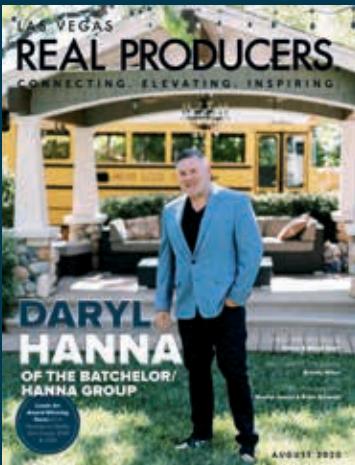


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A LOOK BACK ON 2020

JANUARY 2021

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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 SCHMEISER**  
Branch Manager  
NMLS# 404275  
Las Vegas, NV  
Office 702.685.2225  
Cell 702.777.BOOM (2666)  
@TheLoanRacer



**THE LOAN RACER**



# MEET THE LAS VEGAS REAL PRODUCERS TEAM



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Owner/Publisher



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Assistant Publisher



**Kendra Woodward**  
Operations Manager



**Brad Martin**  
Scheduling Coordinator



**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  
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CHARGED MIST 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

8724

BUYING SIDE TRANSACTIONS

14,175



LISTING 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](mailto:eliza.piotrowski@realproducersmag.com)

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# Publisher's NOTE

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](mailto: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  
(330) 510-0234  
[@realproducersmag.com](mailto:mike.maletich)

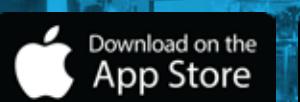




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Natalie Bradley



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► 2020 high rollers

# Thanks To All Our COVER 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

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We're grateful to support you and your clients with superior home warranty coverage.



Contact us to learn more.

**Francine Willis**  
Senior Account Executive  
800.282.7131 Ext. 1151  
C: 702.604.2004  
FrancineW@orhp.com  
my.orhp.com/francinewillis

**Katherine Dunton**  
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# CONGRATULATIONS

► ace of the month To Our 2020



# Ace Of The

# Month REALTORS®

...



► winning hand / wild card

A Look Back At

# THE 2020

Winning Hand & Wild Card

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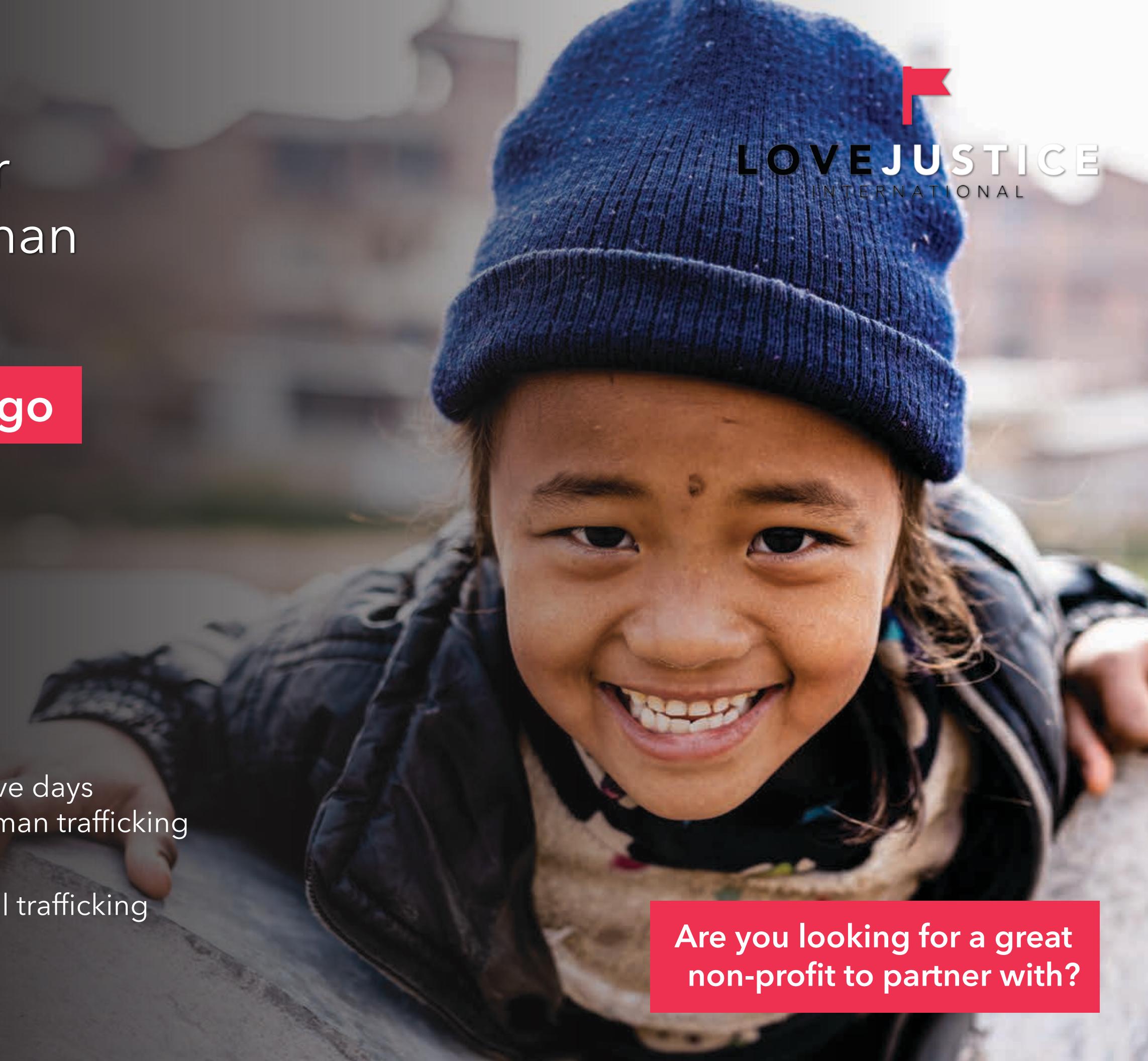
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can fund the arrest of a trafficker



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### CLAIMS RESERVES\*

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

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