

LAS VEGAS

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



The Lowman, Brady, Brauner Luxury Group

Luxury Homes of Las Vegas

MAY 2023

RocketLister



IT IS TIME TO
JUMP OVER THE COMPETITION

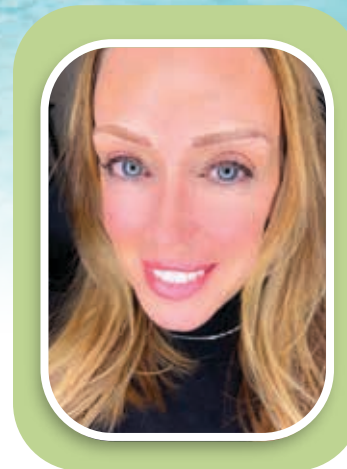
**UNLIMITED PHOTOS +
SIGN/LOCKBOX INSTALL +
PROPERTY FLYERS +
MLS ENTRY**

All Inclusive & Starting at Only \$165

www.rocketlister.com

Lynn Day Team

Your Mortgage Solution for Every Day!



Lynn Day | NMLS # 317618
Top Las Vegas Loan Specialist
20+ years of experience!
Licensed in NV, AZ, & CA
Cell: 702.439.3598
DirectFundingInc.com/Las-Vegas/LDay



 @LynnDayTeam

Celebrating All the Amazing Moms in Real Estate!

Happy Mother's Day from



Fidelity National Title Agency of Nevada
Trusted everywhere every day.



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



Jeff Fargo
Sales Executive
702-556-1966



Sidney Cimorelli
Sales Executive
702-286-2208



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 and Pahrump



Cindy McElroy
Sales Executive
702-580-9284

Erin Freemal

Market Leader | NMLS #172674
702.235.4613

Erin.Freemal@movement.com
www.movement.com/erin.freemal



**Making
Dreams of
Homeownership
bloom!**

**BEST[®] of
LAS VEGAS**
SILVER WINNER
LAS VEGAS REVIEW-JOURNAL
BESTOFLASVEGAS.COM 2022

10655 Park Run Dr, Suite 190, Las Vegas, NV 89144 | AZ-0946587, AR, CA-CA-DBO172674, FL-LO105582, IA-49274, IL-031.0079284, MI-172674, MO-172674, NV-17869, NY-Temporary Authority, OR, PA-101155.140, TX, UT-12105568, WA-MLO-172674 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org). Additional information available at 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
412-606-9954
mike.maletich@n2co.com



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



Kendra Woodward
Editor



Albert and Liliya Chernogorov
Photographer:
Chernogorov
Photography



Lanie Schaber
Ad Strategist



Jim Saracino
Event and Content
Advisor



Mitzie Maletich
Promo Coordinator/
Photo Shoot Scheduler
412-605-9491



Zach Cohen
Writer

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



Your Neighborhood Property Managers Rent It Like You Mean It



Our Partner Pledge

We Don't Do Sales...Your Clients Stay Yours!
We Protect You From Negative Client Reviews
We Are Your Landlord-Tenant Experts
We Are Full-Service: Tenant Placement, Rent Collection, Repairs, & More!

We Are Here For All Your Property Management Needs

Contact Us Today! 702.685.7696
goldenwestmanagement.com

LOOKING FOR A NEW
INSPECTION PARTNER?

PHIL WHALEN
WIN Home Inspection Summerlin
702-336-4190 | summerlin.wini.com | License #IOS.0002665-RES

TABLE OF CONTENTS



06

Meet
The Las
Vegas Real
Producers
Team



14

Cover
Agents:
William,
Tyler, and
Ken



22

Meet Our
Partner:
Junklug-
gers



28

Leadership:
Lianna
Alvarez



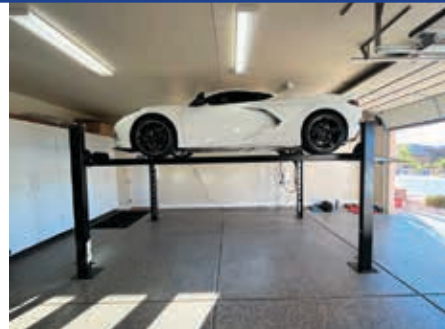
36

Trailblazer:
Jenna
O'Grady



42

Event: Las
Vegas Real
Producers
2023
KICKOFF



**RESIDENTIAL
PARKING SOLUTIONS**

Call today to easily schedule
your free site evaluation!
702.237.0716

**Parking Solutions
Customized To
Perfectly Fit Your
Clients' New Home!**

- Residential & Commercial
- Car Lift Installation
- Car Parking Solution
- Car Parking Management

Fits in all
standard
home
residential
garages!

ResidentialParkingSolutionsofNV.com

2022

BY THE NUMBERS

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

19,254



TOTAL TRANSACTIONS

\$ \$10,567,685,134
SALES VOLUME

**\$21
MILLION**

AVERAGE
SALES VOLUME
PER AGENT



38

AVERAGE
TRANSACTIONS
PER AGENT



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!

