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A LOOK BACK ON 2020

JANUARY 2021

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Clay is a dedicated and experienced Mortgage **Lending Professional and Branch Manager** with Fairway Independent Mortgage Corporation here in Las Vegas.

As passionate as they come, Clay is constantly working to ensure an exceptional experience for his clients from end to end. **Clay is knowledgeable and seasoned in all major mortgage loans – especially VA.** He is known within the industry and by clients as “The Loan Racer” for his ability to provide a quick, comprehensive, effective, and efficient experience for his clients.

Outside of work, Clay can often be seen with his family **slaying tires and setting records** at the local drag strip and on Instagram in his 1100hp Dodge Demon.



CLAY SCHMEISSER
Branch Manager
NMLS# 404275
Las Vegas, NV
Office 702.685.2225
Cell 702.777.BOOM (2666)
@f @t @i @s @TheLoanRacer



THE LOAN RACER

W
I
T
H



MEET THE LAS VEGAS REAL PRODUCERS TEAM



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Owner/Publisher



Shane Dasher
Assistant Publisher



Kendra Woodward
Operations Manager



Brad Martin
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Chris Menezes
Writer

ELECTROSTATIC DISINFECTION (noun.)

E-LEK-TRO-STAT-ICK
DIS-IN-FECK-SHEN

THE PROCESS BY WHICH
ALL SURFACES IN A HOME
OR OFFICE ARE SPRAYED
WITH AN
ELECTROSTATICALLY
CHARGED MIST OF
PARTICLES THAT CLING
TO AND KILL 99.99% OF
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2020

BY THE NUMBERS

HERE'S WHAT LAS VEGAS' TOP 500 AGENTS SOLD...

23,574



TOTAL TRANSACTIONS



8,544,985,140

SALES VOLUME

14,175

LISTING SIDE
TRANSACTIONS



8724

BUYING SIDE
TRANSACTIONS



\$17.089
MILLION

AVERAGE
SALES VOLUME
PER AGENT



48

AVERAGE
TRANSACTIONS
PER AGENT

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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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We are delighted to bring you the first issue of *Las Vegas Real Producers* for 2021. It is our mission to build community and strengthen relationships among top REALTORS® and vendors all over Las Vegas. Inside this publication you will find both a social and a business side. We will highlight top-producing real estate professionals and also give you an inside look at their personal life. Each issue will be unique to Las Vegas, and we aim to reflect who you are as a community of real estate professionals.

My name is Mike Maletich and I have recently taken over *Las Vegas Real Producers*. I am a native of Northeast Ohio and am very good friends with Joe and Eliza Piotrowski. Joe and I have known each other for 20 years. I have opened four other *Real Producers* franchises across the country (Pittsburgh, Youngstown, OH, Cleveland, and Akron, OH) and I am excited about the challenge of working with local Las Vegas agents and Vendors.

The staff that assists me in running the other franchises is GREAT and I hope you have the opportunity to meet them as well.

We encourage you to contribute! If you know a top producer, a rising star, a broker or sales manager, or someone involved in a great charity in the industry, please reach out to me and nominate them. If you have some tips to share with other industry professionals, we encourage you to reach out. Our goal is for this publication to showcase what you are most interested in, so please contact us and stay in touch. Story ideas and nominations can be sent to me directly at mike.maletich@realproducersmag.com.

No REALTORS® featured in *Las Vegas Real Producers* **pay to be featured**. This is not a “pay to play” model. Agents are nominated by their peers and featured at no cost to them.

This publication is also being provided **free of charge** to you as a top producer in real estate. The cost of producing, printing, and mailing each magazine is covered by the advertising partners that you see in each issue. We do our best to screen our advertisers to ensure that they can provide the type of service that you need and want as a top real estate professional. If you currently utilize

a business that does excellent work, please recommend them to us. Also, if you own or run a business and would like information on reaching top real estate producers in Las Vegas each month, contact me directly.

Along with the magazine, *Las Vegas Real Producers* will host fun and free social events to bring the real estate community together. Free dinners at top restaurants, happy-hour networking events, and social events at builder spec and model homes are just a few of the things we have planned. We will communicate these various events through the magazine, emails, and Facebook. Please check out our newly launched **Facebook page** – *Las Vegas Real Producers*.

In fact – our next event is coming in just a few short weeks. Stay tuned for details and the opportunity to RSVP yourself and your team!

