



“THE ONE SECRET TOP AGENTS KNOW THAT YOU DON’T”



<https://RocketLister.com/know/>

LISITING PHOTOS + SIGN VALET + MLS ENTRY

**Mortgage Solutions To
Save The Day!**



Programs
Conventional
Government
Non-QM
Jumbo

Our Specialty Is Your Headache Remedy!

Lynn Day
NMLS # 317618
702.439.3598
DirectFundingInc.com/Las-Vegas/LDay
Licensed in NV, AZ, & CA

 **DIRECT
MORTGAGE
FUNDING**
 **@LynnDayTeam**



Fidelity National Title Agency of Nevada
Trusted everywhere every day.

Forever
Thankful
To Serve You!



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



Sidney Cimorelli
Sales Executive
702-286-2208



Natalie Bradley
Sales Executive
702-575-4837



Samantha Giacomin
Sales Executive
702-596-0833



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

MM MOVEMENT MORTGAGE

Thankful to guide you
on your
homeownership
journey!

Contact Erin!



Inc. 5000

**TOP 10
MORTGAGE
LENDER**

6720 Via Austi Parkway, Suite 350, Las Vegas, NV 89119 | AZ-0946587, AR, CA-CA-DBO172674, FL-LO105582, IA-49274, IL-031.0079284, MI-172674, MN-MLO-172674, MO-172674, NV-17869, NY Licensed Mortgage Banker-NYS Department of Financial Service, 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



Lanie Schaber
Ad Strategist



Liliya and Albert Chernogorov
Chernogorov Photography
Photographer



Nick Ingrisani
Writer



Mitzie Maletich
Promo & Photo Shoot Coordinator
412-605-9491



Josh Rosen
New Client Specialist

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.

Elevating Lives
WITH LUXURIOUS LIVING

SCAN TO EASILY CONTACT ME TODAY!

REVEAL
Interior Design

KRISTIE SCHNEIDER,
OWNER
MASTER CERTIFIED

702.624.1343 • REVEALINTERIORDDESIGN.COM

DIRECT DEALER OF HunterDouglas

@realproducers

HOME LOANS
bay equity[®]

LET'S WALK THE PATH OF SUCCESS
Together

WHY PARTNER WITH ANTHONY?

- State-of-the-art technology
- First-class personal service
- The ultimate Buyer and Real Estate Agent experience
- Underwritten Pre-Approvals
- Competitive rates and fees
- Seamless closings and more!

AGENTS, HERE'S WHAT TO EXPECT:

- Personalized Solutions
- Expert Guidance
- Competitive Rates
- Smooth Transactions
- ...and more!

CONTACT ME TODAY!

CLIENT TESTIMONIAL: "From start to finish, Anthony and Bay Equity made the process go as smooth as possible. The whole team really showed A1 service. I really appreciate the hard work and professionalism!" – Jose R.

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 Tamalpais 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 Servicer License #MLD1014. Nevada Mortgage Company License #3918. NMLS consumer access: www.nmlsconsumeraccess.org BEKG-230720-10



TABLE OF CONTENTS



14

Cover
Agent:
Patricia
Davis



20

Meet Our
Partner:
Old
Republic
Home
Protection



26

Giving
Back:
Michael
Perry



32

REALTOR®
Life:
Tania
Juarez



38

REALTOR®
On The
Rise:
Fernanda
Kriese



44

REALTOR®
Life:
Nick
Giorgi

Thankful
For The Power of Choice
CHOOSE ACHOSA HOME WARRANTY!

With Achosa, homeowners can choose their own service provider!

Lisa Waldeck
Senior Sales Executive
P: 702.908.9003
E: LisaW@AchosaHW.com
W: AchosaHW.com

ACHOSA
HOME WARRANTY, LLC

CYBERBACKER
NEVADA

Go Further
WITHOUT LIMITS!

World Class Virtual Support

- Database Management
- Transaction Management
- Listing Management
- Customized Admin Positions - ASK US HOW!

Scan to schedule FREE Business Evaluation today!

Cindy Biskup
Operating Partner
702-672-5149 • CyberBacker.com/NV

2022

BY THE NUMBERS

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

19,254



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

\$21
MILLION
AVERAGE
SALES VOLUME
PER AGENT

38
AVERAGE
TRANSACTIONS
PER AGENT

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!

ART GALLERY

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

HouseMaster
Home Inspections
(702) 534-4144

INTERIOR DESIGN &
HOME STAGING
Kerry F. Decor
(702) 882-4518

MOVING & STORAGE
UNITS Las Vegas
(702) 707-4040

AUTOMOTIVE

Residential Parking Solutions
(702) 658-1323

Solid Inspection Services
(702) 217-5325

JUNK REMOVAL

Junkluggers
(209) 233-5420

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

CLEANING SERVICE

Aloha Angels
(702) 466-7081

ACHOSA Home Warranty
(702) 908-9003

MORTGAGE

Aquino Capital Group
- Empowered by
NEXA Mortgage
(866) 629-0795

REAL ESTATE
PHOTOGRAPHY
Rocket Lister
(480) 570-8455

GENERAL CONTRACTOR

RM General Contracting
(702) 458-2772

Old Republic
Home Protection
(702) 604-2004
www.orhp.com

Bay Equity Home Loans
(858) 688-3778

TITLE COMPANY
Fidelity National Financial
(702) 877-3003

HOME INSPECTION

Bridge Home Inspections
(702) 722-2222

Reveal Interior Design
(702) 624-1343

Direct Mortgage Funding
(702) 439-3598

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

VIRTUAL ASSISTANT

Cyberbacker Nevada
(702) 672-5149

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

HighTech Lending

Tech-Driven Solutions. Un-matched Service. Proven Results.



 HighTechLending

Jason MacDonald

Branch Manager

NMLS #1589741

702.803.3141

JMacdonald@HighTechLending.com

LasVegas.HighTechLending.com

HighTechLending, Inc. NMLS #7147

HTL Las Vegas NMLS #1540198



*Scan to see what your fellow top
producers are saying about
working with Jason!*



LOOKING FOR A NEW
INSPECTION PARTNER?

PHIL WHALEN

WIN Home Inspection Summerlin

702-336-4190 | summerlin.wini.com | License #IOS.0002665-RES

Las Vegas Realtors – What Are Your Business Goals?

Let us help you hit your mark!



Nick Aquino

Co-Founder/National Sales Director
NMLS # 2372334
866.629.0795 x 701
Nick@AquinoCapitalGroup.com



Michael Aquino

Co-Founder/CFO
NMLS # 2479094
866.629.0795
Michael@AquinoCapitalGroup.com



Donald Fouts

Branch Manager
NMLS # 1102411
866.629.0795 x 702
Don@AquinoCapitalGroup.com



powered by



How Can Aquino Capital Support Your Real Estate Business?

200+ Wholesale Investors
Every Loan Product Available
Tailored Lending Solutions
24/7 Top-Tier Service
Licensed in 48/50 States



Let's Discuss A Partnership That Gives You MORE!

AquinoCapitalGroup.com
9816 Gilespie St, E110, Las Vegas, NV 89183
Company NMLS: 1877202



PATRICIA DAVIS

Guiding Dreams

» cover agent

Written by Kendra Woodward
Photography by Chernogorov
Photography • Photographed at
The Warner Residence

In the bustling world of real estate, Patricia Davis is a shining example of unwavering dedication, shaped by her profound belief in the Golden Rule: "Treat people the way you want to be treated." As a distinguished real estate professional, Patricia represents the pinnacle of integrity and service excellence.



Patricia with her daughters,
Sarah and Lauren, and her
mother, Jeanne.

6699

I love being
a **REALTOR**®.

Because helping
people with one
of their biggest
purchases of
their lives gives
me pleasure and
a huge sense of
accomplishment.

Patricia is currently associated with eXp Realty working with an investor in Las Vegas and is on a mission to fulfill the dreams of her clients, one home at a time. Licensed since 2015, she brings an impressive portfolio of experiences and a heart full of passion to her role.

Born in the vibrant city of Rio de Janeiro, Brazil, Patricia's journey to becoming a real estate powerhouse is a captivating tale of resilience and determination. At the age of 12, Patricia's life transitioned when her family moved to Los Angeles. She pursued her college education there, majoring in business, before embarking on a new chapter of her life.

Las Vegas, a city known for its glitz and glamour, became Patricia's home when she moved there in 1998. Her husband's career led them to this vibrant desert oasis, where Patricia would eventually blossom into a successful real estate professional. Her prior experience in the investment banking sector demonstrated her proficiency in the financial domain, complementing her future in real estate.

Marriage and the prospect of motherhood led her to put her burgeoning career on hold as Patricia embraced the role of a stay-at-home mom with grace, dedicating herself to raising her two daughters, Sarah and Lauren. Patricia's journey into the world of real estate commenced when her daughters reached adulthood, at age 18, and Patricia admits, "That's when I decided to go into the real estate career and got my license in Vegas."

Armed with a burning desire to make a difference, Patricia's extensive background in finance, combined with her unwavering commitment to helping others, made her a standout in the industry. "I love being a **REALTOR**®, she beams. "Because helping people with one of their biggest purchases of their lives gives me pleasure and a huge sense of accomplishment." Her genuine enthusiasm for guiding her clients through the intricate real estate landscape makes her a trusted ally in the journey to homeownership.