ART GALLERY

Park West Gallery
(248) 354-2343
parkwestgallery.com

AUTOMOTIVE

Residential Parking Solutions
(702) 658-1323

BUSINESS DEVELOPMENT

Fusion Growth Partners
(702) 373-4358

CLEANING SERVICE

Aloha Angels
(702) 466-7081

FLOORING/INTERIORS/
CABINETS/COUNTER TOPS

Modern Concepts Design
(702) 510-3156

HOME INSPECTION

Bridge Home Inspections
(702) 722-2222

HouseMaster
Home Inspections
(702) 534-4144

Solid
Inspection Services
(702) 217-5325

HOME WARRANTY

Old Republic
Home Protection
(925) 963-4726
www.orhp.com

INSURANCE

Allstate - Tom Wagner
(702) 257-8888

INTERIOR DESIGN &
HOME STAGING

Kerry F. Decor
(702) 882-4518

JUNK REMOVAL

Junkluggers
(209) 233-5420

MORTGAGE

Bay Equity Home Loans
(858) 688-3778

Direct Mortgage Funding
(702) 439-3598

Five Star Mortgage -
Jessica Eiroa
(702) 285-0633

HighTech Lending
(702) 491-2583

Laser Mortgage -
Sam Nelson
(702) 588-4361

Movement Mortgage
(702) 235-4613

Pride Lending -
Andrew Dort
(725) 780-5001

MOVING & STORAGE

UNITS Las Vegas
(702) 707-4040

NATIONAL SIGNING

AGENCY & DEED SERVICE
Direct Signings Direct Deeds
(702) 685-0400

REAL ESTATE
PHOTOGRAPHY

Rocket Lister
(480) 570-8455

SENIOR MOVE
MANAGEMENT

Caring Transitions of
Las Vegas
(702) 329-4300

TITLE COMPANY

Fidelity National Financial
(702) 877-3003

Landmark Title Assurance
Agency of Nevada
(702) 869-1111

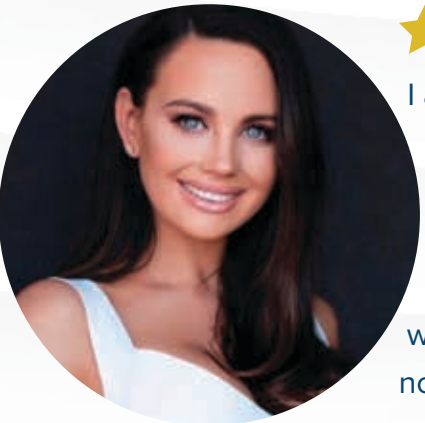
WFG National Title
(702) 728-5295

WATER SERVICES

H2O To Go
(702) 521-7197

CONGRATULATIONS HIGHTECHLENDING
Welcome to the Las Vegas Real Producers family!

Las Vegas Top Agents, your fellow top producers have had a lot of success partnering with the HighTechLending team.



I am a local real estate agent in Las Vegas and have been fortunate enough to work with HighTechLending multiple times throughout my career. They have worked miracles for my clients to finance their dream home! They made the process easy and they are extremely organized and responsive. If you are looking for a trusted lender who will actually get the job done and follow through with their word, look no further! HTL is the best in the business!

Mariah Templeton, Engel & Volkers



I never realized how critical it was to my business to have an elite lender as a part of my team. Once I began referring my buyers to Jason and his team, my business immediately began to take off. It's not just the great service or extremely quick turnaround times; it's their work ethic and willingness to come up with creative solutions that help more of my clients become homebuyers.

Sherry Strothers, Scofield Realty



See what your fellow
Top Producers are saying!



Jason MacDonald • Branch Manager • NMLS #1589741
702.803.3141 • JMacdonald@HighTechLending.com
LasVegas.HighTechLending.com

HighTechLending, Inc. NMLS #7147 • HTL Las Vegas NMLS #1540198



If you are interested in contributing or nominating Realtors for certain stories, please email us at 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.



A Shaddock Company

Our Product Is Our Customer Service



702-869-1111

Contact Us Anytime: Answers@LandmarkNV.com

Landmark Title Assurance Agency of Nevada
10000 W. Charleston Blvd. Suite 135 Las Vegas, NV 89135



Greg Hulett, President
702.348.9936



THE LOWMAN, BRADY, BRAUNER LUXURY GROUP with Luxury Homes of Las Vegas

William, Tyler, and Ken understand Luxury real estate and the importance of providing clients with an authentic concierge experience. They created a unique approach of three experienced agents, banded together, and working as ONE team to find local, national, and international luxury buyers across all cultures and continents. With over six decades of experience and knowledge, across a vast array of specificities and niches in real estate, the group has discovered something unique.

THE WINNING TEAM

Admittedly, William, Tyler, and Ken came together to build a trifecta of the best agents in town. “We preach ‘team’ in everything we do,” Tyler says. “When you get one of us, you get all of us.” And that design has become an enormous success for them, as they focus intensely on their hands-on approach. They are not interested in becoming the biggest agency in the market, where clients can be forgotten. Instead, they are committed to providing exceptional service to every client and each other. No one will work smarter and harder than William, Tyler, and Ken.

The team is supported by a staff of five administrative professionals, which includes assistants, an in-house marketing team, a contract department, an in-house interior designer, and five showing agents. That’s just on their “inner team,” though; their entire brokerage at Luxury Homes of Las Vegas consists of 18 agents. Tyler says, “We support the brokerage and our agents in becoming the best possible.” Williams adds, “We work as a collection.”



The Town Trifecta

WILLIAM

William Brauner brings a unique perspective to the industry. He is the quintessential Frenchman who delivers world-class customer service with a warm smile. Originally

from Bordeaux, France, he grew up in a family with deep roots in real estate and has extensive experience in buying, selling, and renovating luxury homes. Although he initially didn’t plan on following in his



“

Your dedication to the client is what gets the home sold. We are one team; three top-producing agents working together with one ultimate objective - getting our clients the most money.



family's footsteps, William's journey in the United States eventually led him back to real estate after a stint as a pastry chef making French croissants and delicate pastries.

