

LAS VEGAS

# REAL PRODUCERS.<sup>®</sup>

SCOTT COOPER ELEVATING. INSPIRING.



HARVEY  
BLANKFELD

NOVEMBER 2022

# RocketLister



IT IS TIME TO  
**JUMP OVER THE COMPETITION**  
**UNLIMITED PHOTOS +**  
**SIGN/LOCKBOX INSTALL +**  
**PROPERTY FLYERS +**  
**MLS ENTRY**

All Inclusive & Starting at Only \$165

[www.rocketlister.com](http://www.rocketlister.com)



Meet Pride  
Lending's  
VP of Fun,  
**Kya!**



Have Your Clients Scan To Apply  
With A Lender You Know & Trust!

**Andrew Dort** NMLS #1650297

✉ 725.780.5001 Ⓛ [www.mypridelending.com](http://www.mypridelending.com)

📍 11411 Southern Highlands Pkwy

Suite 350 Las Vegas, NV 89141

Company NMLS #2230004



# AGENTS: Have You Found Yourselves Acting As A Part-Time Contractor?



Leave the Design to *Clara*  
and Get Back to Selling!

FLOORING | CABINETS | COUNTERTOPS  
COMPLIMENTARY DESIGN CONSULTATIONS  
MEASURING · MATERIAL SELECTION & MORE!

*Clara Napotitano*

SALES/DESIGN SPECIALIST

702-510-3156

CLARASELLSFLOORING@GMAIL.COM



**Erin Freemal**

Market Leader  
NMLS 172674  
Cell 702.235.4613  
10655 Park Run Drive, Suite 190  
Las Vegas, NV 89144  
Erin.Freemal@movement.com  
www.movement.com/Erin.Freemal



IT'S NOT  
JUST A HOUSE.  
IT'S YOUR HOME.

Thankful  
to help  
open doors.

**Inc.**  
**5000**



AZ-0946587, AR, CA-DBO172674, FL-LO105582, IL-031.0079284, IA-49274, MI-172674, MO-172674, NV-17869, OR, PA-101155, TX, UT-12105568, WA-MLO-172674 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). Additional information available at [movement.com/legal](http://movement.com/legal). Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.



# MEET THE LAS VEGAS REAL PRODUCERS TEAM



Mike Maletich  
Owner  
330-510-0234  
mike.maletich@n2co.com

Kevin Kerata  
Publisher  
919-397-2288  
kevin.kerata@n2co.com

Kendra Woodward  
Editor  
Editor  
919-397-2288  
kevin.kerata@n2co.com

Brad Martin  
Scheduling Coordinator

Dave Danielson  
Writer

Albert and Liliya Chernogorov  
Photographer: Chernogorov Photography

Lanie Schaber  
Ad Strategist

Jim Saracino  
Las Vegas Event & Content Advisor



If you are interested in contributing or nominating Realtors for certain stories, please email us at [mike.maletich@realproducersmag.com](mailto:mike.maletich@realproducersmag.com)

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Las Vegas Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



## DON'T BE A PAWN!

Strategize with Me and Let's Make Your Next Offer a Checkmate!



### WHY PARTNER WITH US?

- ✓ Eco-Friendly Junk Removal
- ✓ Same-Day & Next-Day Service
- ✓ Quick, Dependable, On-Time Satisfaction Guaranteed
- ✓ We Donate & Recycle to Keep Items Out of Landfills

### LET US HELP YOU SELL MORE...



Scan for help getting top dollar for your client's home!



Locally Owned & Operated by Greg and Christin Burda  
C: 209.233.5420  
Christin.Burda@JunkLuggers.com  
JunkLuggersofSWVegas.com



FIVE STAR  
MORTGAGE

"Service is Our Specialty"

9065 S. Pecos Rd., Ste 200  
Henderson, NV 89074



Jessica Eiroa

Mortgage Loan Consultant

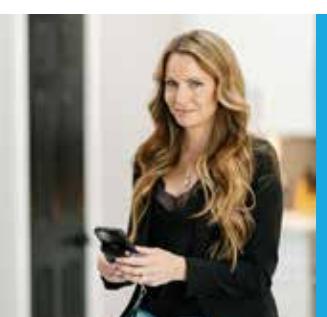
NMLS: 1380149 | 1756744

CELL: 702-285-0633

OFFICE: 702-947-7827

[Jessica@5starmtg.com](mailto:Jessica@5starmtg.com)

# TABLE OF CONTENTS

|  |   |  |  |   |   |
|--|---|--|--|---|---|
|  | <b>06</b><br>Meet The Las Vegas Real Producers Team |  | <b>14</b><br>Cover Agent: Harvey Blankfeld |  | <b>20</b><br>Meet Our Partner: Greg Hulett and Landmark Title |
|  | <b>26</b><br>REALTOR® On The Rise: Mindy Peterson   |  | <b>34</b><br>Rising Star: Dallas Tung      |  | <b>38</b><br>Announcement                                     |



**BRIDGE**  
Home Inspections

We Want to Be *The Bridge*  
To Your Client's New Home!



**Larry Perna**  
Owner and Master Inspector  
20+ Years in Construction & Real Estate Industry!

702.722.2222 | [BridgeHomeInspections.com](http://BridgeHomeInspections.com)

CERTIFIED LEVEL I INFRARED IMAGING





Scan to schedule today!

## CORE ENERGY COACHING

FORMER TOP 1% LOCAL AGENT



Todd Akes  
CERTIFIED PROFESSIONAL COACH

Coaching High Achieving Agents to:

- Move up the scale in Mindset & Energy
- Create thriving teams or restructure them.
- Escape BURNOUT

**AKES**  
PRO BUSINESS COACHING  
[www.AkesProBusinessCoaching.com](http://www.AkesProBusinessCoaching.com)

**FGP**

**FUSION**  
GROWTH PARTNERS



Call Don Klahre  
Partnership Executive  
702-373-4358  
[dklahre@fusionbds.com](mailto:dklahre@fusionbds.com)



[www.growwithfusion.com](http://www.growwithfusion.com)

**Moving • Staging • Decluttering • Storage**



**UNITS** is the Smart Choice for Real Estate Professionals



**UNITS**  
MOVING AND PORTABLE STORAGE  
OF LAS VEGAS  
Your Storage Solutions Partner  
702-707-4040 • [www.UnitsLasVegas.com](http://www.UnitsLasVegas.com)

# PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

|  |  |                      |  |
|--|--|----------------------|--|
| <b>BUSINESS COACHING</b>                             | RedBeard Inspections<br>Akes Pro Business Coaching<br>(702) 595-4422 | <b>MOLD TESTING</b>  | Rylee G Photography<br>Nevada Mold Testing<br>(702) 247-6653   |
| <b>BUSINESS DEVELOPMENT</b>                          | HomeServe<br>Fusion Growth Partners<br>(702) 373-4358                | <b>HOME WARRANTY</b> | <b>MORTGAGE</b><br>Five Star Mortgage -<br>Jessica Eiroa<br>(702) 285-0633   |
| <b>CPA/TAX/ACCOUNTING</b>                            | Old Republic<br>Cynthia J. Nutter CPA<br>(702) 907-7967              |                      | <b>PROPERTY MANAGEMENT</b><br>GoldenWest Management, Inc<br>Roy True<br>(979) 480-6335<br>www.GoldenWest<br>Management.com |
| <b>FLOORING/INTERIORS/<br/>CABINETS/COUNTER TOPS</b> | Home Protection<br>Modern Concepts Design<br>(702) 510-3156          |                      | <b>REAL ESTATE<br/>PHOTOGRAPHY</b><br>Laser Mortgage -<br>Sam Nelson<br>(702) 588-4361                                     |
| <b>HOME INSPECTION</b>                               | Old Republic<br>Bridge Home Inspections<br>(702) 722-2222            | <b>INSURANCE</b>     | Movement Mortgage<br>Allstate - Tom Wagner<br>(702) 235-4613   |
|  |  | <b>JUNK REMOVAL</b>  | Planet Home Lending<br>(702) 755-3983  |
|  |  |                      | Pride Lending -<br>Andrew Dort<br>(725) 780-5001   |
|  |  |                      | Landmark Title Assurance<br>Agency of Nevada<br>(702) 869-1111   |
|  |  |                      | Union Home Mortgage -<br>Caitlin Duffy<br>(702) 575-1041   |
|  |  |                      | <b>WATER SERVICES</b><br>H2O To Go<br>UNITS Las Vegas<br>(702) 707-4040  |
|  |  | <b>NON-PROFIT</b>    | Love Justice International<br>(412) 606-9954   |
|  |  | <b>PHOTOGRAPHY</b>   | Chernogorov<br>Photography<br>(424) 236-8553<br>www.chernogorov<br>wed.com   |



Ask About Our  
**Free Service Calls**



SCAN TO  
EASILY  
PLACE AN  
ORDER  
FOR YOUR  
CLIENT  
TODAY!