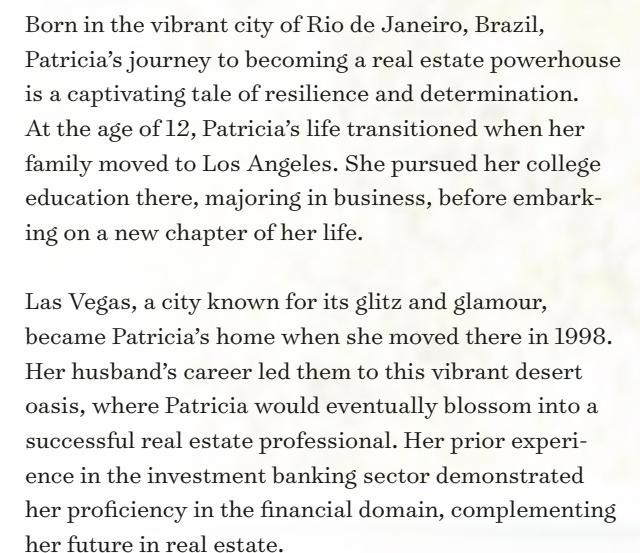
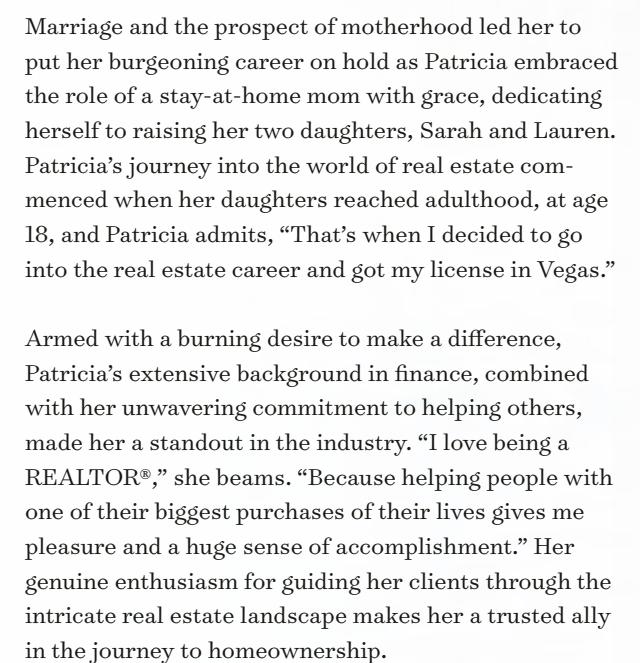
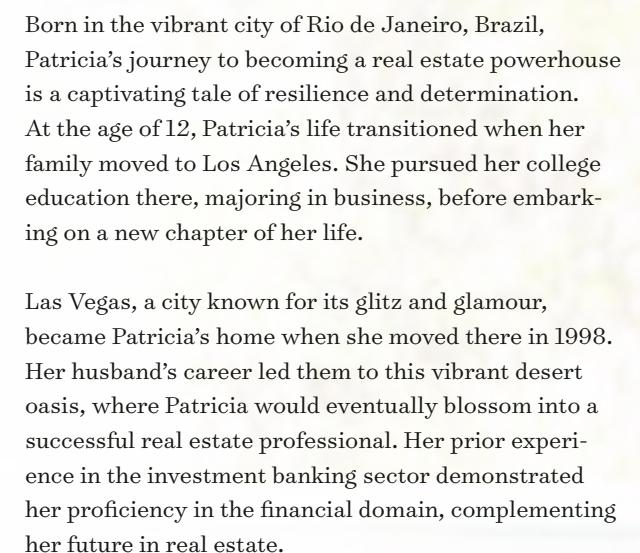
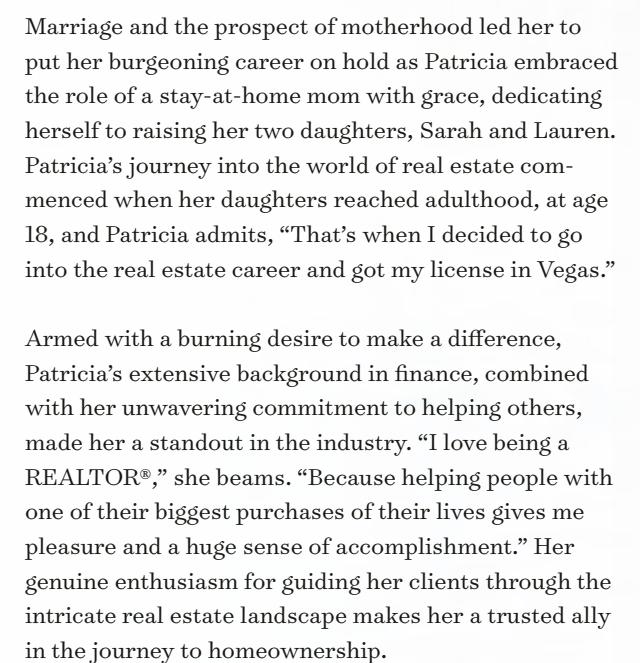
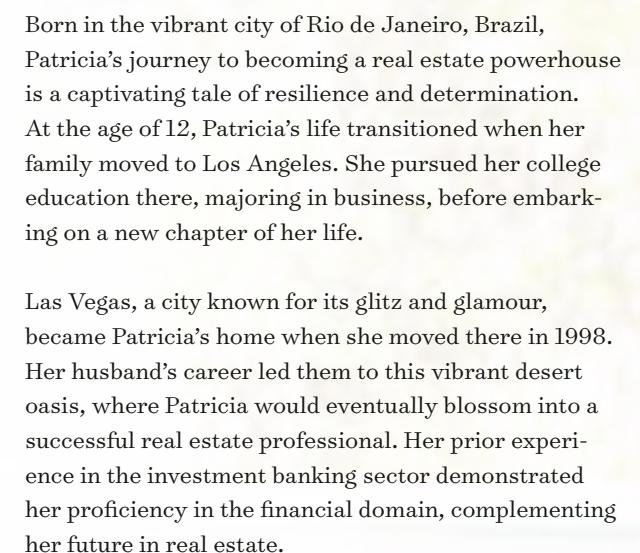
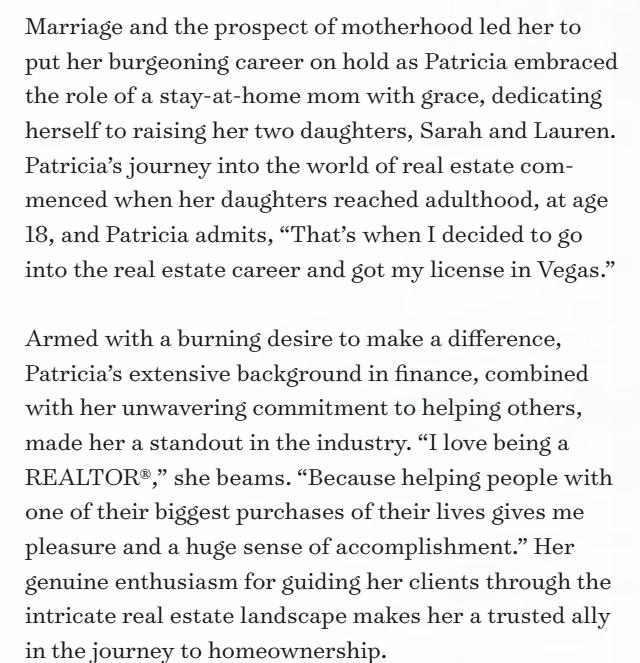
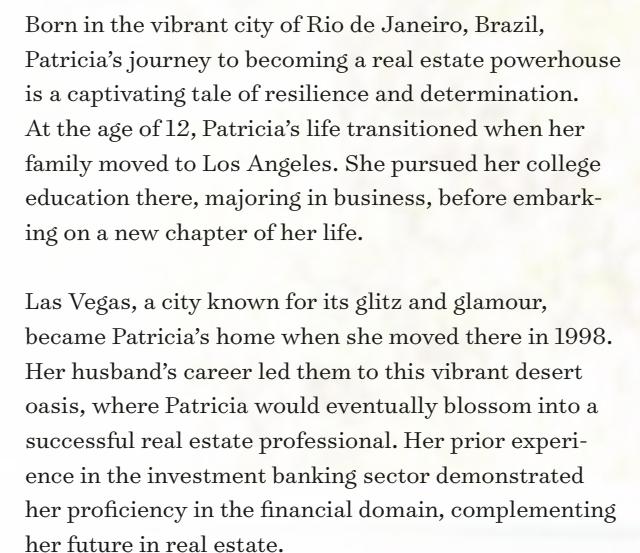
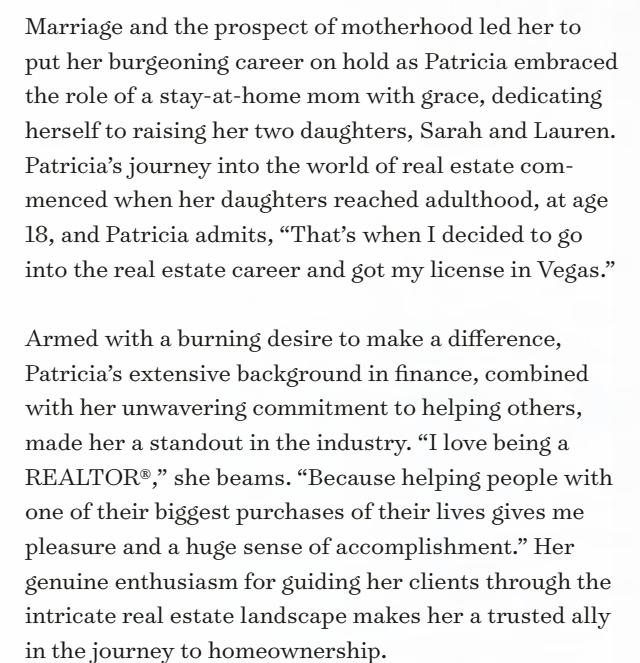
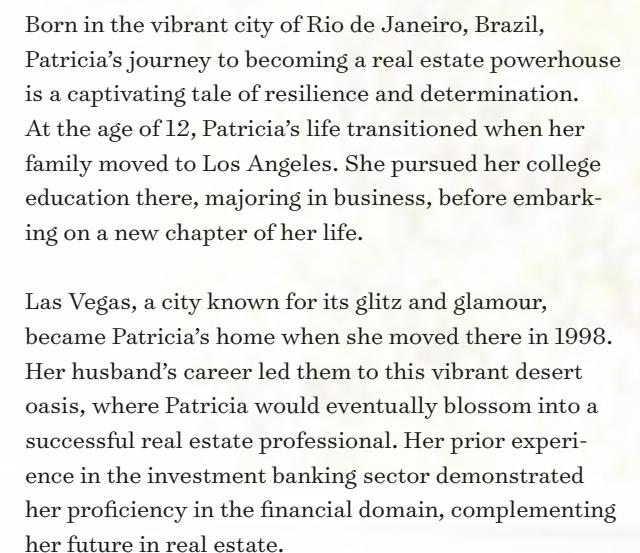
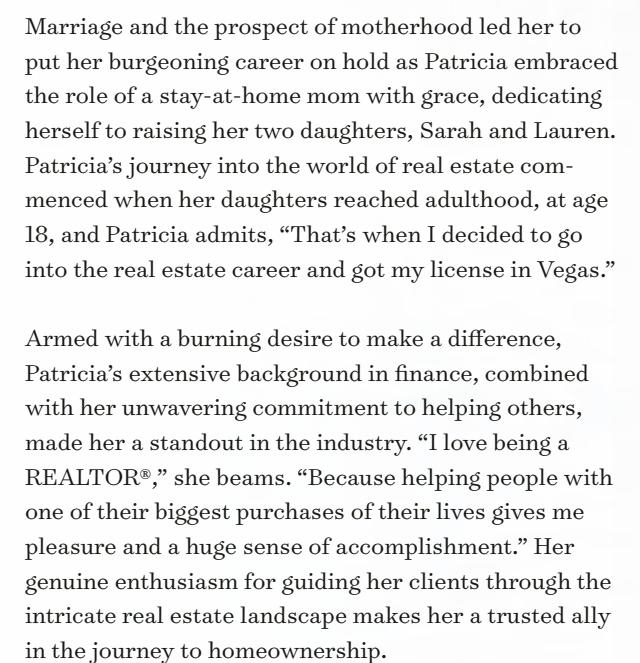