In 2001, he moved to Vegas and has since worked tirelessly to build a successful career as a Luxury Property Expert, using his sales experience and personal dedication to provide each client with the attention they deserve. William admits he was a long-time Luxury Homes of Las Vegas client before partnering with Ken and Tyler. In addition, William is a skilled negotiator who focuses tirelessly on ensuring your home will shine throughout the selling process.

KEN

Ken Lowman is the founder of Luxury Homes of Las Vegas with a wealth of experience, having worked in the industry for over 32 years. He brings tried-and-true extraordinary expertise, focusing on real estate's "forgotten" aspects and working from the grassroots level to achieve success. Ken's longevity in the industry has given him a keen eye for closing deals and quickly navigating tricky situations.

Ken grew up in Southern Idaho and Eastern Oregon, where he developed a strong work ethic and obtained a college degree in industrial engineering. In 1990 Ken switched to a career in real estate, moved to Las Vegas five years later, and has been focused on the luxury market ever since. His background in engineering lends him a systematic approach to problem-solving and the ability to communicate effectively with a wide range of people. Even in his spare time, Ken's interests revolve around building and investing in real estate, demonstrating his dedication to the industry.

TYLER

Tyler Brady is a third-generation Las Vegas resident with a wealth of knowledge about the city's real estate market. Tyler's family has a long

history in Las Vegas, dating back to 1936 when his grandparents opened the first LV Safeway and later founded Brady Industries and Brady Linen.

Tyler's childhood was spent in a guard-gated community called Spanish Trail, where he developed a passion and desire to build and market similar luxury homes. His commitment to helping others has made him a natural fit for the real estate industry, where he uses his knowledge and expertise to make a difference in people's lives.

BUILDING THE TEAM

Ken and Tyler first joined forces. As the team developed and William joined, there was a new sense of dedication and organization. Admittedly, Tyler explains how having three minds focused on one client is an unparalleled dimension of client care. William added how their extreme differences have also played a role in developing and forming a solid team. "Your dedication to the client is what gets the home sold," he says. "We are one team; three top-producing agents working together with one ultimate objective - getting our clients the most money."

While many brokerages are throwing away old-school marketing methods, another game changer for the team has been retrograding back to old skills like simple communications. "Though we are one of the most tech-driven brokerages in town, we are embracing these proven methods and adding technology to enhance our marketing and communications," William says. "You shouldn't completely change a winning formula, but you can adjust it."

FAMILY-DRIVEN

William is a quadruplet! He grew up with eight siblings, and a mathematician father who always loved to travel. "That's why I was born in the U.S.," he jokes. "Now in Vegas, he enjoys spending time with his husband, Dennis Chang, a local MD, and their two dogs - Momo and Ranju."

“

Though we are one of the most tech-driven brokerages in town, we are embracing these proven methods and adding technology to enhance our marketing and communications. You shouldn't completely change a winning formula, but you can adjust it.



“

We may not be the biggest. We make a tailored approach for each client. You can't do that if you grow too big. It's about personal attention and dedication.

Ken is a twin and grew up surrounded by two brothers. He is engaged and adores spending time with his fiancé, Cecilia, and their dog Tiki (a Chihuahua rescue).

Tyler is no different from the prominent families that William and Ken grew up in, as he is one of nine kids! His wife, Jesenia, works in the Luxury Homes of Las Vegas marketing department, and they enjoy spending time with their five children and two dogs, Tina and Molly.

With two of their spouses working within the brokerage, it's clear that the Lowman, Brady, Brauner Luxury Team with Luxury Homes of Las Vegas is both family AND team driven. Together they hold a prominent position in Las Vegas real estate.

“We may not be the biggest,” William admits. “We make a tailored approach for each client. You can't do that if you grow too big. It's about personal attention and dedication.”



YOUR CLIENTS DESERVE A

LASER SHARP

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

CLOUD + YOU =
HAPPY HOME BUYERS!



Why Real Estate Pros Love HouseMaster Cloud?

Your clients will be reminded of you every time they log in.
When your contact information changes, the Cloud updates so
your clients always know how to reach you.
Stores every client's home inspection in one convenient place.
You can easily keep track of each client and home.

Scan to easily book online!

HouseMaster

Home Inspections. Done Right.

702.534.4144 | HouseMaster.com/Summerlin



Allstate
You're in good hands.
WAGNER AGENCY



TYLER WAGNER

Former MLB Pitcher

Owner, Wagner
Allstate Insurance

702-355-3364

TylerWagner@allstate.com
9620 S Las Vegas Blvd Ste E10
Las Vegas, NV 89123

TOM WAGNER

Retired LVMPD Sgt

Owner, Wagner
Allstate Insurance

702-326-3363

ThomasWagner@allstate.com
4195 S. Grand Canyon Drive #106
Las Vegas, NV 89147

**PORTABLE
STORAGE
SOLUTIONS
FOR REALTORS**



- On-Site Storage
- Off-Site Climate Controlled Storage Facility
- Short- and Long-Term Storage
- Long-Distance Moves • Evictions
- Remodeling Projects • Staging

On The Move!



Scale Your Real Estate Business - Call Today!
702.602.6015 • UnitsStorage.com/Las-Vegas-NV

Locally Owned by
Martin Mapes & Drew Erra

MAKING AN IMPACT IN THE REAL ESTATE INDUSTRY

When it comes to the real estate industry, there is always a need for junk removal services. Whether it's decluttering a home before a sale or cleaning out a property after it has been purchased, the process of junk removal can be a daunting task for many. That's where Junkluggers comes in.



