlfriend, Kaylee," adds Agustus. He and Kaylee have been together for six years, and Agustus is grateful for her support in the demanding world of real estate.

Agustus concludes, "I love Las Vegas and being part of the community and the real estate industry." He can't imagine doing anything else.



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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!

Knowledge. Experience. Customer service. Clay uses these skills to guide his clients through what might, for many of them, be the largest purchase of their life. In trying to make the transaction as stress-free as possible, Clay wants his clients to actually enjoy purchasing a new home or refinancing their current home loan.



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FAITH & HER SUPER CREW

Are Making Dreams Come True!

This month, we are honored to feature Faith & Team Real Estate, affiliated with Urban Nest Realty. Faith Harmer has built a successful team, which is the secret to her success.

Meet Faith Harmer, aka Mama Faith
“I love helping people!” says REALTOR® Faith Harmer of Faith & Team.

Faith loves working with clients and helping them find the homes of their dreams. She has been in real estate for 24 years this June and found her passion in life. She has also assembled an “amazing team of all women” and is grateful for their support.

With a career volume of \$270 million, her drive and determination were the foundation for her success. But it’s not all about money for Faith. She says, “I am helping make our clients’ dreams come true and changing lives!”

Her thorough checklists, years of experience, and intuition have set herself apart from others in the competitive world of real estate.

...

...

Faith is the recipient of six Top Producer awards at Urban Nest Realty and is proud to be in the Top 25 for Women’s Council of REALTORS®. She and her team closed 107 homes in 2019, making them the #1 team at Urban Nest Realty in all categories (small, medium, and large)!

Faith has also served on Grievance for three years, which she loved. In addition, she worked in Political Affairs and served on BORPAC for a year.

When Faith isn’t working, you can find her with her family. She has been married for 38 years and has two boys: Tommy (37), Chase (31), and a 13-year-old grandson, Chance. Originally from Northern California, Faith and her family have lived here in Vegas for almost 25 years!

“I want to be remembered for integrity, kindness, and making a positive difference in people’s lives!” says Faith. She supports St. Jude’s in Boulder City for homeless youth and Project 150.

Faith concludes, “**Faith** is like Wi-Fi – it’s invisible, but it has the power to connect you to what you need!”

REALTOR®/Faith & Team Marketing Manager Tasha Boyd
Tasha Boyd excels as a REALTOR® and as the marketing manager for Faith & Team. Her career volume is 17.6 million in 18 short months of becoming a REALTOR®!

Prior to real estate, Tasha worked as an airbrush makeup instructor for television and film. Tasha says, “I have a degree in acting which has given me an entirely different set of tools to listen and understand my clients’ needs.”

Tasha adds, “I am very passionate about working with people, and I



have always known my purpose in life is to help others grow. Real estate couldn’t be more perfect!”

Transaction Coordinator Kimberly Madero
A REALTOR® for three years, Kimberly Madero is a great asset to Faith & Team!

“Just prior to joining Faith & Team as their transaction coordinator, I worked in a property management office for over a year,” says Kimberly.

Kimberly, who thoroughly enjoys interacting with clients as well as the team, is invaluable. She has successfully learned each team member’s personalities and how to juggle dates and roll with the punches that come with real estate.

She jokes, “My nicknames are ‘Kim Possible’ and ‘Kimber Sparkle’ ... I like to dazzle while making the impossible possible!”

REALTOR® Heidi Tuai
“I joined Faith & Team in June 2016 and haven’t looked back since,” says REALTOR® Heidi Tuai, who earned her license in 1999.

Born in Germany, Heidi has moved 17 times both in the U.S. and abroad! Maybe that’s why she’s so good at solving problems before they start – she understands how challenging moving can be, and she’s

committed to making the process easier for her clients.

Highly motivated, Heidi has an intensive drive to get clients to their goals. She is proud to be the daughter of an American Diplomat, which has shaped who she is today.

“I grew up watching my dad maneuver all kinds of people and situations. I believe that has been my best training in doing what I do today! Real estate is the ultimate liaison job besides the diplomatic corp. – finding a solution for every challenge and tapping into people I know to help get to that solution,” says Heidi.

Her vibrant energy, combined with her enthusiasm and compassion, is invaluable. With Heidi on the hunt, the perfect home is never out of reach.

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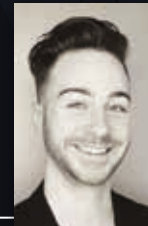


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MEET BOBBIE STARR DUST

With Berkshire Hathaway
Home Services

21 Years Of Staying Relevant Is The Key To Her Success



“I got into real estate completely by accident,” recalls REALTOR® Bobbie Starr Dust with Berkshire Hathaway HomeServices.

On a graveyard shift as a cocktail waitress, her plan was launched. Her boyfriend asked, “Why don’t we go to real estate school?” With that, Bobbie attended real estate school, not realizing that it was the door to her destiny. Her first year of real estate, she did a landslide of business and was rewarded Rookie of the Year.