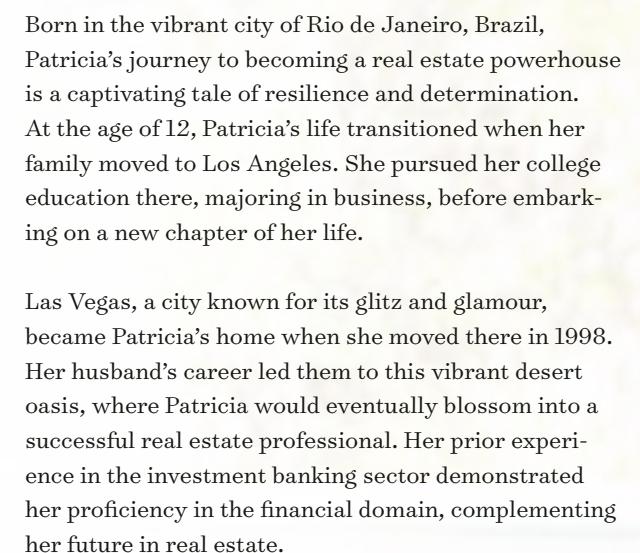
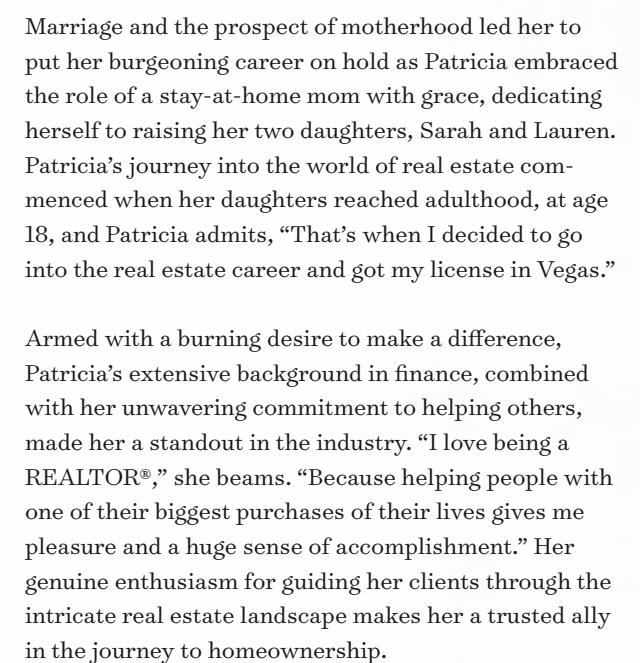
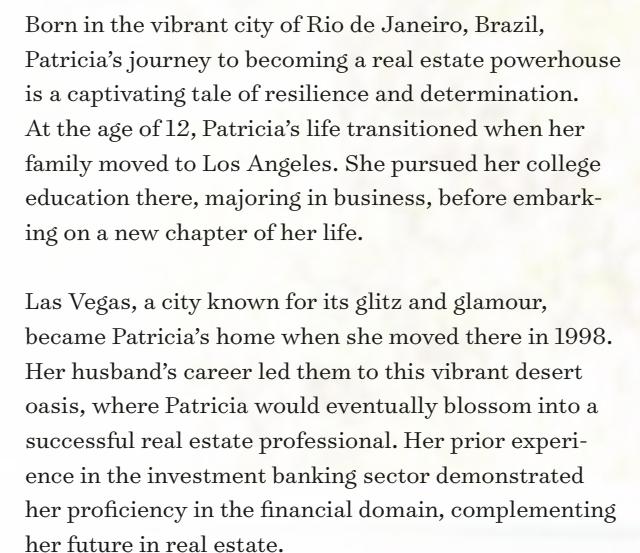
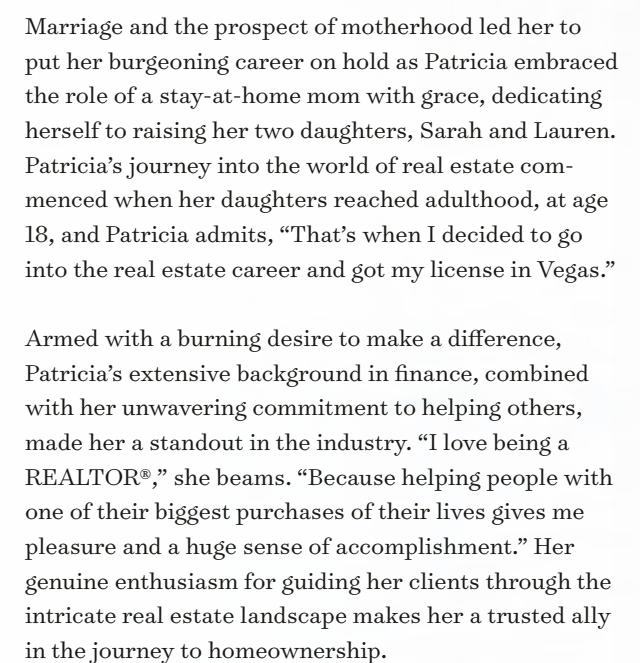
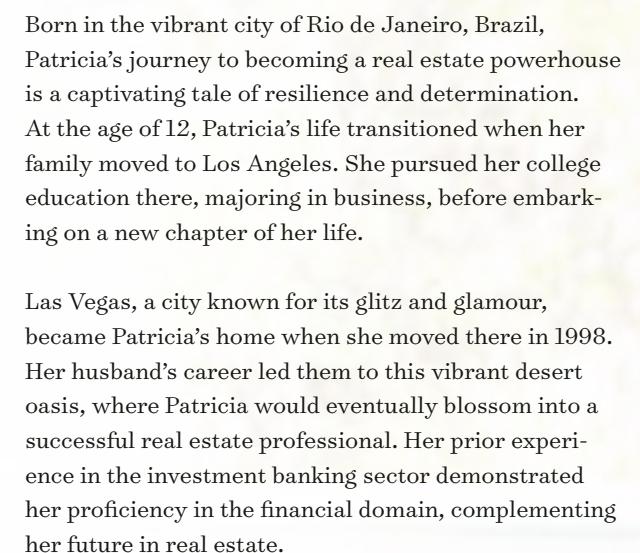
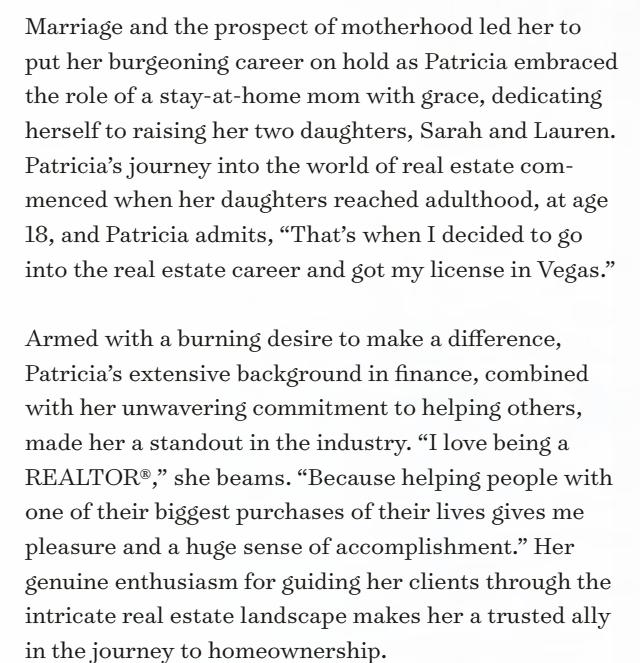
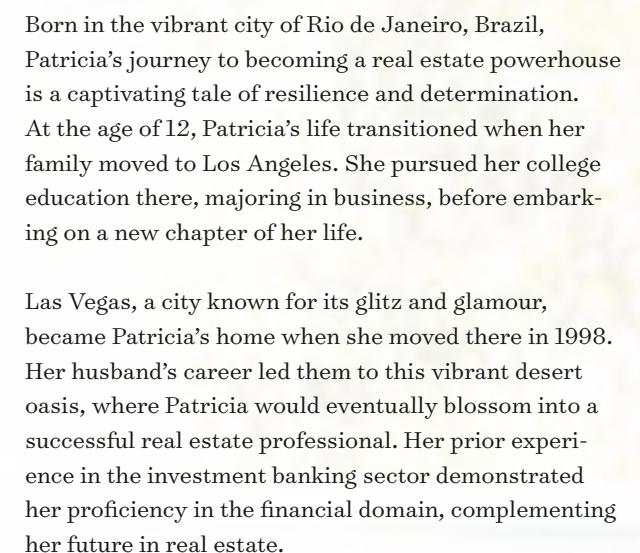
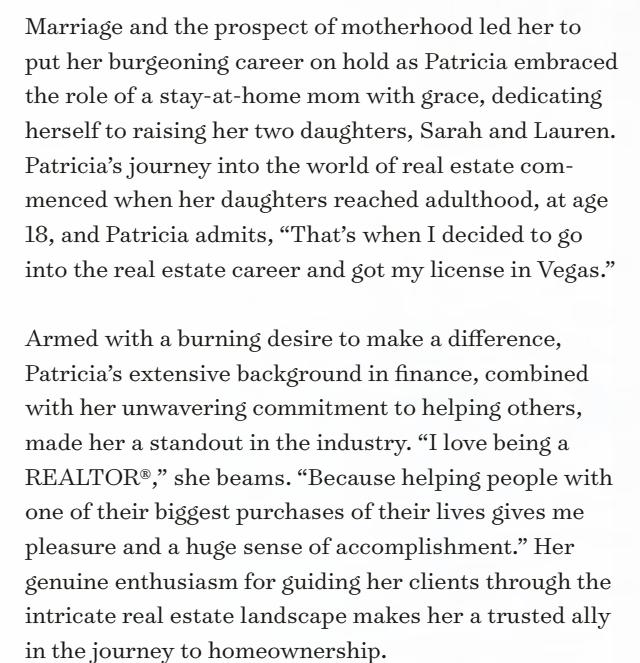
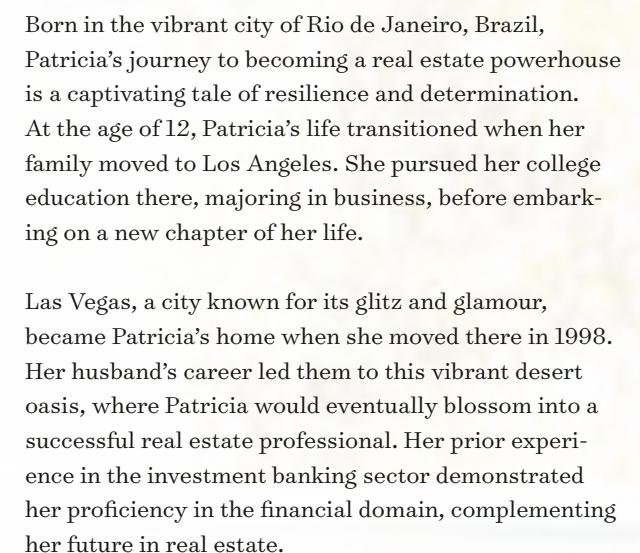
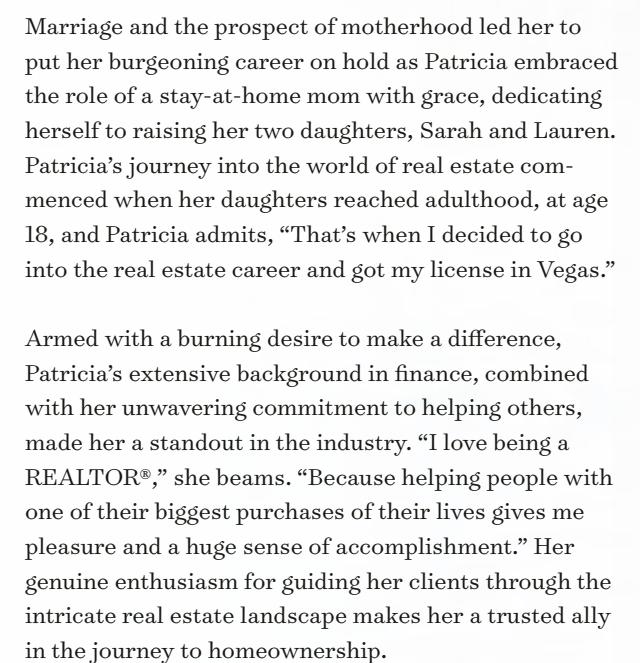
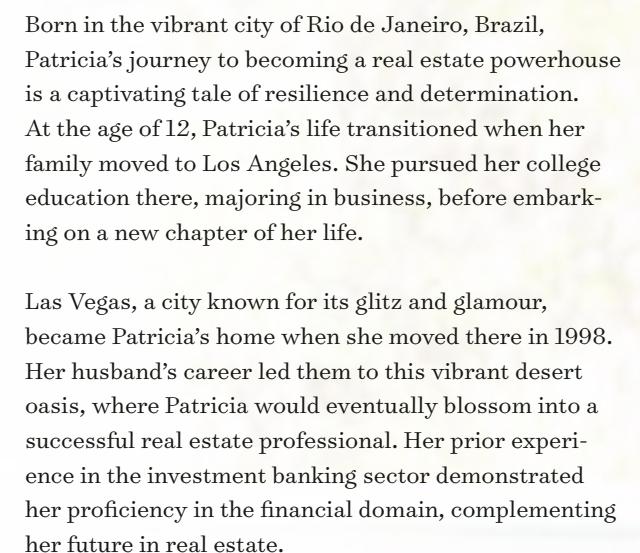