“Most companies similar to us will dump everything into a landfill, but we donate and recycle as much as we can.”

As a real estate agent, you understand the importance of decluttering and staging a home for potential buyers. But what happens when your clients have accumulated too much stuff over the years? Enter Junkluggers, an eco-friendly furniture and junk removal business owned and operated by Christin and Greg Burda.

Junkluggers is a family-owned business that has been making a significant impact in landfill diversion and the real estate industry since its launch in November of 2020. Christin and Greg, along with their son Brad, and a team of five dedicated individuals, provide eco-friendly junk removal services to their clients.

The idea had been brewing for some time, Christin admits. “Greg was in construction and knows the value of the business, and we are both the type of people that like to repurpose things and we originally planned to resell and refurbish items, but don’t have time for that.” Unlike other companies in the industry, Junkluggers takes pride

in their mission to donate and recycle as much as they can. “Most companies similar to us will dump everything into a landfill, but we donate and recycle as much as we can. So that was a pull for us, to get usable items out of the trash,” Christin explains.

With their background in refurbishing and recycling, the Burda family has made a conscious effort to reduce the amount of waste that ends up in landfills. They aim to repurpose, **recycle**, and donate items whenever possible, which has earned them a loyal customer base. They often hear comments such as, “Your Luggers are so polite and respectful, and I needed help, and they were so welcoming.” Christin adds, “Our Luggers are very respectful of all the different reasons as to why someone might be calling in - moving, divorce, hoarders, death in the family.” This commitment to sustainability is especially important in a city like Las Vegas, which has the largest landfill in North America. Junkluggers is doing their part to reduce the city’s waste footprint, one truckload at a time.

Junkluggers provides a range of services to their clients, from simple furniture and junk removal to large-scale projects. Their process begins by providing a no-strings-attached estimate, ensuring that their clients are comfortable with the price before moving forward with the removal process.

Their pricing is volume-based therefore the cost of their service will depend on the items being requested to be removed and how much space those items take up in the truck. They offer a wide range of pricing in addition to discounts if the items requested for removal are staged at the curb or in the garage. If the client is not satisfied with the pricing, then the Junklugger team will continue onto the next project at no cost to the customer.

However, if hired by the customer, once the removal is complete, the team brings everything back to their shop to determine the best way to distribute the items. If they donate anything on behalf of their customers, the customer receives a donation receipt in their name within 14 days.

Junkluggers works with a variety of donation centers in the Valley and are always looking to expand their donor base to help charities in need. Additionally, they also work with several licensed and certified recyclers, to recycle some of the more challenging items that their customers find difficult to rid themselves of - such as televisions, mattresses and box springs, computers and other electronic waste, pallets, tires, and household chemicals or paints. There is almost no limit as to what they can take for their customers. The only items

that they are not licensed to take include hazardous/medical waste or anything flammable. Short of those few items, everything else is eligible for removal.

Junkluggers' focused commitment to their eco-friendly mission and customer service is what they pride themselves on most, and what helps to set them apart from their competition. They are constantly looking for ways to reduce their footprint and give back to their community. An example of that commitment includes a new corporate

initiative to build a retail component to the business, focused on environmental and community benefits.

"Our company, on a national level, is trying to have most franchisees start a bolt-on business called Remix Market where we partner with a local charity, sell the items we pick up or get donated, and then give a portion of the proceeds to that charity of their choosing. This will provide us with another opportunity to divert items, that might not be donatable, from the landfill while at the

same time giving back to the community at large," Christin explains.

Since their inception in 2020, the Burda family has been passionate about giving back to their community whenever possible. They have partnered with several local charities to help raise funds through co-sponsored fund-raising events and to directly donate items that will help those in need, such as Veterans, sex trafficking survivors, and homeless individuals. "It's awesome to actually have those items we pick up go

directly into the hands of people that need them," says Christin who explained that oftentimes, they will invite these people in to grab the items they are in most need of...free of charge.

What Christin and Greg find most fulfilling about their work is the opportunity to help their community. "We meet a lot of business owners and charity partners, and truly enjoy working with people in our community," says Christin. "Our trucks are big, and bright, and green, and you can't miss them!"

Junkluggers has made a significant impact in the real estate industry, providing a much-needed service with a focus on reducing waste and giving back to the community. As they continue to grow and expand, they remain committed to their eco-friendly mission and dedication to excellent customer service. If you're a real estate agent in need of junk removal services, Junkluggers is a company you can trust to get the job done right.

“We meet a lot of business owners and charity partners, and truly enjoy working with people in our community. Our trucks are big, and bright, and green, and you can't miss them!”





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



Listing Packed with Belongings? Downsize and Get to Closing - Faster!

Your Total Solution!

- Downsizing - Sort, Donate, & Sell
- Senior Relocation
- Organize, Declutter & Cleanout
- Estate Liquidation
- Online Auctions



Call for a free consultation!



Julian Conradson
Owner, SWLV Caring Transitions
O: 702.329.4300
C: 602.918.3405
CaringTransitionsSWLV.com



Las Vegas Real Producers is proud to announce the NAMB's 2022 Broker of the Year Award winner, Andrew Dort!

Expand Your Reach!

Let's partner together to help underserved communities achieve the goal of homeownership



Scan to learn more about how you can expand your business to be more equality inclusive!