**HomeServe**  
Home Warranty

**Lacy Blackmore | 702.420.8412**  
AREA SALES MANAGER

*Let Me be Me*  
**SO YOU CAN BE YOU**



**LEFT BRAINED**  
GoldenWest Management, Inc  
Roy True  
(979) 480-6335  
www.GoldenWest  
Management.com

**Right BRAINED**  
CJ NUTTER  
Accounting Svcs.  
Quality Experience that Counts

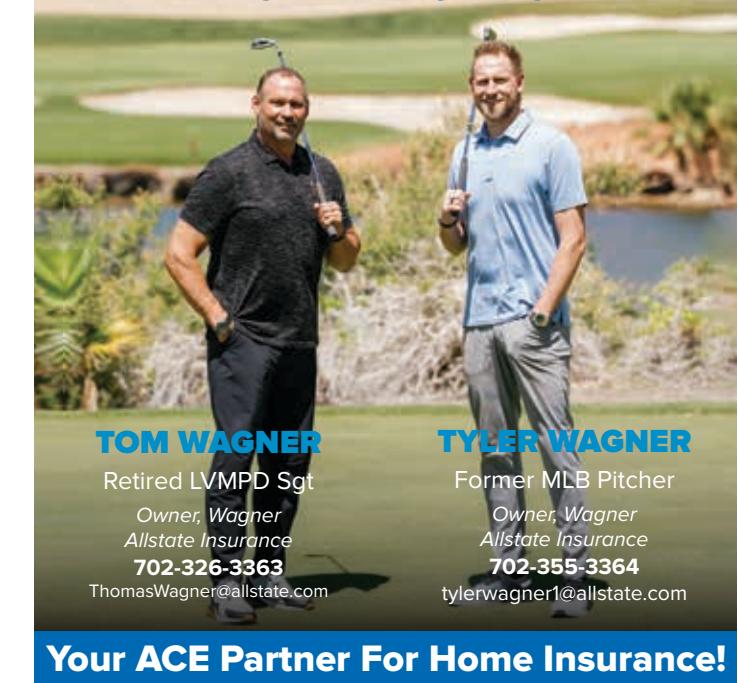
**CYNTHIA NUTTER**  
CPA and Owner  
**(702) 907-7967**  
**CJNutterAccounting.com**

[Facebook](#) [Instagram](#)



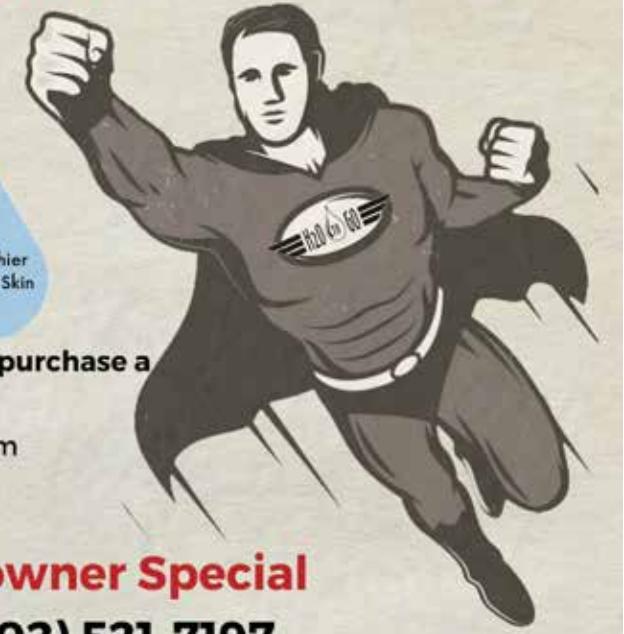
**Tom Wagner**  
Retired LVMPD Sgt  
Owner, Wagner  
Allstate Insurance  
**702-326-3363**  
ThomasWagner@allstate.com

**Tyler Wagner**  
Former MLB Pitcher  
Owner, Wagner  
Allstate Insurance  
**702-355-3364**  
tylerwagner1@allstate.com



**Your ACE Partner For Home Insurance!**

**BE A HERO TO YOUR CLIENTS & REFER  
THEM TO THE BEST WATER  
TREATMENT COMPANY IN  
SOUTHERN NEVADA!**



Preserve Your Home  
Longer Lasting Clothes  
Better Tasting Water  
No More Hard Water Spots  
Healthier Hair & Skin

According to Dataman Group, 65% of new homeowners purchase a water system within the first 90 days!

- Conditioners
- Softeners
- Non-Electric
- No Salt / No Potassium
- Reverse Osmosis
- Alkaline

**Call For New Homeowner Special  
Scott Hammond (702) 521-7197**

Locally Owned Since 1981











You Can Live Without Soft Water...But it's Hard

# We are Grateful for our Las Vegas Agent Partners!

*Forever thankful for the  
opportunity to serve you.*



**Julie Cimorelli Macrum**  
Vice President | Sales Manager  
702-303-0883



**Jeff Fargo**  
Sales Executive  
702-566-1966



**Sidney Cimorelli**  
Sales Executive  
702-286-2208



**Kyle Smith**  
Sales Executive  
702-338-9898  
Also Serving Pahrump



**Natalie Bradley**  
Sales Executive  
702-575-4837



**Christy Carrasco**  
Sales Executive  
702-885-6827



**Krysta Sitko**  
Sales Executive  
702-303-0893



**Dave Bennett**  
Sales Executive  
702-303-2914  
Serving Mesquite



**Fidelity National Title Agency of Nevada**  
Trusted everywhere every day.

# HARVEY

BLANKFELD

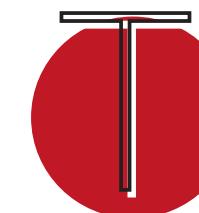


POSITIVE  
VOICE

► cover agent



Written by **Dave Danielson** • Edited by **Kendra Woodward** • Photography by **Chernogorov Photography**



*here's a lot of sound in the world ... and a lot of it can be negative ... with too much media emphasis placed on drama over substance. That's one of the many reasons why it's so refreshing talking with Harvey Blankfeld.*

As Principal of the Blankfeld Group with Berkshire Hathaway HomeServices, Harvey brings a powerful, positive voice to the industry in a number of ways — including as host of the popular Las Vegas Real Estate Now show.

Harvey kicked off the show in 2014 and has been providing a balanced and real view on the local real estate world through time. "On the show, we talk about local real estate issues. We have guests on consistently, as well. The motto of the show is to Educate, Empower, and Engage," Harvey says.

He continues, "We want our listeners to learn about real estate, feel comfortable with it and do it. We want

to make sure that people understand the true value of ownership, financially and personally, and why owning a home is so much better than renting. We want to make sure people are up to date. I love the radio program and sharing that information with the community. I like when we can get ahead of a story and be proactive to help people know what's coming."