“This business was meant for me. I was born to be a REALTOR®,” says Bobbie. To date, there hasn’t been a challenge

she wasn’t able to overcome. She is proud to be named one of the Top 25 in real estate by the Women’s Council of REALTORS® from 2017-2019.

With a career volume exceeding 1,200 homes, Bobbie’s favorite thing about real estate comes down to relationships.

Bobbie says, “The best people I have met in my life have come from real estate – not just clients, but friends in the business. I would not have made lifelong friends had I not become a REALTOR®.”

With Bobbie’s connections in real estate, there are very few people in

Vegas that she doesn’t know. “I touch people of all different professions,” she says. Bobbie also has a knowledge of the inventory in real estate. Her uncanny ability makes her sought after by other real estate agents.

“I can tell you the price per square foot and where the new homes are that are being built,” says Bobbie. “People come and ask me about it in the office all the time.”

Staying Relevant in Changing Times

“Whether you are a new or a seasoned agent, you’ve got to stay relevant,” says Bobbie.

ace of the month

Written by Elizabeth McCabe
Photographs by Neon Sun Photography



Bobbie, (seated) Kevin Sayegh, Gia and Emily



...

She's been in the business for 21 years and considers "staying relevant," the most important thing she can do in the competitive world of real estate. For the last three years, she has made this her mission by getting on different committees, boards, and being involved in different organizations.

Bobbie is proud to be a board member of the Women's Council of REALTORS®. This long-standing organization came into existence over 80 years ago. As Bobbie explains, women weren't allowed to be part of the National Association of REALTORS® (NAR) over 100 years ago, so they formed their own.

"We are supporting one another, watching women grow, and getting women into a leadership program," says Bobbie.

Bobbie is also involved in Project 150, the Shannon West Homeless Youth Center, and Making Strides for Breast Cancer.

Grateful for Berkshire Hathaway HomeServices

Bobbie switched brokerages to Berkshire Hathaway HomeServices 10 years ago.

She says, "Without their support, I wouldn't be where I am today. I work for the best company in the valley. I attribute a lot of my success to Berkshire Hathaway."

"This is a marriage made in heaven – me and real estate," Bobbie concludes. "My business is my life. I have no regrets. I love what I do."

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Meet Homebridge Mortgage Loan Originator

JENNIFER WITTMAN

Homebridge Isn't Just A Job For Jennifer, IT'S HOME

"I'm passionate about helping all of my clients achieve the dream of homeownership," says Homebridge Mortgage Loan Originator Jennifer Wittman.

"I care about each one of my clients. I communicate with them to make sure that they are comfortable and understand the entire loan process," adds Jennifer.

Her exemplary customer service sets her apart in the competitive industry of home loans.

From Banking to Mortgage Loan Originator

Jennifer, who has been in the industry for nine years, has been in banking her entire career.

"Becoming a mortgage loan officer actually kind of fell into my life. I was in banking my whole life and was getting burnt out in management. I started working for a reverse mortgage company, but it wasn't my passion. A friend of mine encouraged me to take the mortgage loan originator test."

With a leap of faith, Jennifer quit her job, took the test, and passed. She was hired at a lending firm and found out the first week that the job was 100 percent commission.

"I was kind of thrown to the wolves," Jennifer laughs. "I had no idea what to do. I started going to people's open houses on the weekends and during the week." A single mom, Jennifer, had all the motivation she needed to succeed.



She soon started finding clients and building relationships with REALTORS®, establishing herself in the industry with her friendly and outgoing personality. A skilled communicator and eager to please, Jennifer was a natural in the lending industry. The rest is history. Jennifer found her home at Homebridge.

Homebridge Has Options for Every Buyer

"Homebridge thinks outside the box. We have every product imaginable for every type of buyer," says Jennifer.



"It doesn't matter if you are the perfect A-plus buyer, one day outside of foreclosure, or have bad credit. That's what I like about working here – it's not black and white. Our underwriters think outside the box," adds Jennifer.

Jennifer and Homebridge also do a lot of condo rescues.

"We are one of the only lenders that can lend on the condos out here, even if they are involved in litigation. We also have very quick closings," she explains.

In doing so, Jennifer is able to rescue deals where other lenders have fallen short. She simply does deals that other lenders cannot do. Making it happen is what it is all about for this driven mortgage loan originator.

Jennifer works with her Licensed Loan Partner Keith McLee at Homebridge.

Life Outside Mortgages

Originally from Los Angeles, Jennifer has lived in Las Vegas for 19 years. When she isn't closing deals, she is a fitness enthusiast.

"I love doing half-marathons and Spartan races," she says. Other pastimes include scuba diving with her daughter, age 15. "We love to travel when we can."

For more information on this month's Premier Partner, check out Jennifer's website, www.homebridge.com/jenniferwittman, or give her a call at 702-497-8298.

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