Andrew Dort

NMLS #1650297

725.780.5001

www.mypridelending.com

11411 Southern Highlands Pkwy
Suite 350 Las Vegas, NV 89141

Company NMLS #2230004



LIANNA

ALVAREZ

Written by **Kendra Woodward**
Photography by **Chernogorov**
Photography • Photos taken at Keep
Memory Alive Events Center and
Symphony Park at The Smith Center

►► leadership

**The Dedicated
Real Estate Agent**



“““

“To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity.”

-Donald A. Adams

A product of being born and raised in Mexico City, Lianna Alvarez embraces her Mexican heritage and takes pride in her background. Having been raised in Las Vegas, she's become a huge advocate for the city, and has dedicated her time as Co-Founder of LA Real Estate Group to serving her community as a licensed real estate broker and property manager.

With a degree in Merchandise Marketing and Management, Lianna achieved great success in the fashion industry as a Fabric Buyer, Production Planner, Public Relations Account Manager, and Operations Manager. Over the years, her career evolved into more of a leadership role, and perfecting all of those skills has served her well in real estate. Her position as VP of Operations for a venture

capital company based out of Zurich, Switzerland, saw her reaching new opportunities spanning the globe.

While her job in Switzerland had Lianna commuting every two weeks back to the States, in 2009 the market crash had her stuck looking for new employment. Because of that, opportunities presented themselves in Las Vegas, so Lianna obtained her real estate license as a temporary job in between securing new corporate employment. Accomplishments and awards came quickly as a result of her background and strong work ethic.

In a short time frame, she was named Rookie of the Year for her first six months of production, and by the two and a half year mark she was a top 10 producing agent for Prudential

Americana REALTORS® and Berkshire Hathaway HomeServices Nevada Properties. Additional awards included Top 40 Under 40 Hall of Fame, WCR Top 25 Hall of Fame, and NAHREP Top 250 Hispanic REALTORS® Nationwide.

When the market shifted, Lianna found her niche and specialty in the handling of short sales. This achievement enabled her to build her business from the ground up and establish a strong client base that has remained loyal throughout the years. “I basically went from six figures to zero, and built my business on open houses. THAT’S how I grew my sphere,” she admits. “Having the background in corporate work ethic paid off and I soon came to realize that this was not a temporary job.”

While working for Berkshire Hathaway Nevada Properties, Lianna met her husband, Michael Maggiore. Michael carries an impressive hospitality career history as a retired hotel executive, with esteemed titles - VP of the Las Vegas Hilton and Senior VP at Caesar's Palace. Together, their mutual successes have helped them achieve their own real estate brokerage in 2020 - LA Real Estate Group.

Together, Lianna and Michael's team effort and emphasis on superior level service, has created a day-to-day active real estate sales and property management business. They have intentionally kept their team small, ensuring that their level of service never falters. With Lianna's marketing and operations background, and Michael's hospitality expertise, they have built a boutique brokerage that provides a concierge-level of service for everyone.

"We've been able to merge [everything] together to create the perfect marriage in life and in work. We cover it all - generational, personalities, experience. Two completely different entities that came together," Lianna explains.

For Lianna, selling houses is only a small part of what she does. She's well known for finding creative solutions to her clients' needs, to the point where she refuses to give up on any transaction. She is always searching for a way to get her clients what they want, through creative problem solving, but knows that sometimes it's a necessary evil to have to tell her clients to walk away from a house.



She also brings a unique eye for a property's potential, through her merchandising background, that allows her to help clients see what a property can become with various levels of modifications from cosmetic changes to structural renovations. Knowing that she is providing a service that makes a

difference in people's lives is the most rewarding part of Lianna's job.

Outside of work, Lianna and Michael share a love for wine and travel. Lianna also has a passion for English horseback riding, which she developed while visiting her father during the summers in Mexico. While there, she would

frequent the equestrian club her family belonged to. Michael has two sons, Christopher and Gregory, and two granddaughters, Celia and June, with whom Lianna adores and has adopted as her own. "They've lovingly named me Glamma, and I get to play and spoil them, and then go home and go to sleep...it's wonderful," she laughs.



Lianna also dedicates a lot of time to those in need outside of real estate, as she has served as the President of LeTip the Desert Springs, was a founding member of their business networking group for 10 years, previously sat on the MLS Quality Control Committee, is an acting Director of the MLS board, supports Down Syndrome of Southern Nevada, and recently adopted a low income school - Hollingsworth Elementary where she just completed a donation drive to not only get new books for the school library but also to sponsor a new book for every student at the school.

Constantly looking to improve the lives of those around her, she even helped form a neighborhood association, of sorts, in her community - the Buffalo Coalition Neighborhood. "Our neighborhood is all custom or semi-custom homes. We are an entity of neighbors that have come together and are recognized by the city. For the last four years we've been awarded city grants for neighborhood beautification and safety, we just got traffic circles implemented, and we also do neighborhood trash pickup," she explains.

"Opening up my own brokerage was a huge game changer for me," Lianna explains. She wanted to forego the corporate broker, and be able to provide an even higher level of support and experience directly to her clients. "We intentionally created a boutique brokerage in order to make sure the level of service never faulted."