Harvey was born and raised in Baltimore. As he came of age and entered the business world, he worked in the restaurant business in Maryland. At first, he worked in a French restaurant, and then he entered the pizza business. "The pizza business is what brought me to Las Vegas. The pizza vendor I worked with got a license to operate outlets at MGM Grand," Harvey says.

"We visited and decided to move out here in 1993 to open the MGM Grand. Simultaneously, we welcomed our first son who we adopted into the family."

After opening the MGM Grand and operating the pizza outlets there for 10 years, Harvey made the decision to take a new professional path. "About seven years into it, we realized we wouldn't be able to expand in Las Vegas, and so I decided to get my real estate license in 2001 and started to sell real estate in my spare time," Harvey explains. "Eventually, in my course of doing real estate, I partnered with Shelley Brown, who was a prominent real estate agent with Prudential. She asked me to be her partner, and we developed a team."

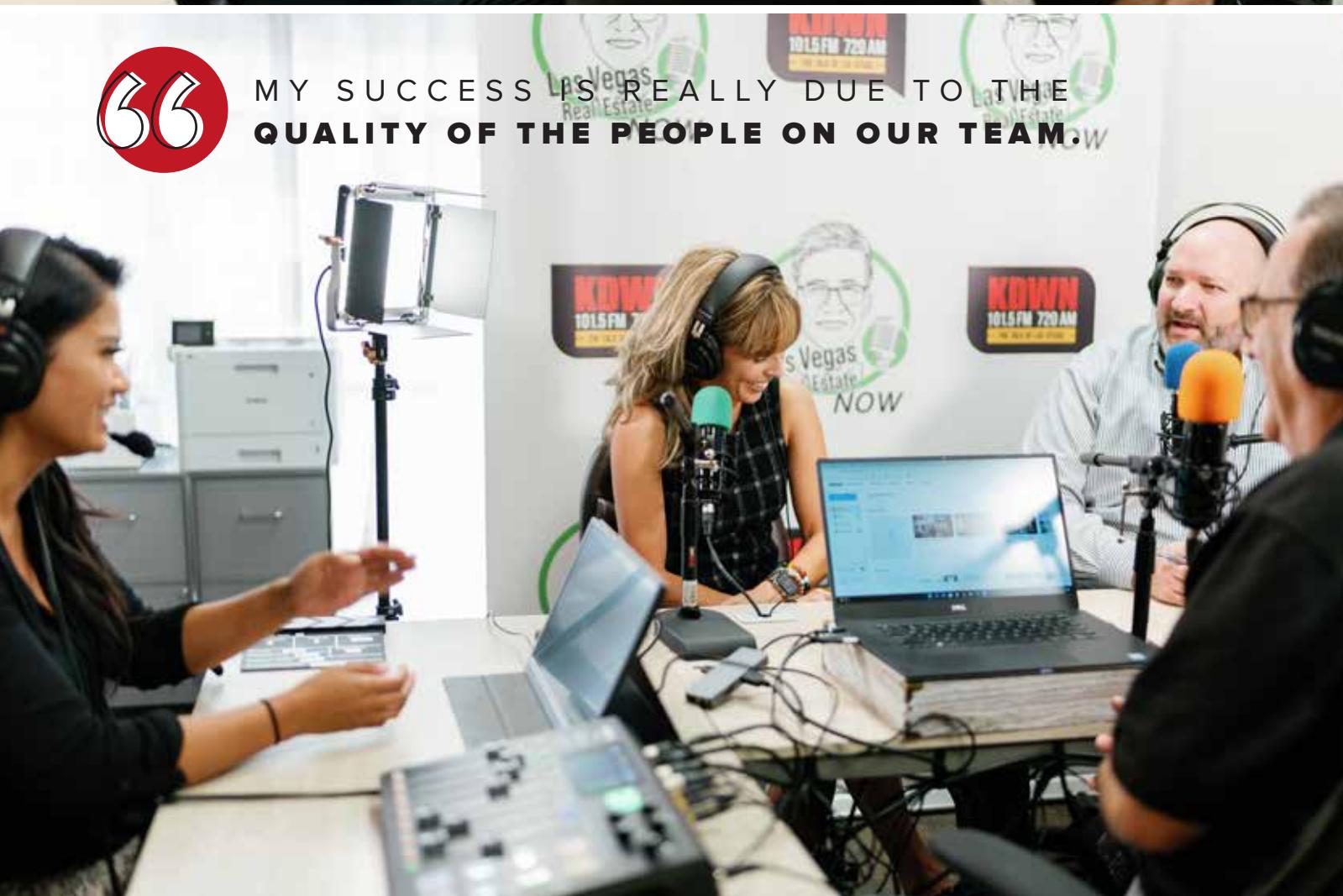
"In 2004," Harvey continues, "I decided to quit my job with the pizzeria to pursue real estate full time. Since then, Shelley retired in 2019, and we continue to grow our team." Today, his team focuses on day-to-day sales, property management and the radio show.

Harvey's passion for the business is easy to see. "I love getting my clients what they want and closing their transactions for them. I get the greatest joy when I receive a thank you from our



66

MY SUCCESS IS REALLY DUE TO THE  
QUALITY OF THE PEOPLE ON OUR TEAM.



clients," he says. "I am passionate about first-time homebuyers. I love seeing people moving from renters to homeowners."

Away from work, Harvey's world is centered around his family, including his wife, Helene, and their two sons, Zach and Ethan. In his free time, Harvey has a passion for traveling. He also likes to take in an occasional round of golf and loves cooking.

Harvey also has a heart for helping. One of his prime groups to support is Chefs for Kids. "We've partnered with them by sponsoring golf tournaments and going to their annual events," he says. "These are local chefs who provide nutrition education to at-risk elementary schools. It is a fantastic organization."

As Harvey considers his future in the business, he does so with great gratitude for those around him. "The quality

of my team members is fantastic. When clients work with us, they are getting over a century of collective real estate experience from top to bottom ... people who want to be here and truly care about the clients and their results and experience," Harvey emphasizes. "My success is really due to the quality of the people on our team. They are the ones who helped us produce a wonderful radio program and also take great care of our clients."



# 2021

## BY THE NUMBERS

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

29,563



TOTAL TRANSACTIONS

\$

\$15,004,291,782

SALES VOLUME

15,471

LISTING SIDE  
TRANSACTIONS



\$

12,977

BUYING SIDE  
TRANSACTIONS



\$30.009  
MILLION

AVERAGE  
SALES VOLUME  
PER AGENT



60  
AVERAGE  
TRANSACTIONS  
PER AGENT

YOUR CLIENTS DESERVE A

# LASERSHARP

MORTGAGE LOAN EXPERIENCE!

**LASER**  
MORTGAGE

LET'S POINT AND AIM WITH ACCURACY!