Las Vegas Real Producers events are designed to increase social connections between top real estate professionals and affiliates, so the best of the best can grow their business together. It is our goal that the events create a culture of relationship-building on a more intimate level, rather than “hard selling.”

I'd like to personally thank all of our affiliate sponsors who partnered with us to make the magazine free to all top producers, as well as the many real estate professionals who contributed to the first issue. Just know that *Las Vegas Real Producers* would not exist without you! I look forward to seeing you at one of our upcoming events or speaking sooner than later!

Don't hesitate to reach out to me!

Regards,

Mike Maletich

Publisher
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mike.maletich@realproducersmag.com





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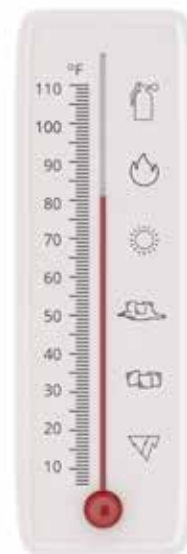
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2021

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AGENTS**
from **2020**

It was a pleasure highlighting you,
your teams, and your families!





» meet our partner

Written by **Elizabeth McCabe**

Photography by **Kelsey Thomas** • Photography edits by **Ray Cordero** - Mainline Photography

Old Republic HOME PROTECTION

EXCEEDING EXPECTATIONS
FROM START TO FINISH!

Tested. Tried. True. Old Republic Home Protection (ORHP), a home warranty company, has stood the test of time. Old Republic Home Warranty is part of Old Republic International Insurance, which has been around for over 200 years. You name it – they have seen it. They have been through the Great Depression, World War I, World War II, and now COVID-19.

“I couldn’t be prouder to be backed by a company with that kind of stability,” says Francine Willis, Senior Account Executive with ORHP. She has been with the company for over 17 years and has been in the Presidents Club since it started. Working her way up through the company, Francine started as a receptionist and worked in sales, dispatch, and service to where she is today.

Kathy Dunton, Senior Account Executive, has been with the company for two years in December, and excels in customer service. Both Francine and

Kathy cover the southwest areas and Kathy covers certain zip codes in the northwest.

A Solid Reputation

Old Republic Home Protection dates back to 1974. They have built a solid reputation on the community, one satisfied client at a time. Ranked #3 nationwide, this leading company has stood the test of time. Francine explains that the two companies ahead of them sell direct to consumers, which ORHP does not do.

“We partner with helping our agents, brokers, and real estate community. We take care of their clients when they buy a home. We provide a warranty for the home that is good after the closing of their home for 12 months,” explains Francine.

“We pride ourselves in not selling directly to consumers,” says Francine. “We are real producers – taking care of your clients who become our clients.

...





Our goal is to take care of clients in the way they should be taken care of. We work together to grow, protect business, and protect reputations.”

Helping REALTORS®

Francine, Kathy, and the dedicated team at ORHP are committed to helping REALTORS®. Francine explains, “I am a Continuing Education (CE) instructor with ORHP. I teach classes to new agents and work in conjunction with a broker.”

In the hustle and bustle of life, ORHP simplifies the warranty process. Thanks to their “toolbox,”

home warranty applications can be placed for clients with ease. The account can be managed via their website.

Francine adds, “When you put us on your team, you will not have to worry about the home warranty part of your business. We are more of a family and believe in people helping people. When you come to our family, we take care of you like that.”

Issues are resolved in the same day for clients. Francine says, “We run differently than most

companies. We listen, make sure we hear issues correctly, and handle things head-on. We want agents to grow their business.”

For More Information

In an age of uncertainty, it’s important to know who you can trust when something in a home goes wrong. Enter Old Republic Home Protection.

For more information, contact Francine Willis at 702-604-2004 or Kathy Dunton at 928-279-7728. They would be happy to help you!



“
We partner
with helping
our agents,
brokers, and
real estate
community.
”





OLD REPUBLIC HOME PROTECTION

Your home warranty company should work as hard as you do.



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FrancineW@orhp.com
my.orhp.com/francinewillis



Katherine Dunton
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A Look Back At

THE 2020 Winning Hand & Wild Card

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*TOTAL CLAIM RESERVES/PAYMENTS YTD 3/1/2020

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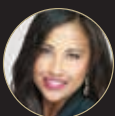


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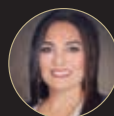
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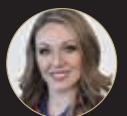
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