**Photo locations were chosen to represent a taste of the unique monuments in Las Vegas that are fairly new, that Lianna thinks are special to Las Vegas and a direct reflection of how this city has grown and really established itself as more than a gaming town, and more so as a beautiful community and neighborhood that exceeds all expectations. "I grew up here and to see the arts and community development continue to grow and to be enhanced amazes me - it truly is an amazing city!"*

6699

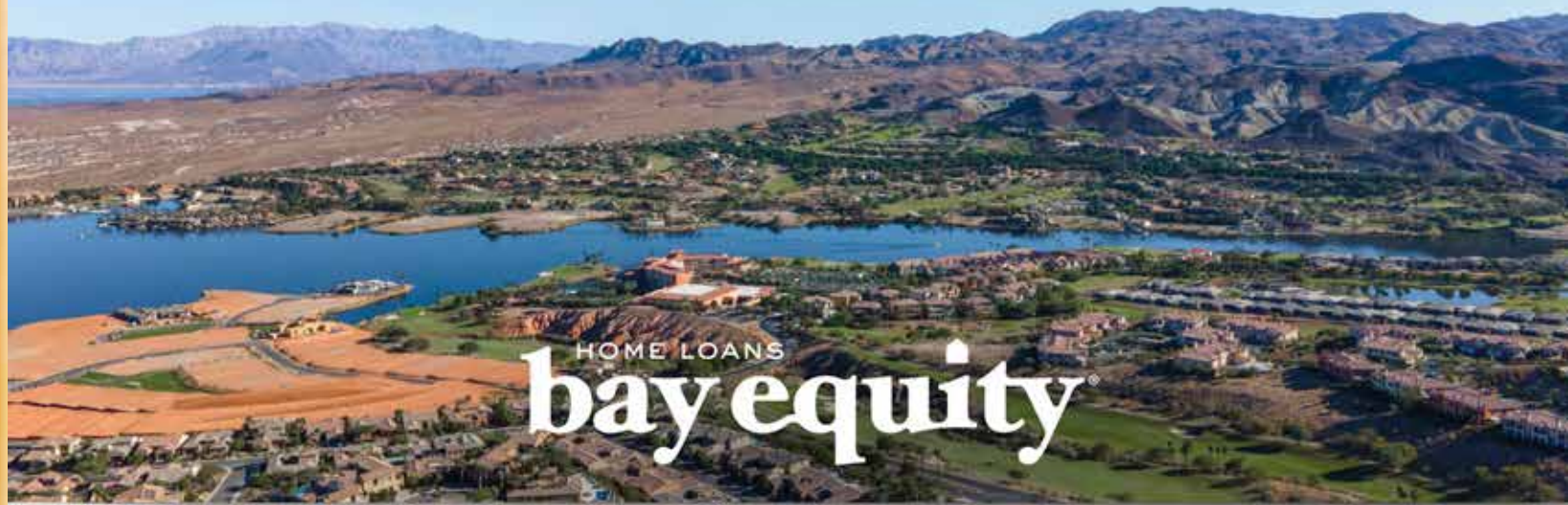
"Some people look for a beautiful place, others make a beautiful place."

-Hazrat Inayat Khan



EXPERIENCE OUR 5-STAR DIFFERENCE!

Are you looking for an outside-the-box neighborhood lender?



OUR SOLUTIONS

- » Mortgage Variety:
 - Conventional and Government
 - Jumbo loans up to \$3 Million
- » 85% up to \$3M with no MI
- » 89.99% up to \$1.5M with no MI
- » Reverse Mortgage
- » Bank Statement Programs
- » DSCR
- » Full array of streamline refinance programs
- » 1031 Exchange for investment properties

WE OFFER

- » State of the art technology and first-class personal service
- » The Ultimate Buyer and Realtor® Experience
- » Underwritten Pre-Approvals
- » Competitive Rates and Fees
- » Seamless Closings
- » **And more!**



SCAN THIS CODE FOR MORE INFO
TOGETHER, LET'S CLOSE MORE DEALS!

ANTHONY FINNEY

Loan Officer | NMLS #295154 | afinney@bayeq.com
10501 W Gowan Rd, Suite 170, Las Vegas, NV 89129
858.688.3778 | bayeq.com/anthony-finney



Bay Equity LLC. Equal Housing Opportunity. This is not a commitment to lend or extend credit. Restrictions may apply. Rates may not be available at time of application. Information and/or data are subject to change without notice. All loans are subject to credit approval. Not all loans or products are available in all states. Bay Equity LLC, 770 Tamarpais Drive, Suite 207, Corte Madera, CA 94925; NMLS ID#76988. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act - #4150077 | Florida Mortgage Lender Service License #MLD1014 | Nevada Mortgage Company License #9318 | NMLS consumer access: www.nmlsconsumeraccess.org BERG-230309-LO



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



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

CERTIFIED LEVEL I INFRARED IMAGING



Scan to schedule today!



Make Your Homes Stand Apart with World-Class Art

Park West Gallery, the world's largest art dealer, can provide custom art solutions for real estate professionals, ranging from bulk framed art for large orders or in-person art consulting for high-end clients.

No other art dealer on the planet has our scope or our selection. We have art priced under \$500 and original masterworks by Picasso, Renoir, Rembrandt, and more.

Get in touch and let us show you how we can turn your blank walls into something spectacular.

PARK WEST GALLERY

parkwestgallery.com

Contact our Las Vegas Consultant, Isabella Kowalski, at 702-630-1037 or ikowalski@parkwestgallery.com

J

E

N

N

A

O'GRADY



►► trailblazer

Written by Kendra Woodward
Photography by
Chernogorov Photography
Photographed at
Lake Las Vegas

Jenna O'Grady is a rising star in the Las Vegas and Henderson real estate market. With only a few years of experience under her belt, Jenna has already made a name for herself as a top performer at Redfin - thanks to her drive, dedication, and passion for helping others.



“

There is success in failure.

There are going to be failures, just remember they're stepping stones towards success.