**SAM NELSON**

SENIOR LOAN ORIGINATOR

702-588-4361

NMLS ID 1782907



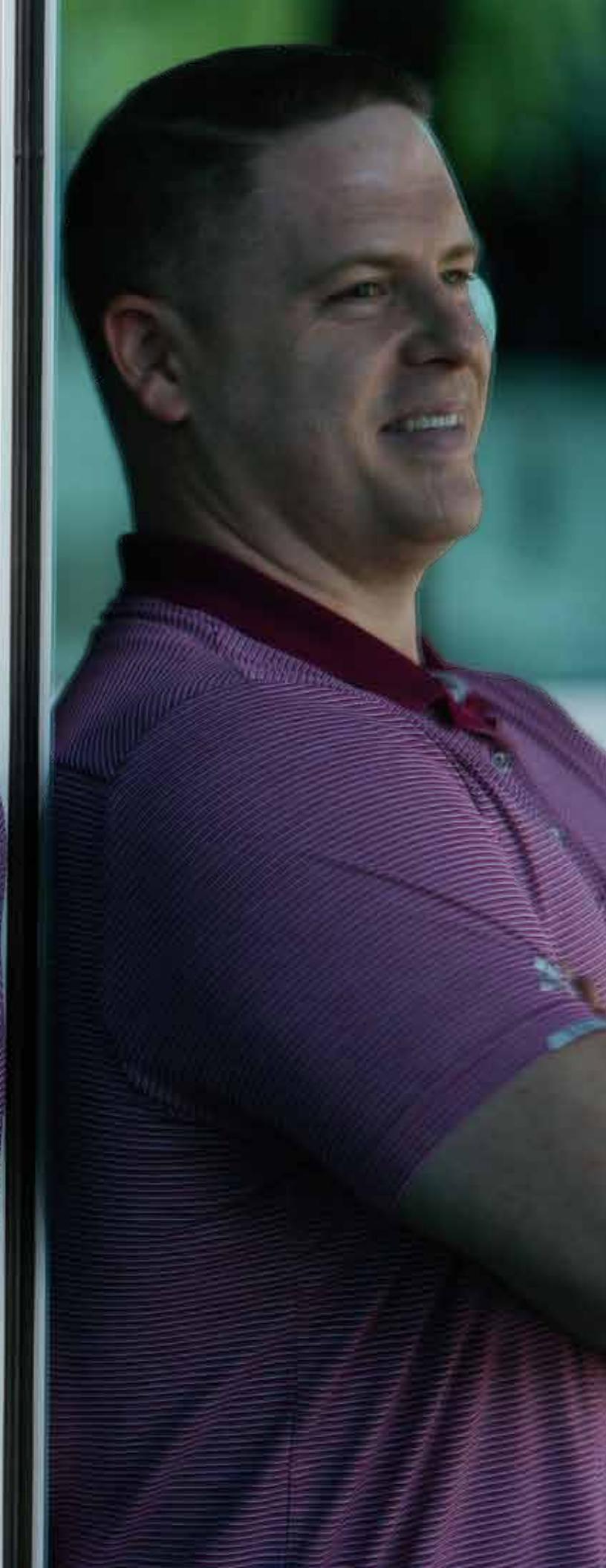
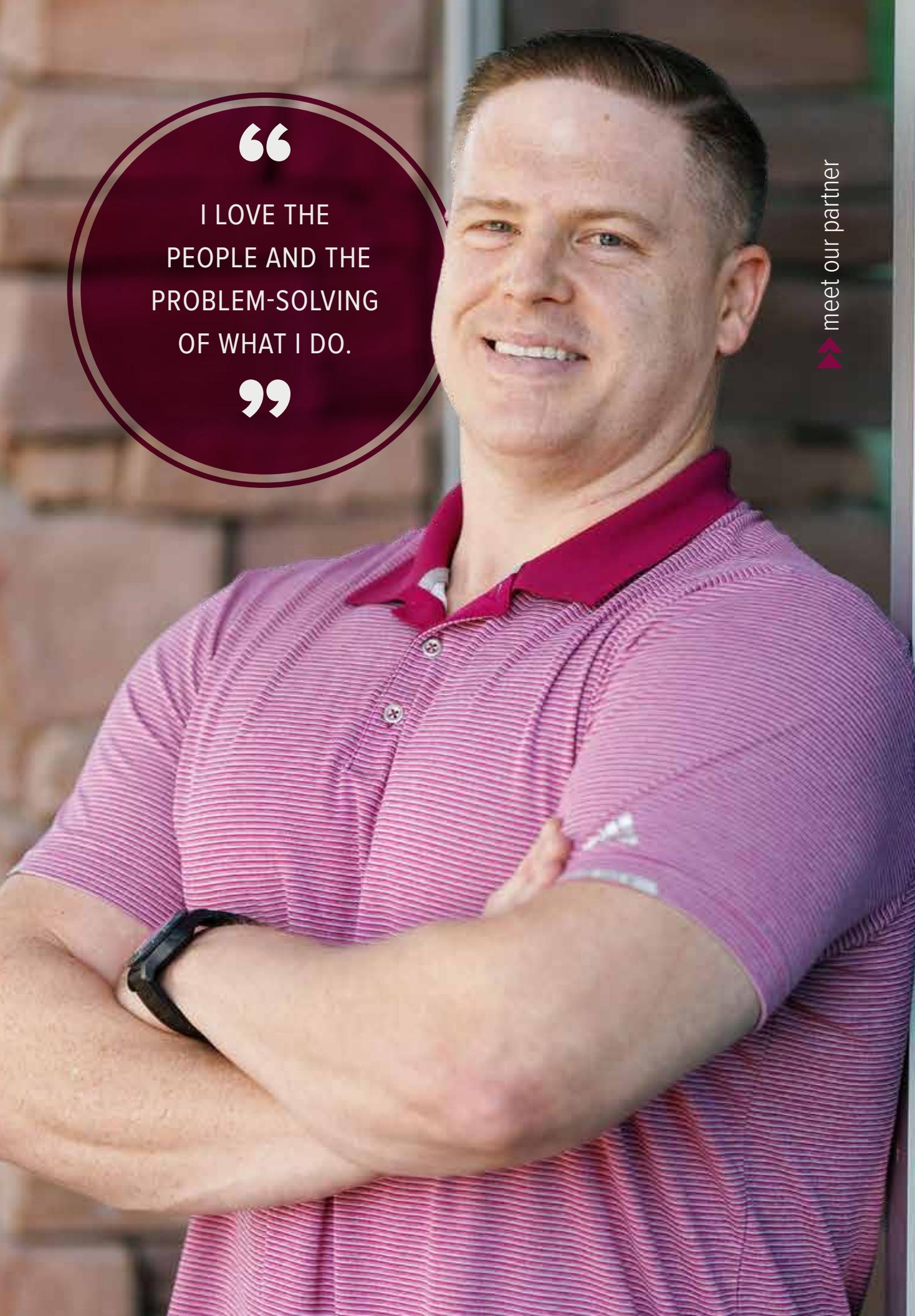
Laser Mtg, Llc Dba Laser Mortgage Corporate NMLS 2012640 Located At 2520 St Rose Parkway Ste 210 Henderson Nv 89074 Nv - Licensed By The Nevada Division Of Mortgage Lending License # 5191; Ca - Licensed By The California Department Of Financial Protection And Innovation Under The California Residential Mortgage Licensing Act License # 60dbo-122821 For All Licenses Visit [Http://www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org) All Loan Programs Terms And Interest Rates Are Subject To Change And/or Discontinued Without Advance Notice. Equal Housing Lender

“

I LOVE THE  
PEOPLE AND THE  
PROBLEM-SOLVING  
OF WHAT I DO.

”

meet our partner



# GREG HULETT

AND LANDMARK TITLE

## FIRST THINGS FIRST

Written by Dave Danielson

Edited by Kendra Woodward

Photography by Chernogorov Photography

Additional Photography by Jennifer Herrera, Imagine Home Loans

*In today's carefully curated social media world, there is no shortage of pictures filled with flawless smiles and celebratory selfies. Yet it can be easy to forget that behind most of those photos of success, there are countless hours of toiling work, failure, disappointment and the willingness to try again. Of course, the lesson is that there are no shortcuts to success. Greg Hulett demonstrates those lessons in the way he leads others as the President of Landmark Title.*

“I love the people and the problem-solving of what I do. The bottom line is ensuring that our employees and clients are happy. If those two things are positive, then everything

”

THE BOTTOM LINE  
IS ENSURING THAT OUR  
EMPLOYEES & CLIENTS ARE HAPPY.





else takes care of itself,” Greg says. “That means we’re doing good business and taking care of who we need to take care of. My mission is to always make myself better at making our employees and clients happier.”

In the real estate business, there are elements that are easily discernible from partner to partner. However, as Greg admits, the title side of the industry is not one of those. “In our business, we are literally selling the same product. Our product is really our customer service. That’s the main difference between us and larger competitors,” Greg says. “We focus on making sure the buyers and sellers have a fantastic experience. If our real estate partners’ clients have a really good closing experience and everything closes on time, it reflects well on the REALTOR®.”