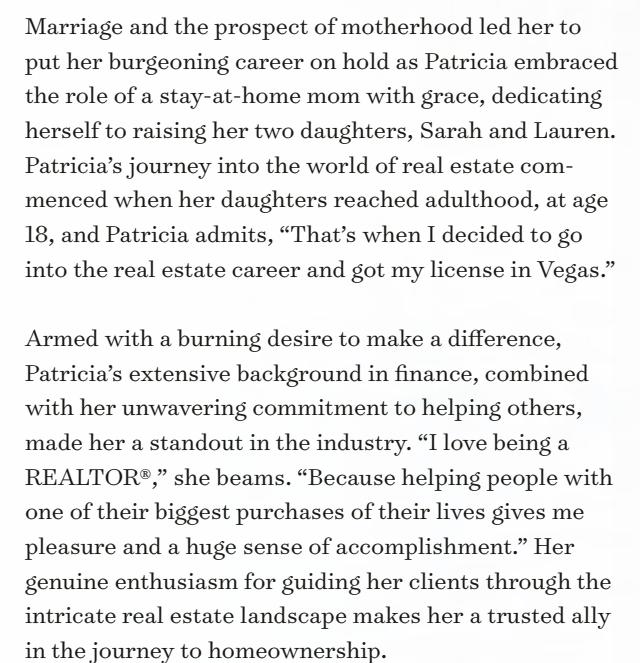
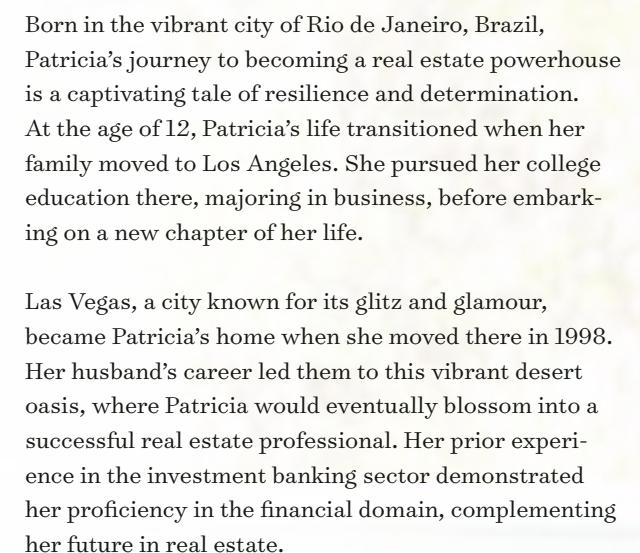
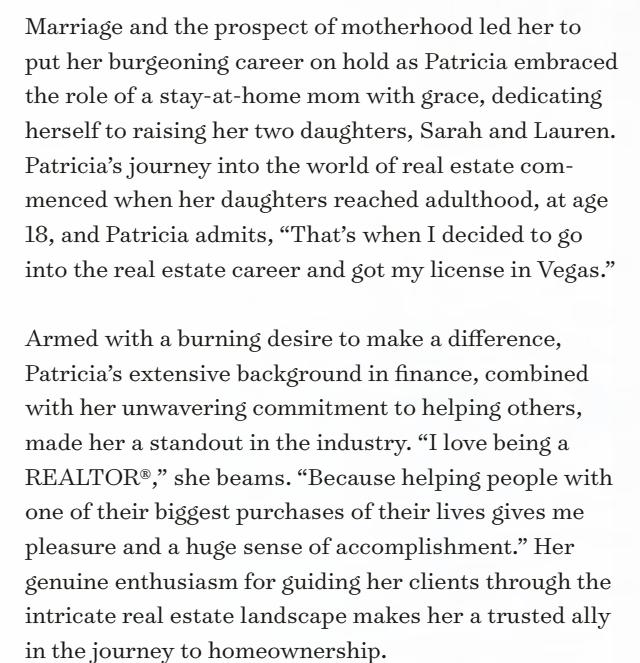
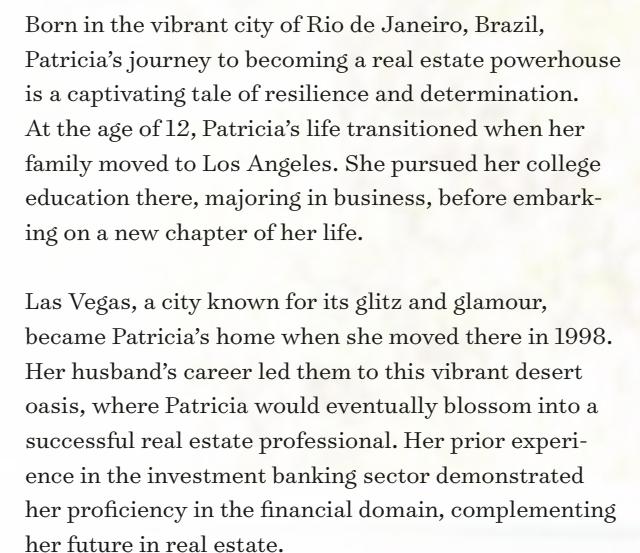
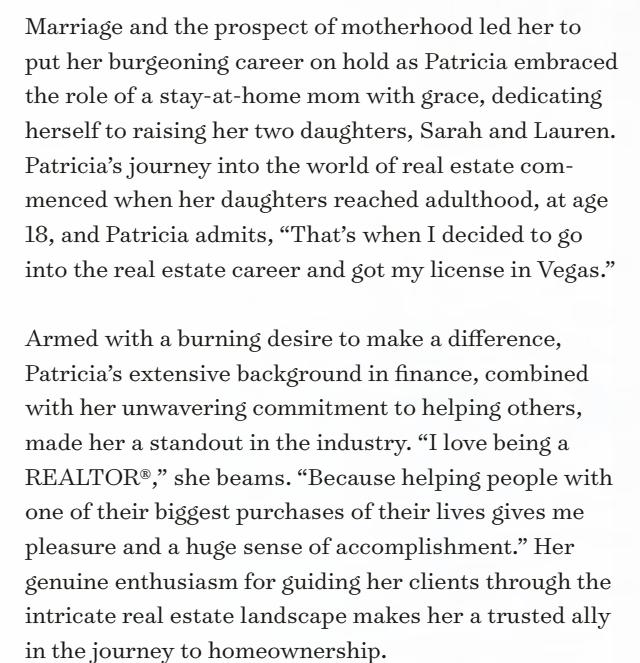
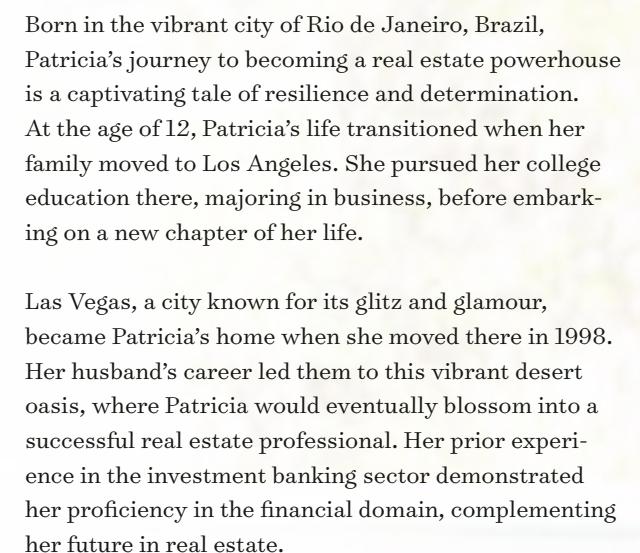
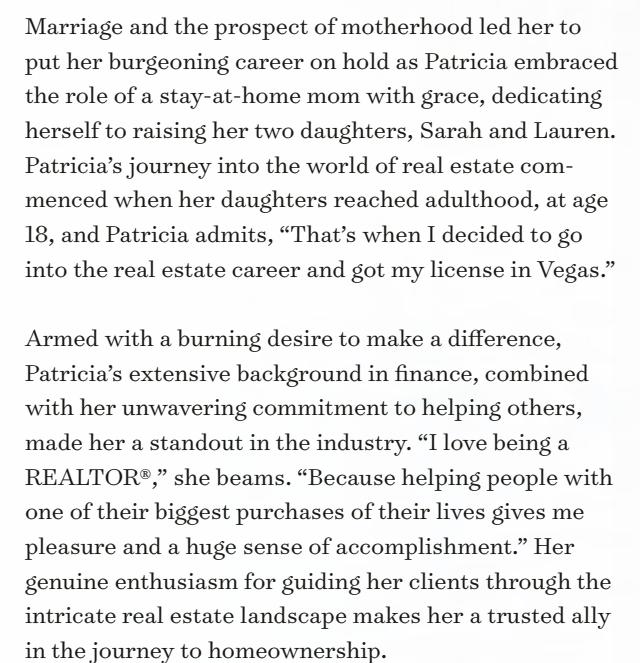
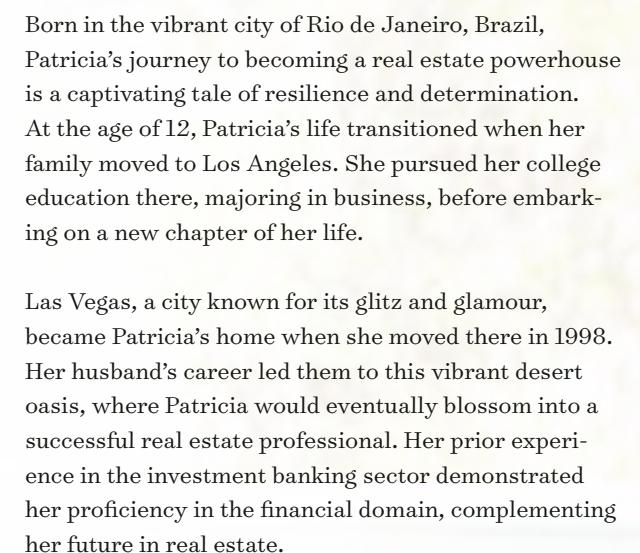
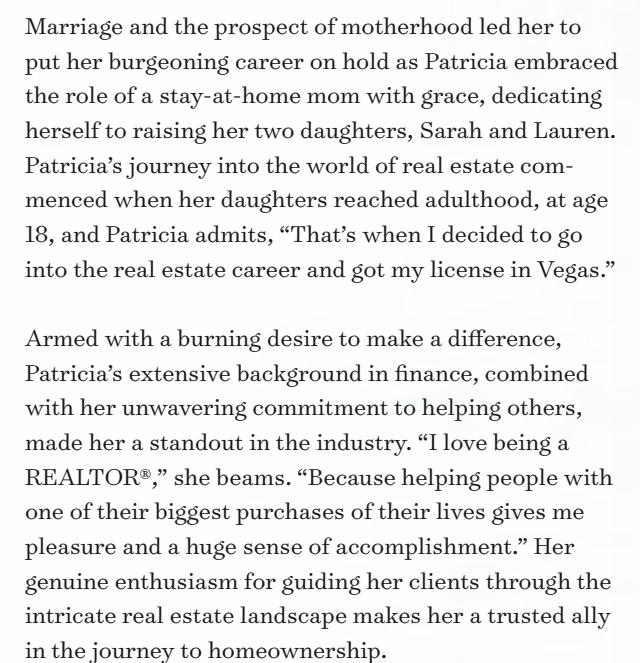
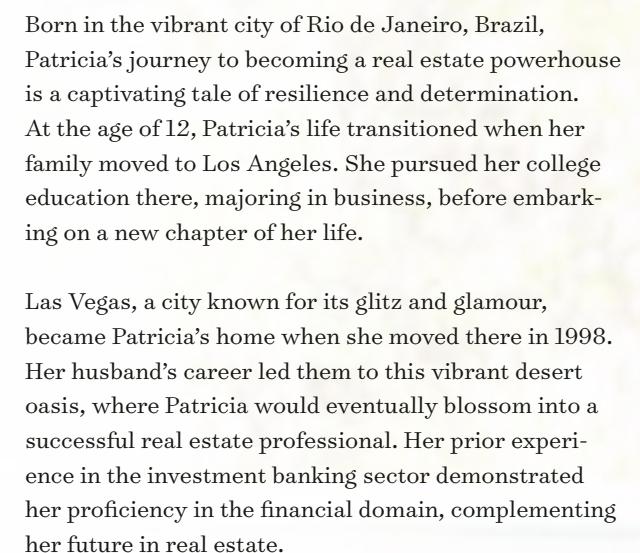