”



Jenna was born and raised in Philip, South Dakota, and later in life, found herself moving around quite a bit due to her husband's military career. While raising her children, Jenna was a stay-at-home-mom, worked as a consultant with a direct sales company, and produced a successful team over the course of 14 years. However, once her kids got older, Jenna was ready for a new challenge and decided to pursue a career in real estate.

Jenna's family is a huge priority in her life, and she is passionate about being involved with her children and their activities. She is a proud mother of a college freshman at UNLV (Megan) and a junior in high school (Emma). When asked about her most defining moment, she jokes that it is simply "raising the humans that we have." Admittedly, Jenna says her grandmother was a great role model for her, teaching her the importance of family and the value of hard work.

In addition to her family, Jenna is also passionate about her work and her community. She enjoys helping first-time buyers and Veterans find their dream homes, and is an active member of The Well Church, where she volunteers as a youth group leader. In her free time, Jenna loves to wakesurf, boat on Lake Mead, and explore the sites of Las Vegas with her family.

Despite challenges military spouses can face with embedding in a community, Jenna is now deeply rooted in her surrounding community. She is optimistic and focused on her future in the Henderson and Las Vegas Valley, and those she is able to serve. She has found great mentors within her real estate

career, and credits those mentors for their inspiration to keep striving for success and true service. "I see the passion and drive that they have to help and serve," she says. "And I have truly adopted the servant's heart I see them serve with and live by. They're always willing to share, help, and lead by example, and I love this about them and that ability within our career."

After 22 years in the army, moving around and helping others, Jenna has developed a passion for building up her local community and helping Veterans in any way she can. With an unwavering commitment to those goals, Jenna admits, "I think it's changing people's lives that matters." Her dedication to her work, and those around her, is an inspiration to be mimicked. "We did 22 years in the army, so we have a passion for getting Veterans into properties they didn't think they could successfully get into."

Looking to the future, Jenna is focused on continuing to learn and grow both personally and professionally. She is committed to staying up-to-date on market changes and understanding the needs of her clients. Jenna is also involved in several charitable organizations, including The Well Church, WCR, and VA Reps.

For up-and-coming top producers, Jenna has some valuable advice, "There is success in failure. There are going to be failures, just remember they're stepping stones towards success."

Jenna's resilience and determination are a testament to her success in real estate and in life. Jenna O'Grady is a shining example of what can be achieved through hard work, dedication, and a commitment to making a positive impact on the lives of others. Her passion for real estate, her family, and her community are truly inspiring, and we can all learn from her example.

►► announcement

Thanks To Our Platinum Level Sponsor -

**FIDELITY
NATIONAL TITLE**



►► announcement

Thanks To Our Platinum Level Sponsor -

PRIDE LENDING




Las Vegas Real Producers

2023 KICKOFF

Top 500 Realtor Networking Event



event 

Photography by Chernogorov Photography

*Making Connections in the Las Vegas Top Producing
Real Estate Community - ITS WHAT WE DO!*



Don't Let Paperwork Hold Your Sale Hostage!

Deed Transfers, Made Simple.

WHY CHOOSE DIRECT DEEDS?

- ✓ 20+ Years of Expertise & Experience
- ✓ Save Time
- ✓ Risk Management
- ✓ Improve Client Satisfaction
- ✓ Ensure Compliance with Regulations

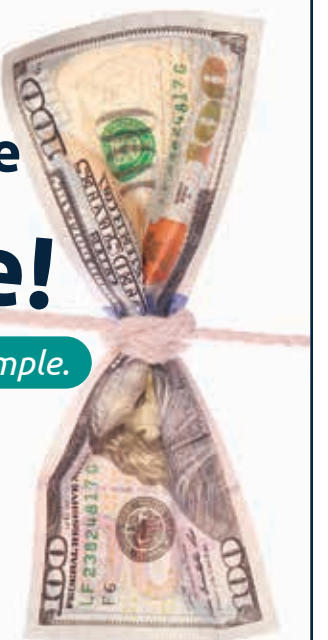
DirectSignings
NATIONWIDE SIGNING AGENCY

DirectDeeds
NATIONWIDE DEED SERVICES



Norma Green, Owner | 702.685.0400 | DirectDeeds.com

Scan to easily order a deed today!





A Reputation As **SOLID** As Our Work!

✓ **SOLID INSPECTION SERVICES**

WHAT SETS OUR INSPECTIONS APART?

- ✓ Veteran Owned and Operated
- ✓ General Contracting & Construction Maintenance Background
- ✓ Customer-Experience Focused

CALL MIKE TO EASILY SCHEDULE TODAY!

Mike Carrison,
Owner
License# IOS.0002568-RES

702.217.5325 
SolidInspectionServices.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.



A CLEAN LISTING SELLS FOR 3-5% MORE!

Move In/Outs • Whole Home Deep Cleaning
Construction Cleanup • Office Cleaning
Property Cleanup • Pressure Washing & More!

ALOHA ANGELS
CLEANING SERVICES, LLC

LET US BLESS YOUR CLIENT'S MESS!

702.466.7081

ALOHAANGELSLLC@YAHOO.COM



FUSION
GROWTH PARTNERS



Call Don Klahre
Partnership Executive
702-373-4358
dklahre@fusionbds.com



www.growwithfusion.com



Kerry F. Décor
Staging & Styling
Las Vegas

HSR Certified
PROFESSIONAL
HOME STAGER &
REDIGNER

Kerry F. Décor
transforms houses into
Model Homes

Are your Clients ~
Staging to Sell? Or Styling to Stay?
Contact me today!
702-882-4518
KerryFDdecor@Gmail.com | KerryFDdecor.com
@KerryFDdecor



ALBERT & LILIYA
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
perfect for your social media, branding, and marketing purposes.