Greg understands the local business landscape at a high level. Part of that is due to his long-term presence in the city. As an alum of UNLV, he’s been in the business for over 20 years. In the process, his rich experience includes having owned his own company. In fact, Landmark Title is the third title company he has run in Nevada. Landmark Title is based out of Phoenix, Arizona. In addition to its strong position in Las Vegas, Landmark Title also has a significant operation in Reno.

Greg joined the company a little over a year ago. In the process, the company has been in an exciting revitalization stage. “We opened a Reno location and hired a really good team there,” he says. “We are in the process of expansion and getting the word out here and in Reno. It’s very

rewarding being involved with growing our brand presence here in Las Vegas.”

Away from work, Greg likes to stay very active. In college, he played football at UNLV. One of his favorite pastimes is playing golf.

In the race to be the best you can be and grow with your clients’ needs, there’s no substitute for hard work and dedication combined with expertise. “My knowledge base allows me to answer questions. I always answer my cell phone, and I pride myself on getting back to people with answers, whether it’s a weekend or at night,” Greg says. “That’s one way we separate ourselves with service and provide what they need on an ongoing basis.”

Truly, Greg and the team at Landmark Title continue to create success stories with their REALTOR® partners and clients by putting first things first.



“

I ALWAYS ANSWER MY CELL PHONE, AND I PRIDE MYSELF ON GETTING BACK TO PEOPLE WITH ANSWERS, WHETHER IT’S A WEEKEND OR AT NIGHT.

”



#### Landmark Title Assurance Agency of Nevada

10000 W. Charleston Blvd. Suite 135  
Las Vegas, NV 89135  
Main: (702) 869-1111

Contact Us Anytime: [Answers@LandmarkNV.com](mailto:Answers@LandmarkNV.com)

# WHERE EXPERIENCE MATTERS



## WE WANT TO PARTNER WITH YOU TO GROW YOUR BUSINESS

We understand that although all real estate agents may be in the business of Real Estate, their business needs are not all the same.

Our team takes the time to listen to your challenges, wants and needs. They know that it is only then that they can assist you in developing strategies and ideas to help grow your business. They will support you with the tools and education that will take your business to the next level

At Landmark, we understand that it takes the attention and hard work of our title officers, escrow teams and sales to make your team a successful force in this market.

Contact one of our team members today to set up a strategy session.

**702-869-1111**



and  
service is  
paramount



# mindy

PETERSON

Written by **Dave Danielson**

Edited by **Kendra Woodward**

Photography by **Chernogorov Photography**

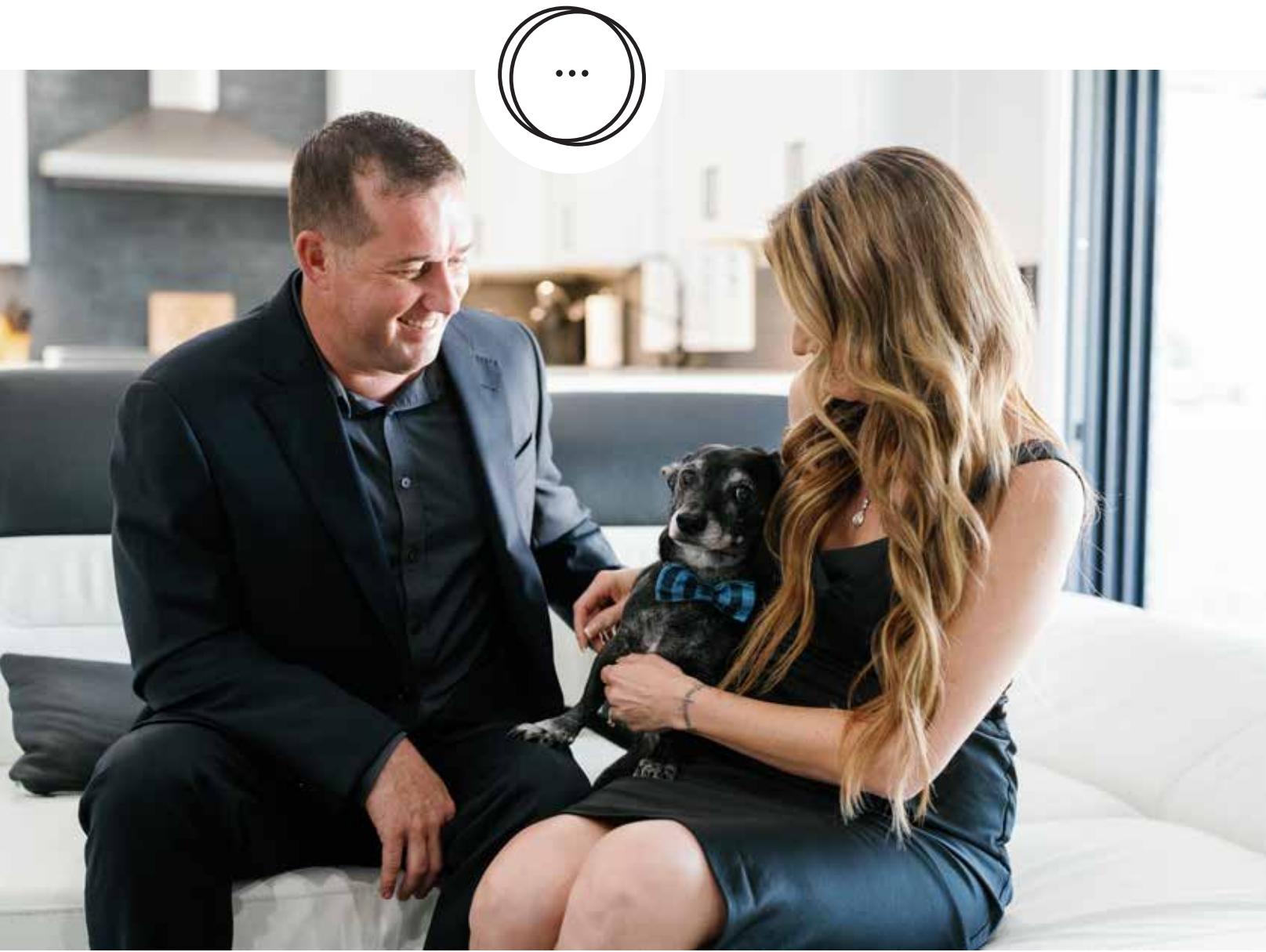
*In the ever-continuing effort to be our best for those we serve, it can be easy to want to naturally hurry the process up ... to look at things in terms of sprinting to new results. That drive to get better results quickly is a natural one, for sure. But the process of creating sustained success is more of a marathon. Mindy Peterson follows that approach as a REALTOR® with the Custom Fit Real Estate Group.*

IN IT  
FOR THE  
LONG RUN

Those who know Mindy appreciate the way she is in it for the long run when it comes to fulfilling the needs of others. “I love meeting new people and helping them figure out what it is that they want and need. I take the time to find out what they need so I can better serve them,” she says. “The best part of it all is seeing the smile on my client’s face when we close on their home. It’s fulfilling to help people with their dreams.”

Mindy got her start in the business in 2020. Prior to that, she gained substantial success in the food and beverage industry. “I’ve worked in the food and beverage industry my whole life. I was a bartender for the last 19 years, and I was trying to find something different where I could make more money and actually make a difference. I had tried network marketing





and a few other businesses. I found that none of the others were making me more money than I was already making."

In 2019, Mindy became very interested in real estate investing. She started working with investors to learn different techniques and decided to get her real estate license. "A week later, COVID-19 hit. At the time, I was working at a bar in the airport, and we were the only bar that was still open. I worked double shifts," Mindy says. "On my lunch breaks and my one day off, I would make phone calls and let people know I was in the business."

So, Mindy started doing home tours online. It didn't take long for her to start getting business that way. She closed 12 deals from March to December of that year. "Eventually, the bar I was working at closed in September — two months before my 40th birthday — which was going to be the point when I had told my husband I was going to retire from the bar business." Mindy wasted no time in establishing herself in real estate. In fact, in 2021, she closed 34 transactions.