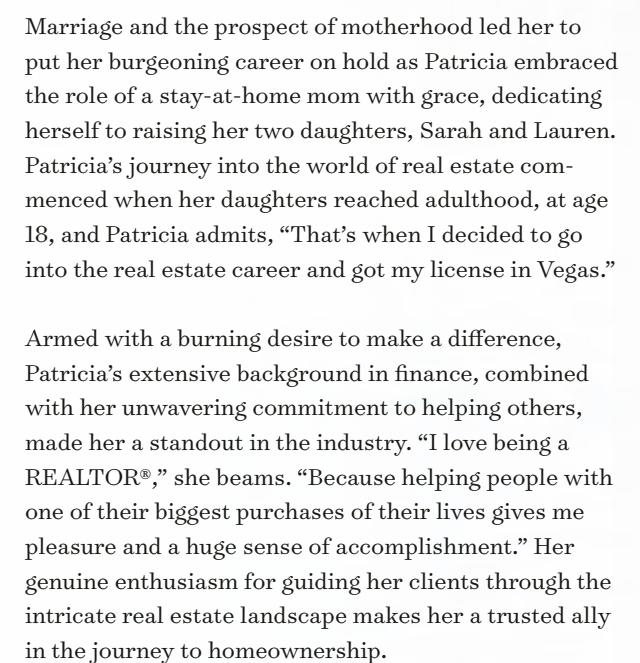
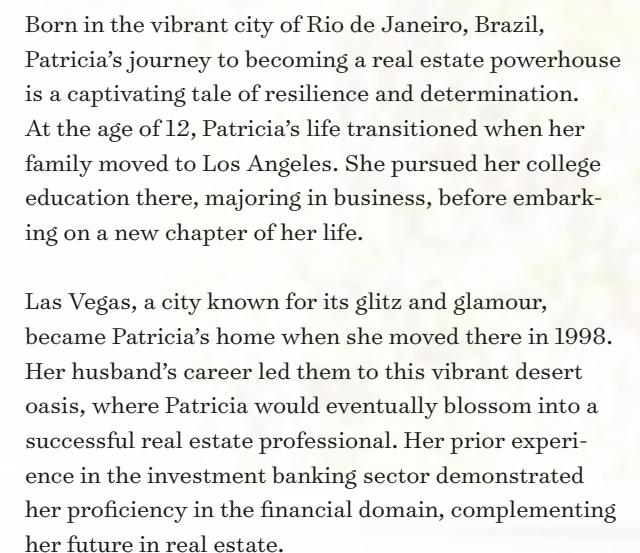
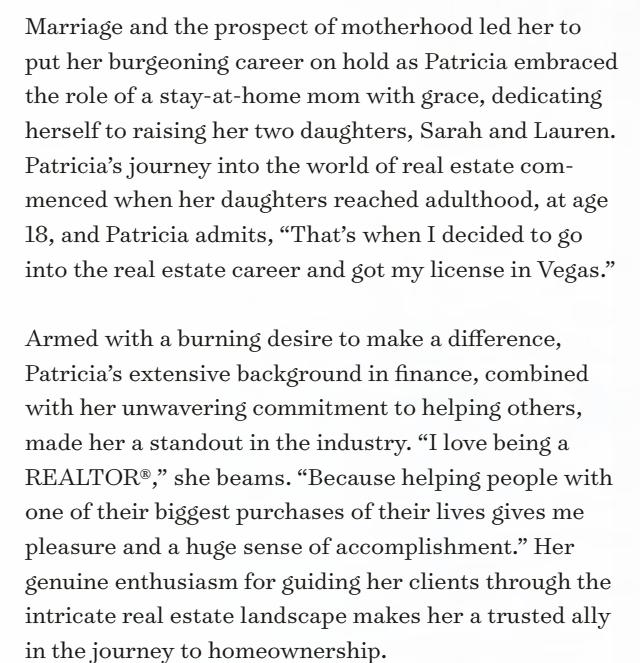
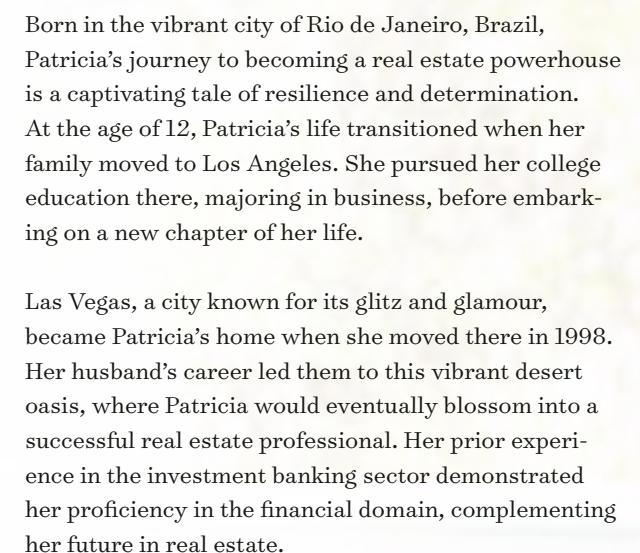
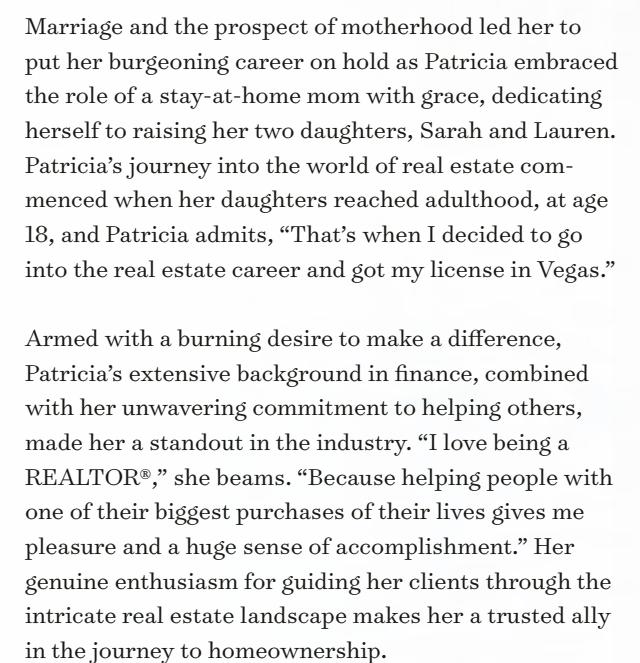
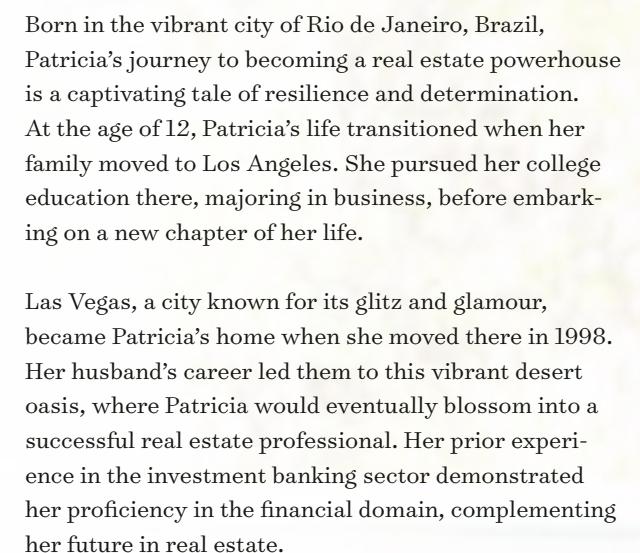
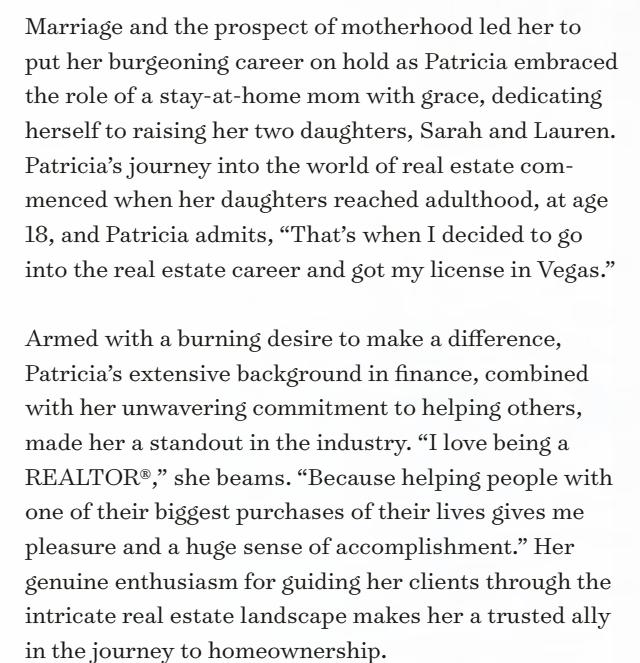
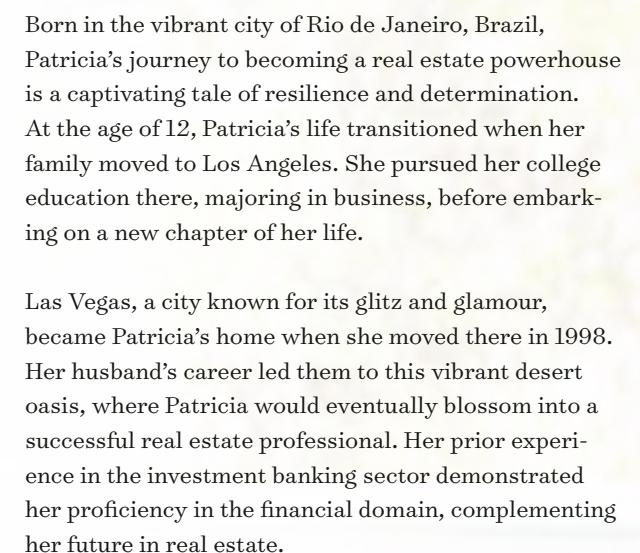
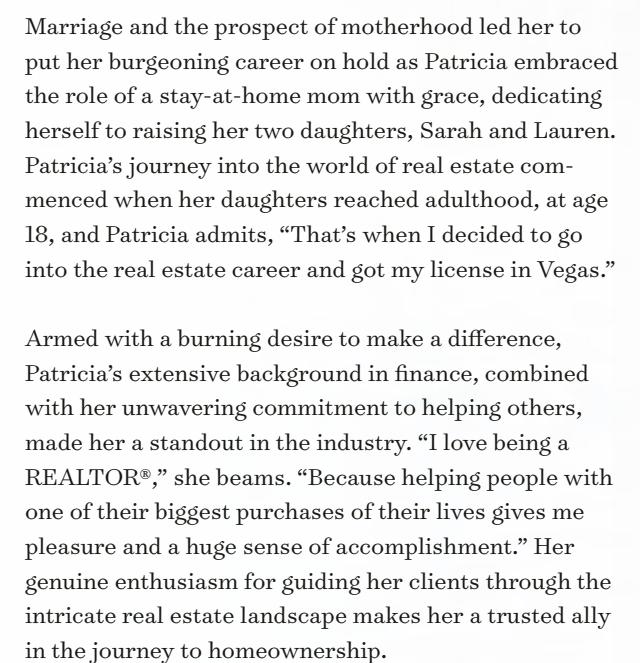
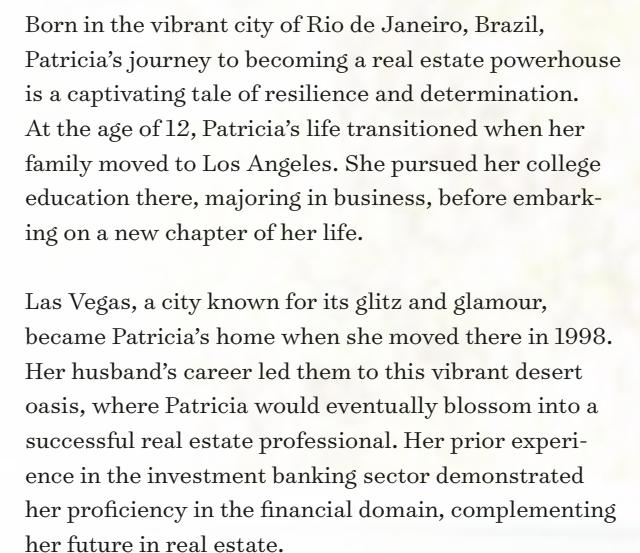
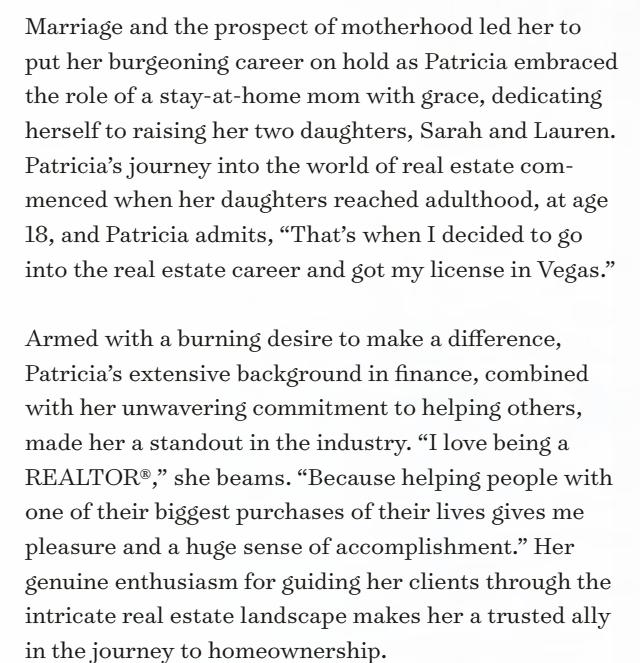