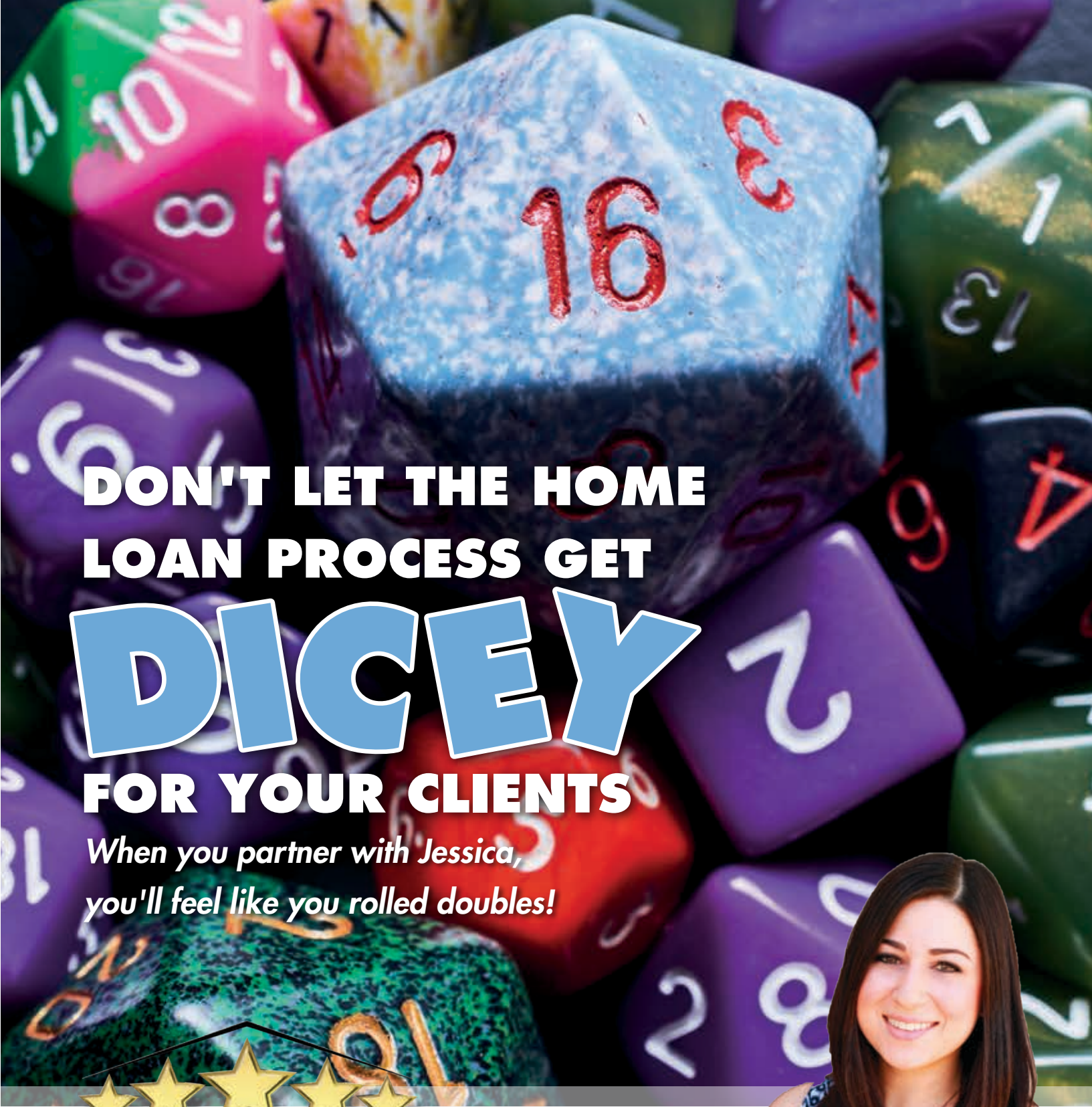
CHERNOGOROV
PHOTOGRAPHY




SCAN TO GET
IN TOUCH WITH US


PROFESSIONAL PHOTOGRAPHY
HEADSHOTS • LIFESTYLE • BRANDING • SOCIAL MEDIA






**DON'T LET THE HOME
LOAN PROCESS GET
DICEY**
*When you partner with Jessica,
you'll feel like you rolled doubles!*



FIVE STAR
MORTGAGE
"Service is Our Specialty"
9065 S. Pecos Rd., Ste 200
Henderson, NV 89074


Jessica Firoa
Mortgage Loan Consultant
NMLS: 1380149 | 1756744
CELL: 702-285-0633
OFFICE: 702-947-7827
Jessica@5starmtg.com





WFG National Title Company
a Williston Financial Group company

9.2

TOP RATINGS
FROM OUR CLIENTS



Frances Forbes



Tamica Evans



Dalen McLaughlin



Sandra Jauregui



Paul Mangual



Chanelle Beller

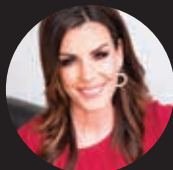


Brianna Gonzalez



Kevin Jones de Oca

2021 WFG CUSTOMER SURVEY



Jamie Lewis

VP Nevada State Sales Manager

C: 702.817.9285

JLewis@WFGTitle.com

WFGNationalTitle.com/Nevada