One of Mindy's favorite parts of connecting with her clients and prospects is through social media. She normally does video segments

on Tuesday and Thursday. "As part of those, I would pull from my background in the hospitality industry and share how to make one drink each week," she says.

Away from work, Mindy places a lot of emphasis on staying fit and active. In a previous life, Mindy had played roller derby for eight years. "I like to work out, skate, anything adventurous, and travel as much as possible. I also enjoy meeting new people, so I put together a group where I host monthly events," Mindy says. "Each month, we do a different activity, whether it's wine tasting, going bowling or taking on other activities. We have built our own little community."

66

I LIKE TO  
WORK OUT,  
SKATE,  
ANYTHING  
ADVENTUROUS,  
AND TRAVEL  
AS MUCH AS  
POSSIBLE.

99

...



“

I have always networked with a lot of people.

*I find a lot of joy helping them connect together.*



Speaking of helping, Mindy has a heart for helping her community. The events that she coordinates always have a charitable connection.

“People donate to the charity to go to the event. In the process of doing that, we are trying to hit as many charities as we can. Some of the groups we have supported in the past include St. Jude Children’s Hospital, Heaven Can Wait, Three Square, and First Step Nevada,” she explains.

Those who know Mindy appreciate her gifts as a connector and resource for a full range of needs. “People come to me if they need anything home related, whether it be a roofer, plumber, electrician, gardener, etc. Our company is a one-stop shop for all your real estate and construction needs. Aside from that, I have a passion for connecting people with others for whatever they need or could help with,” she says. “I have always networked with a lot of people. I find a lot of joy helping them connect together.”





**YOU CAN  
SAVE A LIFE  
FROM HUMAN  
TRAFFICKING**



[LOVEJUSTICE.NGO/LEARN](http://LOVEJUSTICE.NGO/LEARN)

# DALLAS TUNG



► rising star

Written by **Dave Danielson**  
Edited by **Kendra Woodward**  
Photography by **Chernogorov Photography**  
Photographed at Dallas' rental property in Henderson

## DRIVEN TO MAKE A DIFFERENCE



*In some ways, Dallas Tung is like a finely tuned clock. As a Luxury REALTOR® and Team Leader of the Yu-Tung Realty Group with Keller Williams Luxury International, Dallas is very efficient, precise, and he doesn't waste energy. Instead, he is focused on making a lasting difference for those around him, including his team members and clients.*

"My long-term goal is building lasting relationships with my clients. And what's very important to me is that I provide them a level of satisfaction that makes them feel good — that makes them not hesitate in giving me a five-star rating," Dallas says.

Dallas has a lot of appreciation for the opportunity he has to lead the team. "I enjoy being able to teach them what I've learned to help them become successful. That's a great feeling," he explains. "For example, one of our agents, Stephanie, has been an agent for a couple of years. During her first two years, she had closed two deals. Since joining us earlier this year, she quickly recorded several closings."

Dallas earned his real estate license in 2021, but he has always had an entrepreneurial spark. He started his first company in 2005 in Indiana. It was a manufacturing operation that created gift cards, membership cards, and hotel key cards. In 2017, Dallas

moved the manufacturing facility to Las Vegas, and he moved here.

In time, Dallas and his wife, who had been investing in real estate, worked with Renton, a local REALTOR® who had been managing a couple of Dallas' investment properties. It wasn't long before Renton suggested that Dallas get into the business himself.

After thinking about it for a time, Dallas earned his license and joined Keller Williams Realty. After getting his first couple of deals under contract fairly quickly, he hit a slow time for a few months. However, with determination and creativity, Dallas gained traction and saw his business build. In 2021, Dallas recorded around \$10 million in sales volume



“

I LOVE  
LOOKING AT  
HOMES AND  
HELPING  
PEOPLE.  
*I love running  
around showing  
homes all the time.*



on around 20 deals himself. This year, in 2022, Dallas and his team recorded over \$25 million so far.

As a leader, Dallas takes great care in guiding the growth of his 12-member team. In the process, demonstrating excellence on a daily basis. “Our team is outstanding. I couldn’t do this without the team. I can’t be in two places at once. There’s always someone that’s willing to come in and help out,” he points out.

While Dallas serves as an essential mentor for his team, he also has a drive for continued growth and learning himself. One of the things

that he credits with continually sparking his growth is the coaching he does with Chris Ward, a coach with Tom Ferry. “I meet up with him for coffee, and we talk, and we chat. He’s always giving me pointers of what to do and what I shouldn’t do,” Dallas says. “I plan on continuing my coaching because even the best people, CEOs, mentors, even coaches themselves have their own coaches. So you can never stop learning. I recommend that no matter how good you are, you should still keep trying to improve.”

At the heart of it all is the deep passion has for the core elements

of his work. “I love looking at homes and helping people. I love running around showing homes all the time,” he says. “In addition, I love showing homes and creating content about properties.”

Away from work, Dallas enjoys staying active with travel, golf and cycling. He also likes to explore restaurants, socialize, and spend time with friends and family.

There are all types of motivations in life and in real estate. When it comes to Dallas Tung, he is propelled forward by a pure drive to excel and make a difference for those around him.

“

**SO YOU CAN NEVER STOP LEARNING.  
I RECOMMEND THAT NO MATTER  
HOW GOOD YOU ARE, YOU SHOULD  
STILL KEEP TRYING TO IMPROVE.**



## SPECIAL THANKS TO

The PLATINUM Sponsors  
Of Our FALL KICKOFF EVENT -  
Fidelity National Title!



► announcement



Your Go-To  
LENDER  
Who Won't  
DROP THE  
BALL



ANDREW MARLOW  
Mortgage Loan Originator  
NMLS ID# 1735199  
702-755-3983  
amarlow@planethomelending.com  
2485 Village View Dr. Ste 150  
Henderson, NV 89074



**GoldenWest Management Inc.**

Property Management Experts

~ Our Referral Partner Pledge ~

**1** We Don't Do Sales    **2** We Pay Referral Fees    **3** We Protect Your Online Reviews

**Rent It Like You Mean It!**

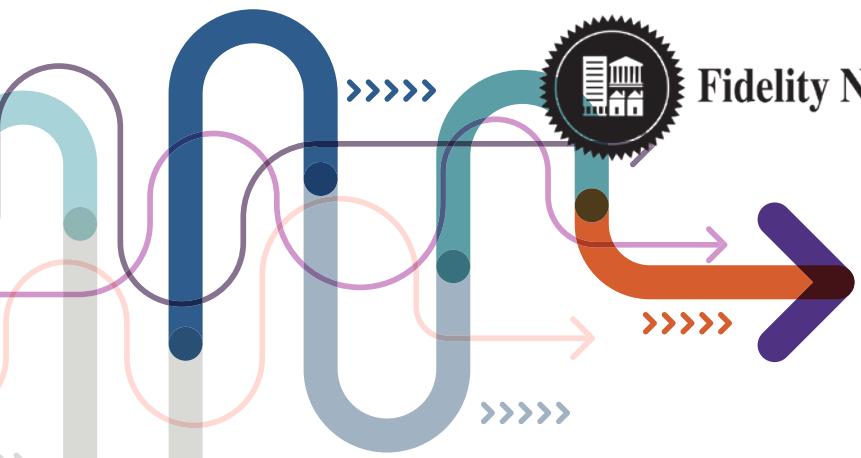
**CONTACT A PRO! 702.685.7696**  
[www.GoldenWestManagement.com](http://www.GoldenWestManagement.com)