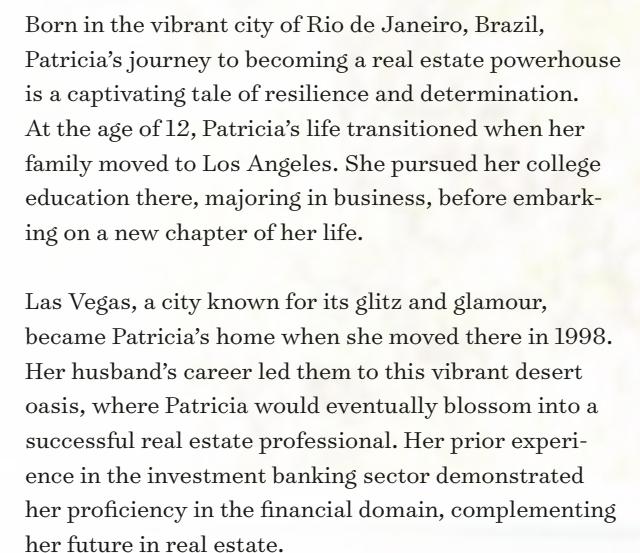
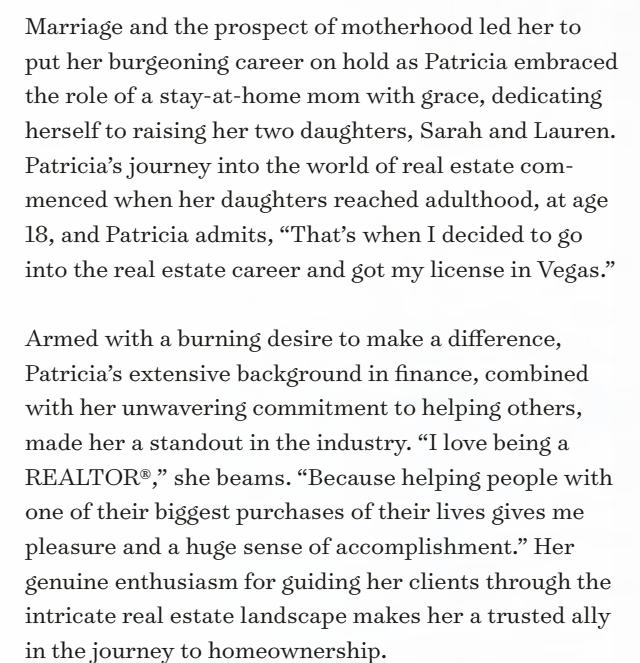
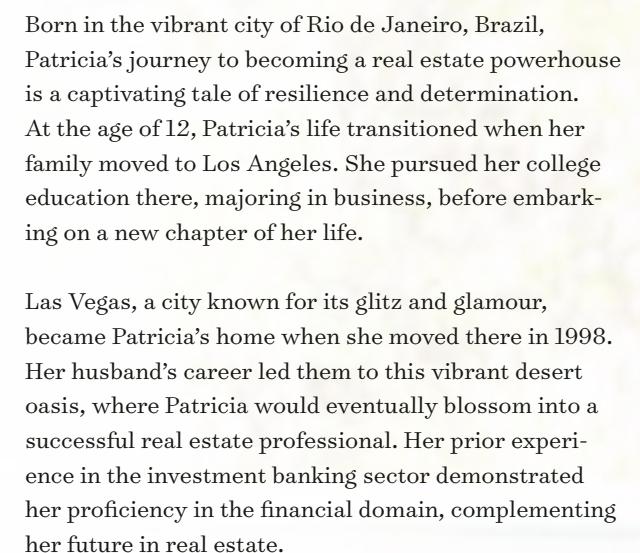
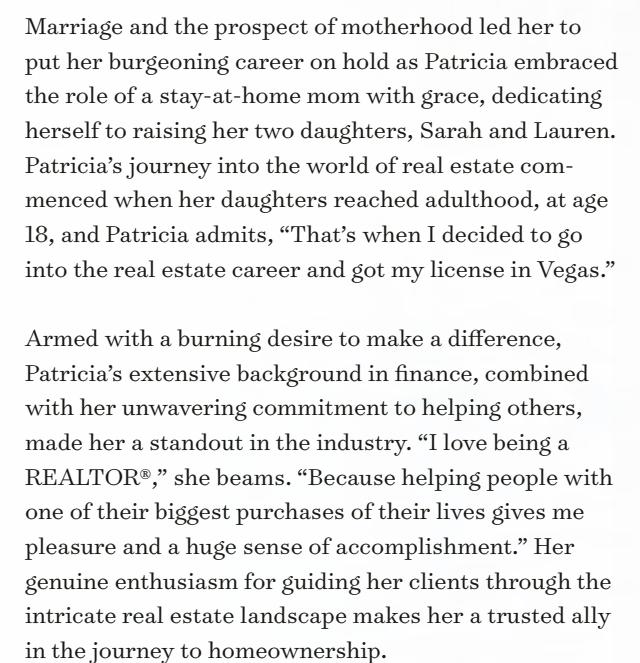
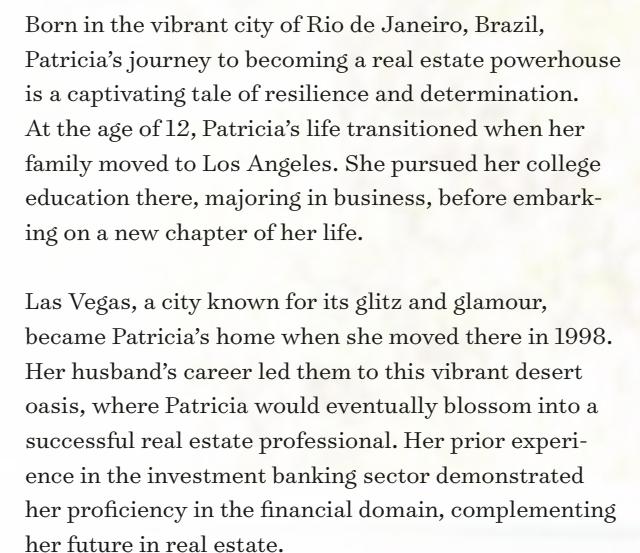
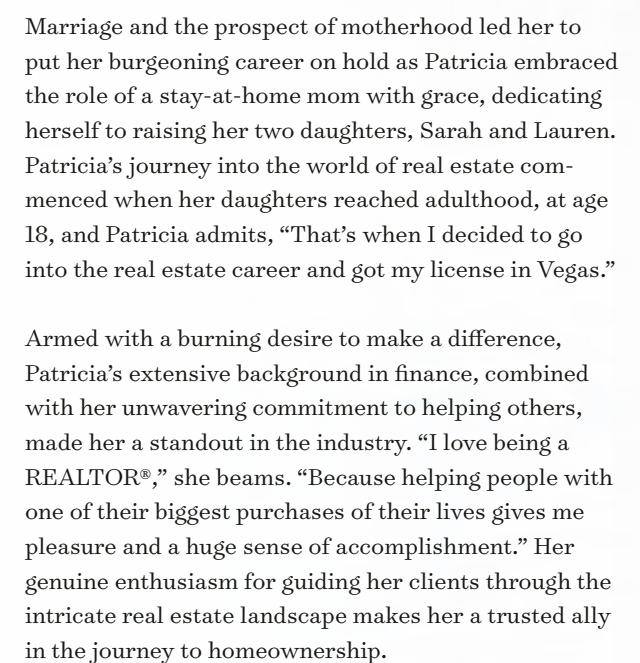
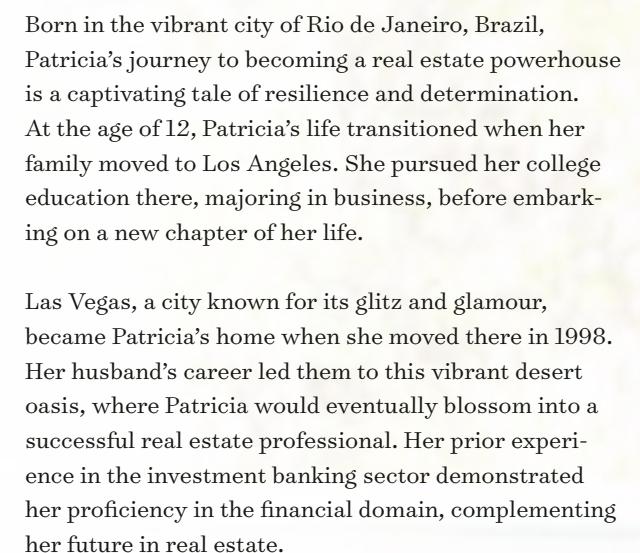
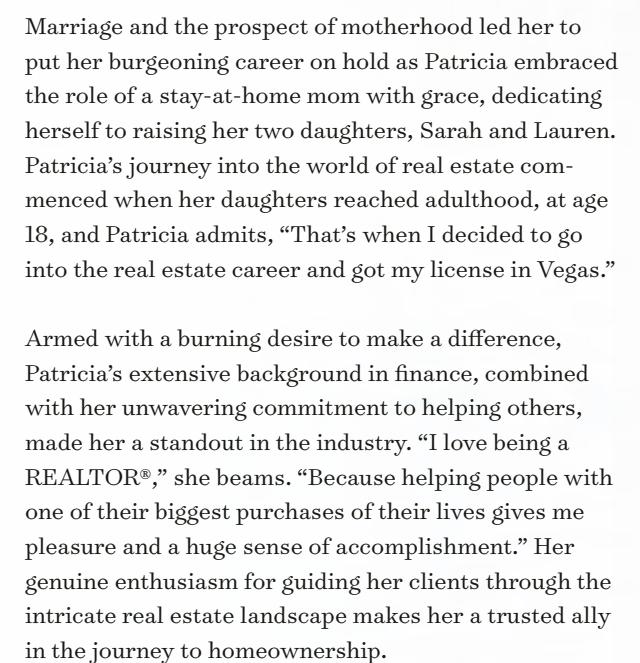
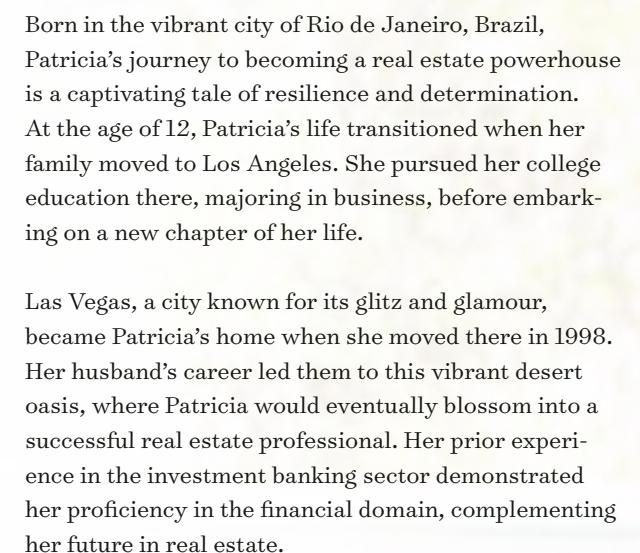
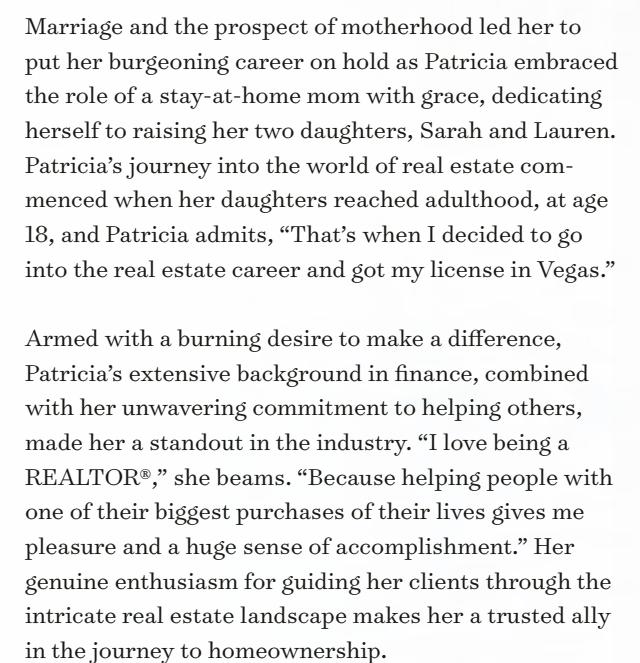
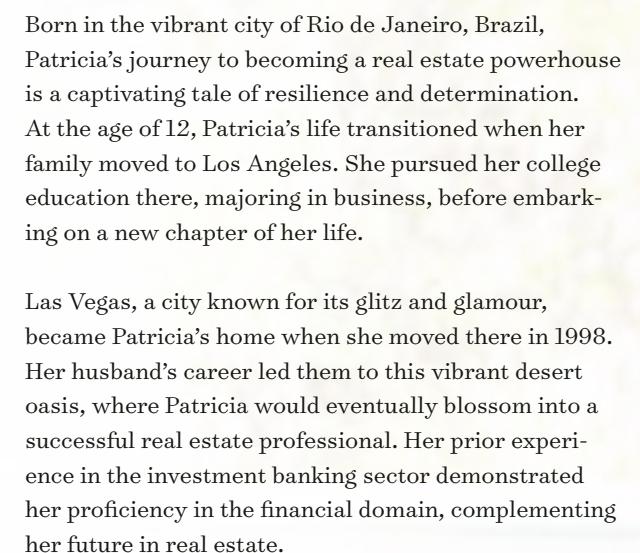
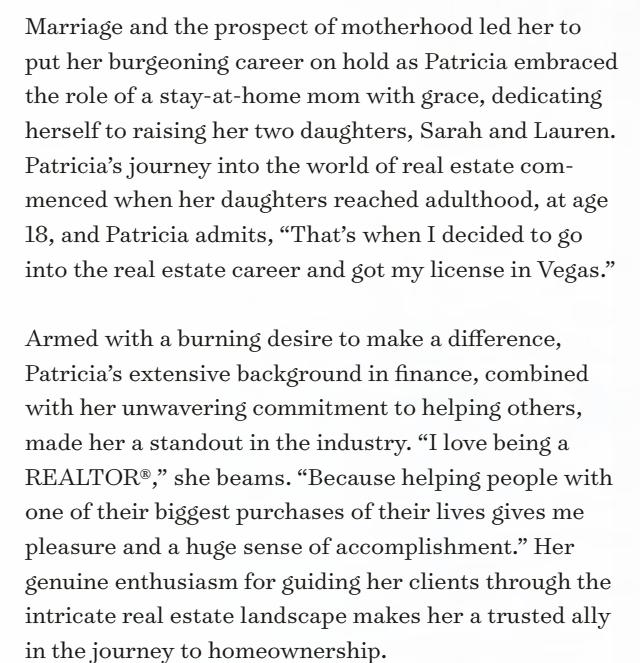
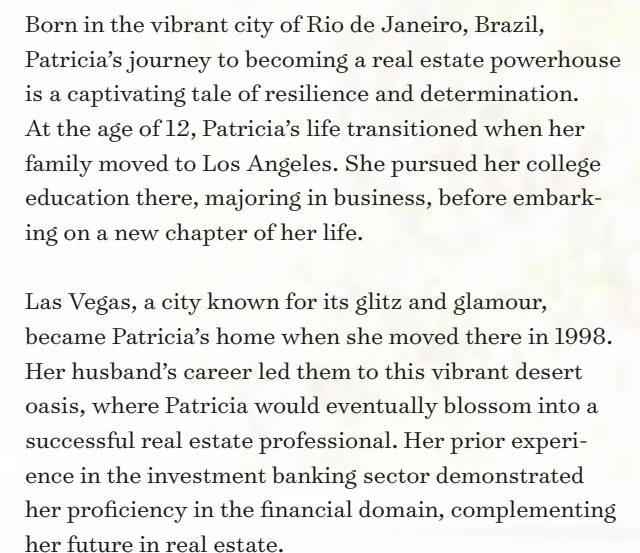
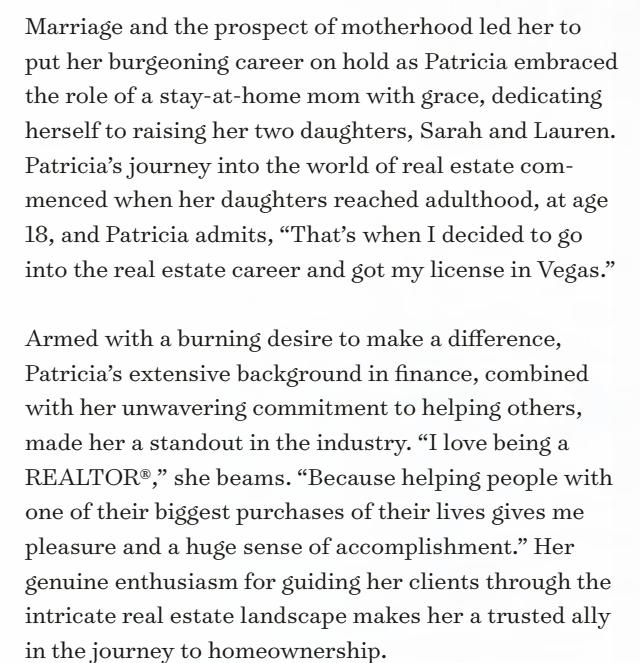
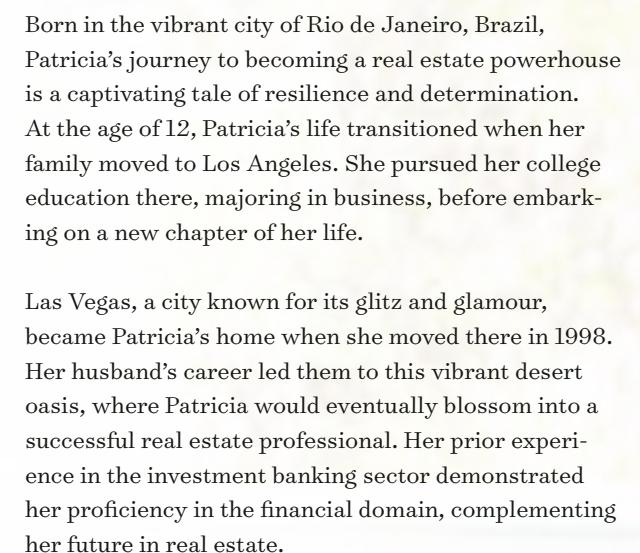
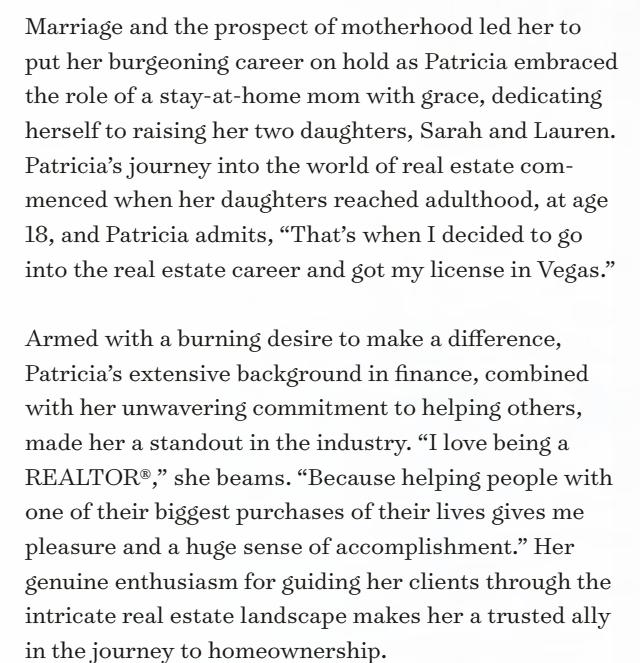
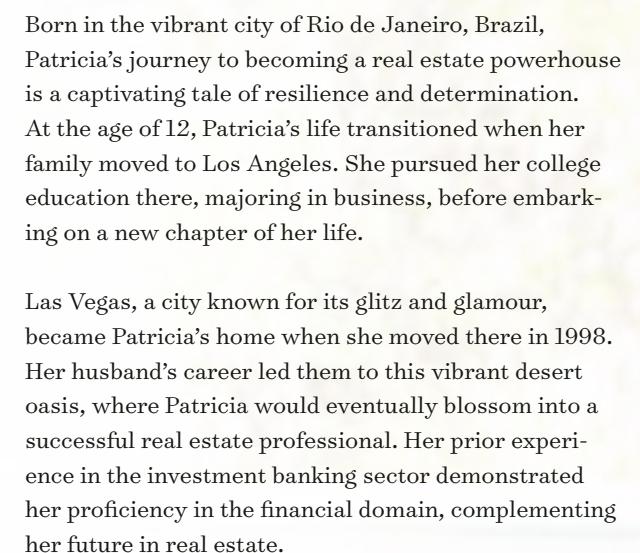
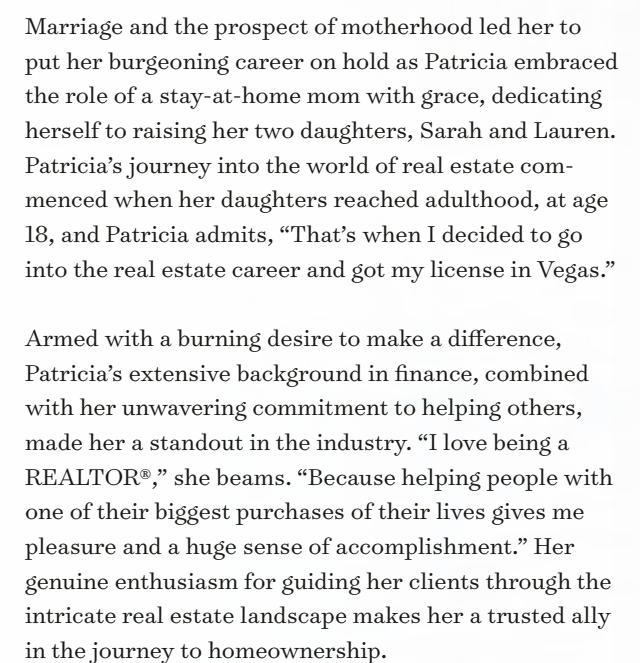
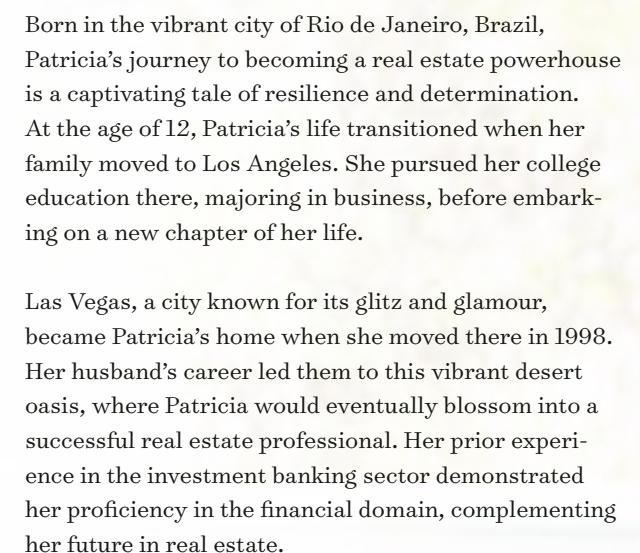
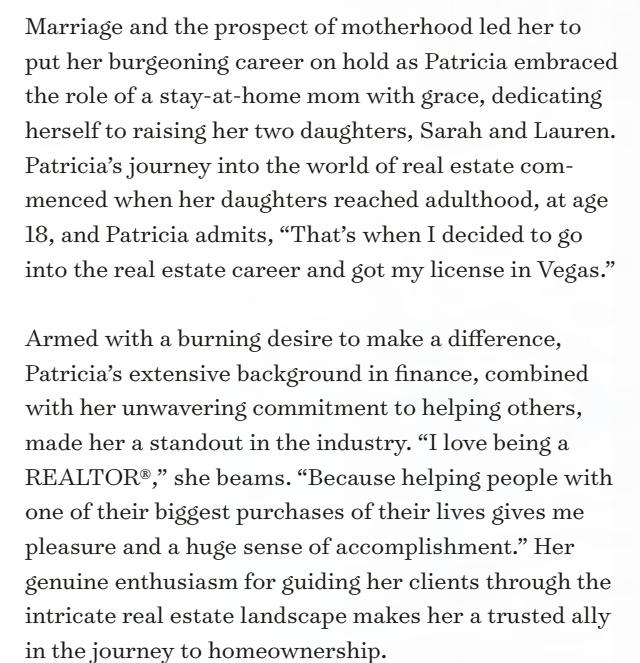
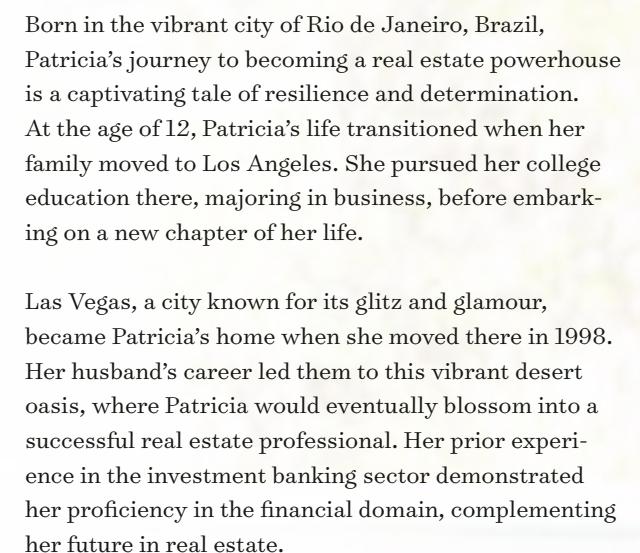