**The Information  
Your Client's Need  
The first time.  
On time.**

**RedBeard**  
Inspections LLC

**702•817•3136**  
[inspectslasvegas.com](http://inspectslasvegas.com)

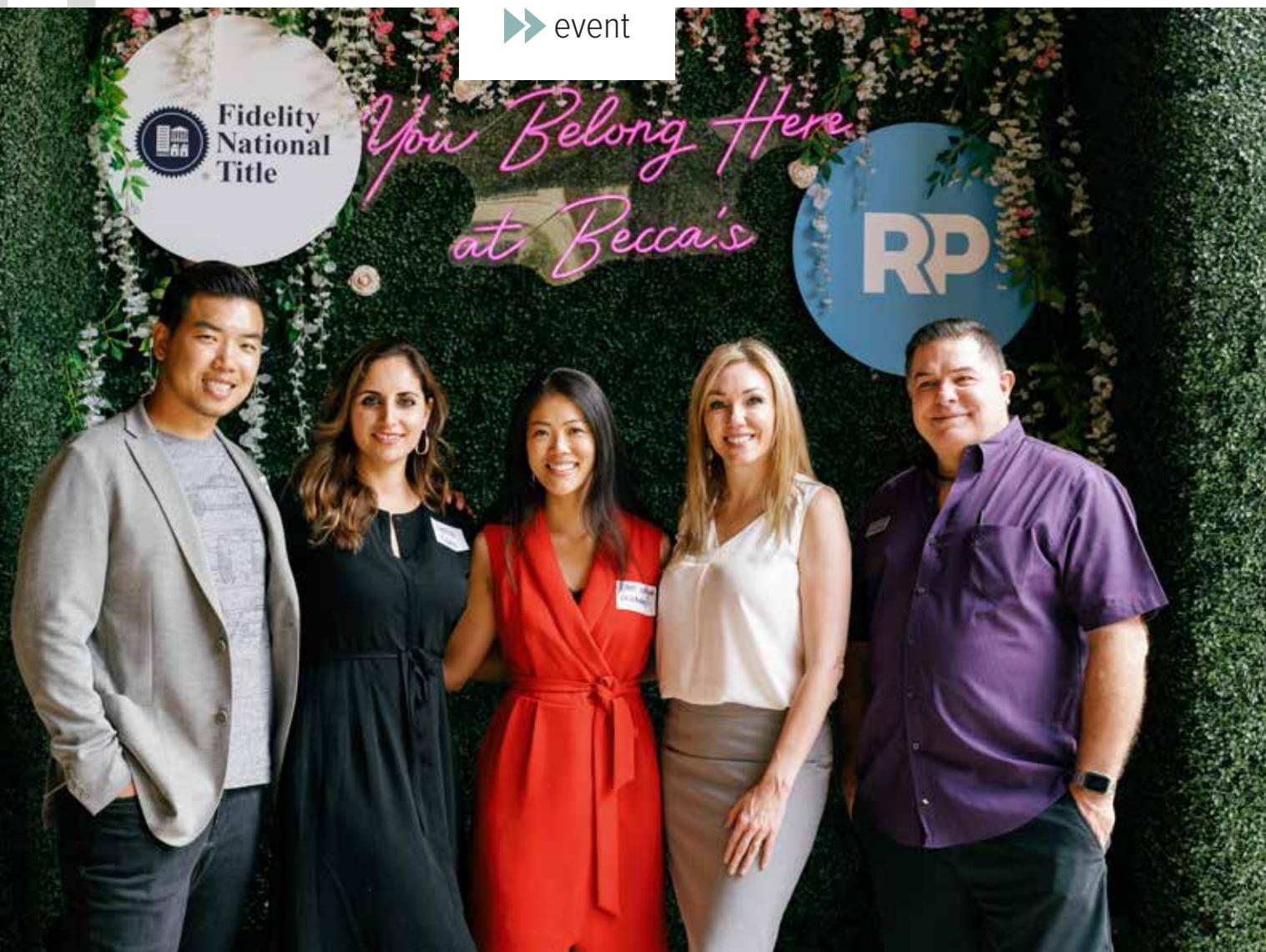
# MAKING CONNECTIONS IN THE LAS VEGAS TOP-PRODUCING REAL ESTATE COMMUNITY IT'S WHAT WE DO!

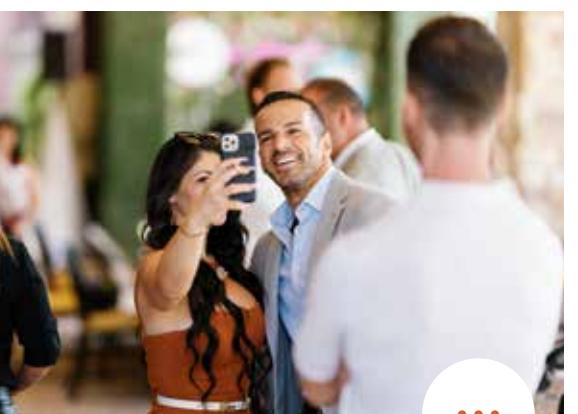
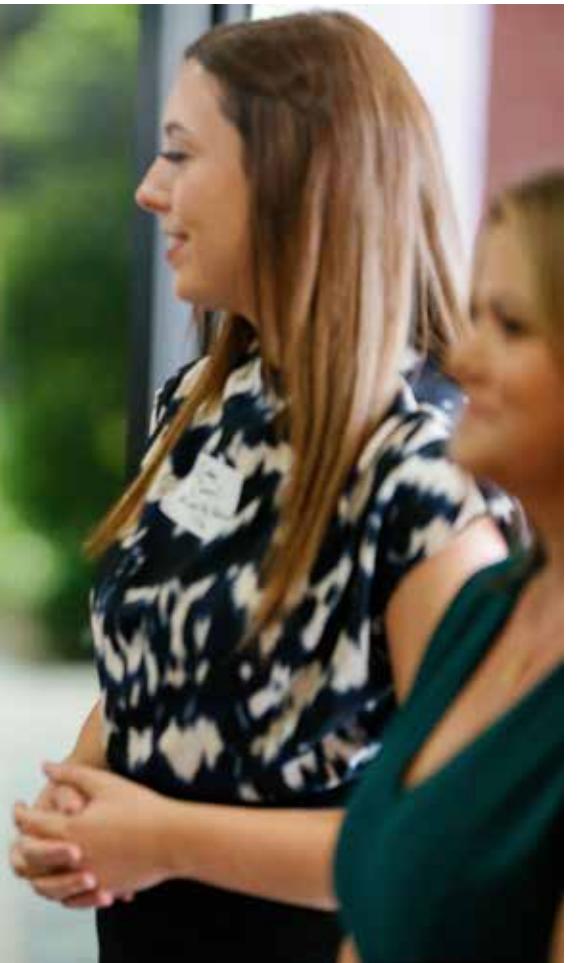
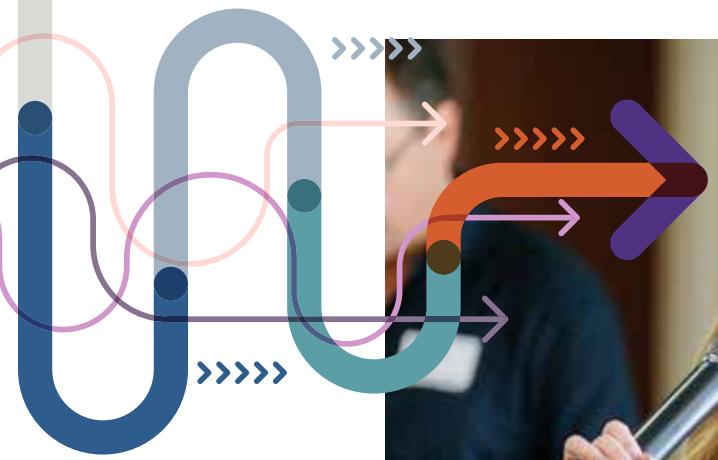


Fidelity National Title Agency of Nevada  
Trusted everywhere every day.

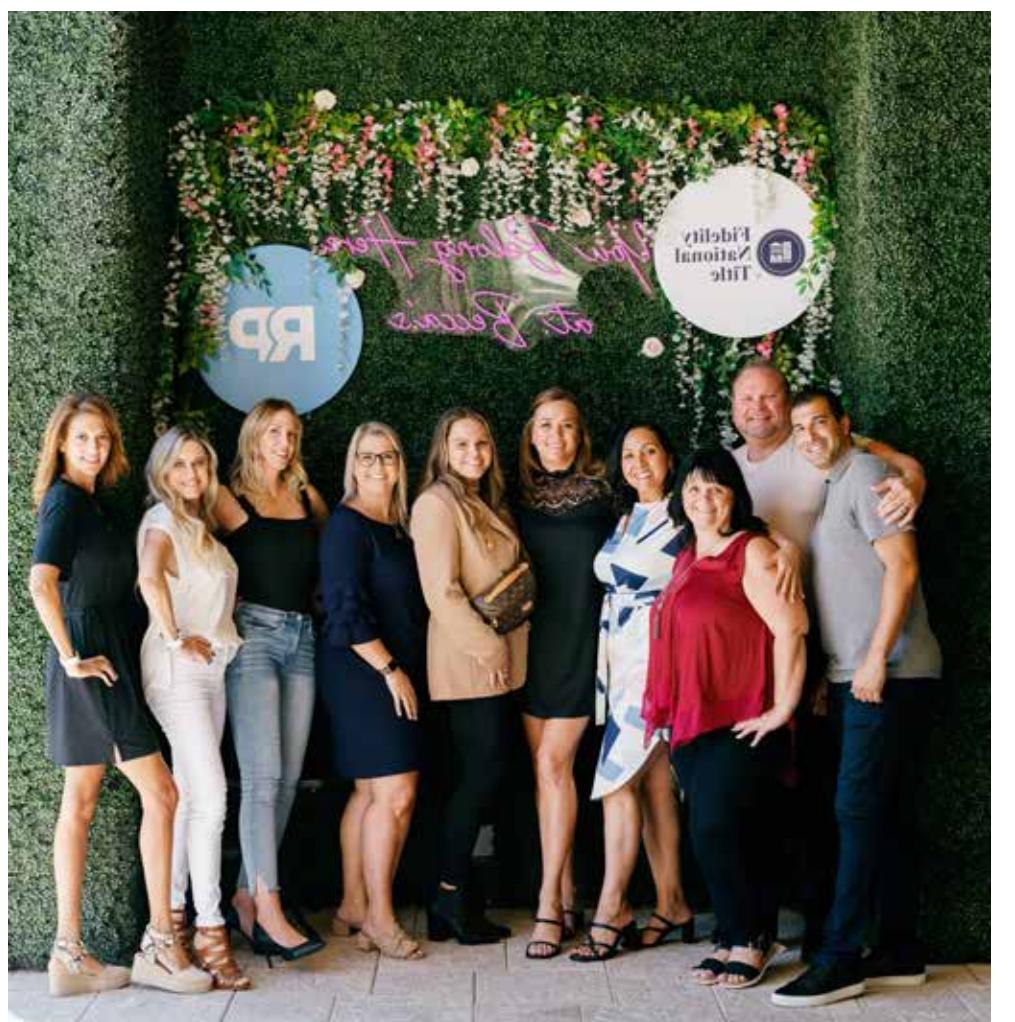


► event









@realproducers



realproducersmag.com

## NEVADA MOLD TESTING INC.

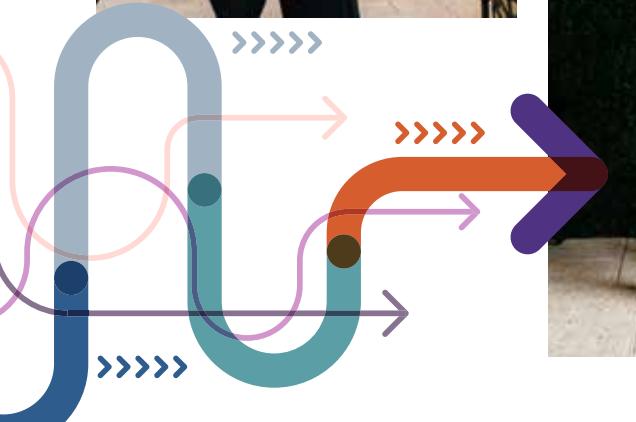
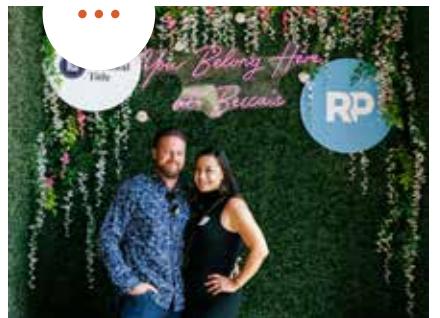
Certified Mold Technicians  
Licensed Asbestos Consultant

We do more than  
just mold testing  
- Mold - Allergens - Asbestos



- How is the air quality in your home?
- Are you always feeling sick but don't know why?
- Do you suffer from Asthma, or COPD?
- Are you a Cancer survivor?
- Do you suffer from immune deficiency?

Call Us 702-247-MOLD (6653)  
[www.nvmoldtesting.com](http://www.nvmoldtesting.com)



**OLD REPUBLIC HOME PROTECTION**

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



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

**Stacia Brain**  
Account Executive  
800.282.7131 Ext. 1344  
C: 702.596.3752  
StaciaB@orhp.com  
my.orhp.com/staciabrain

*People Helping People*

This is a paid advertisement.

*Level Up*  
YOUR MARKETING  
GAME  
for 2023!

Branding  
Lifestyle  
Family  
Couples  
& More!

**Rylee G.**  
PHOTOGRAPHY

Scan to  
contact me  
today!

Rylee Gomez,  
Professional Photographer  
702.234.7974 | RyleeGPhotography.com

**WIN**  
HOME INSPECTION

LOOKING FOR A NEW  
**INSPECTION PARTNER?**

**PHIL WHALEN**  
WIN Home Inspection Summerlin

702-336-4190 | [summerlin.wini.com](http://summerlin.wini.com) | License #IOS.0002665-RES

**YOUR BUSINESS PHOTOGRAPHY STUDIO**

PORTRAITS • PRIVATE EVENTS • ARCHITECTURE

We believe that every professional needs a captivating image to support their brand. Together we'll team up to create a professional look that captures you and your work in the best way.

*Liliya & Albert*

**CHERNOGOROV**  
*Photography*

[WWW.CHERNOGOROVWED.COM](http://WWW.CHERNOGOROVWED.COM)  
[CONTACT@CHERNOGOROVWED.COM](mailto:CONTACT@CHERNOGOROVWED.COM) • (424) 236-8553

**UNION HOME**  
MORTGAGE

**VETERAN**  
*Serving Your Veterans*

**#CallCaitlin**  
VA Mortgage Lender  
**702-575-104**  
[SynergySquadUHM.com](http://SynergySquadUHM.com)

**SYNERGY SQUAD**  
UHM

EQUAL HOUSING LENDER

LO NMLS # 1108531 | NC # I-59204 | NV # 61382  
Licensed by the California Department of Financial Protection and Innovation. Residential Mortgage Lending Act License number 4131047, Finance Lenders Law License 60DBO61986.



WFG National Title Insurance Company<sup>®</sup>  
a Williston Financial Group company

TOP RATINGS  
FROM OUR CLIENTS

9.2



2021 WFG Customer Survey



**JAMIE LEWIS**  
Vice President  
Nevada State Sales Manager  
Cell: 702.817.9285  
[jlewis@wfgtitle.com](mailto:jlewis@wfgtitle.com)  
[www.wfgcom/nevada](http://www.wfgcom/nevada)

GINA PAPPAS • CHANNELLE BELLER  
PAUL MANGUAL • DALENE MC LAUGHLIN  
JAMIE LEWIS • TAMICA EVANS  
SANDRA JAUREGUI • ESMEALDA LICEA  
DELVIE VILLA • KEVIN JONES DE OCA