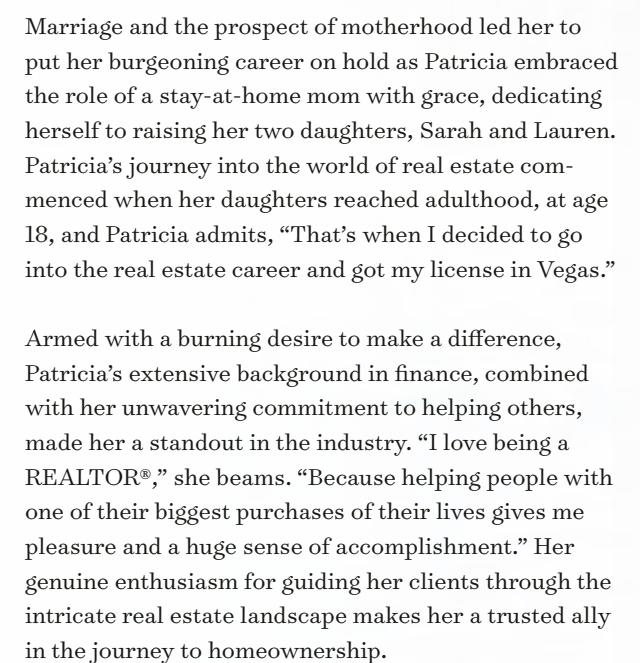
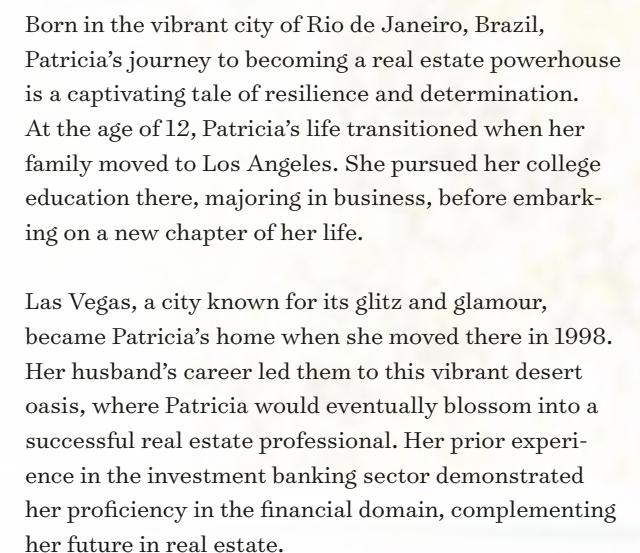
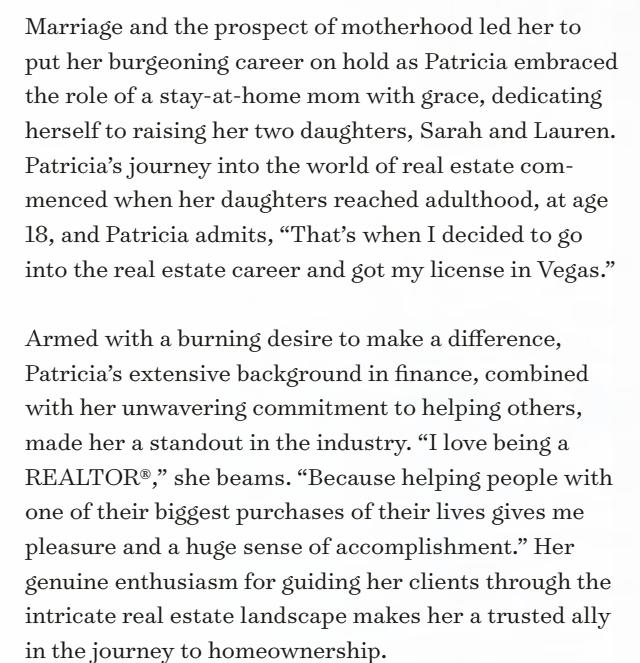
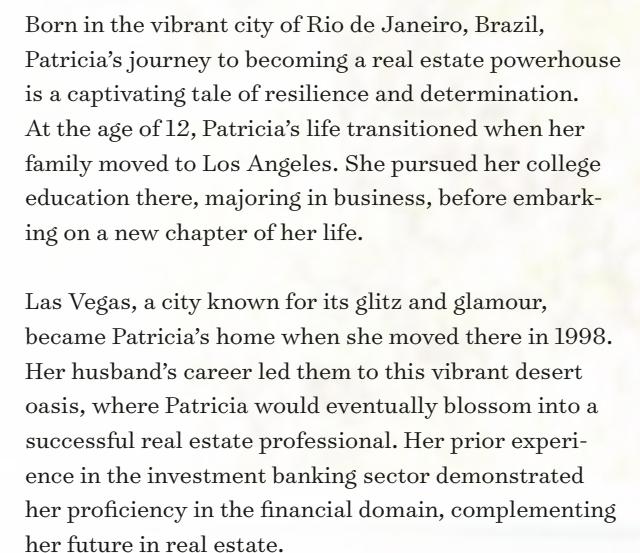
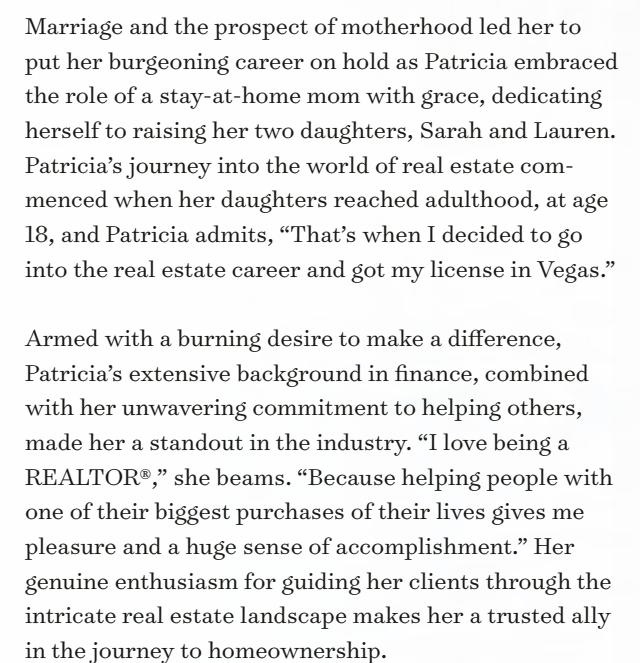
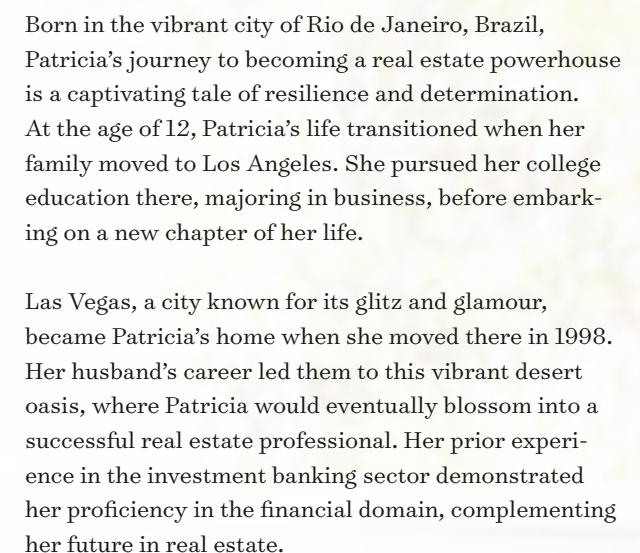
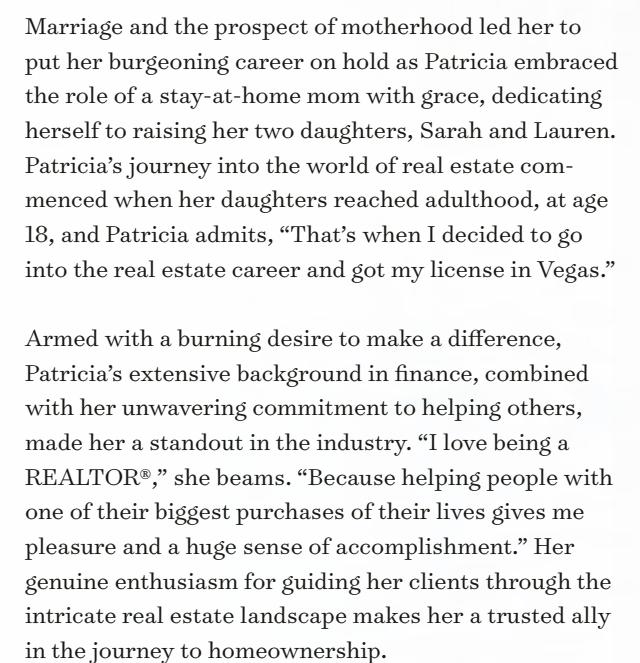
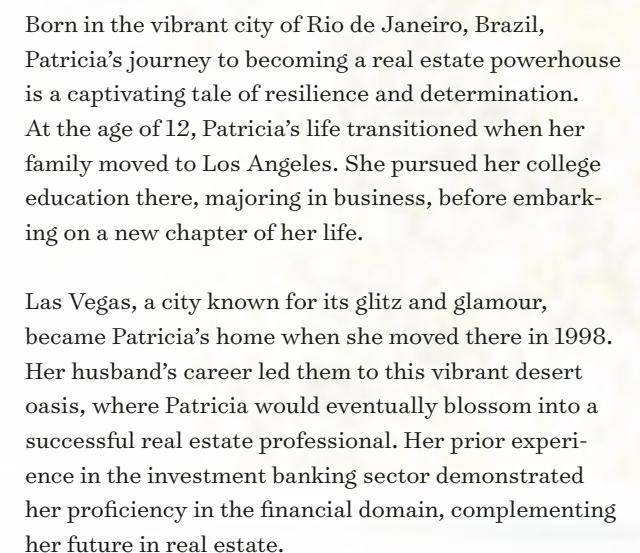
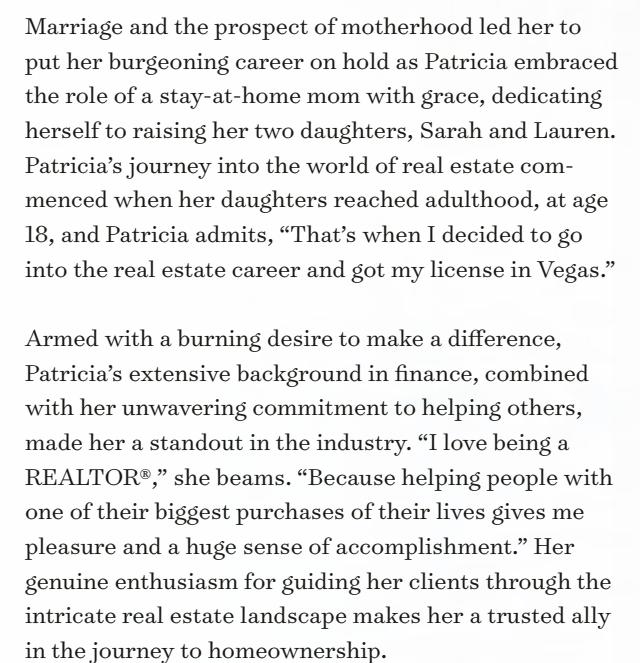
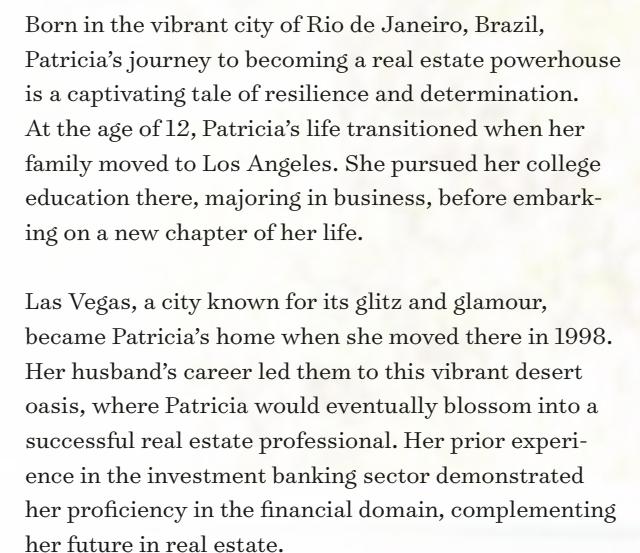
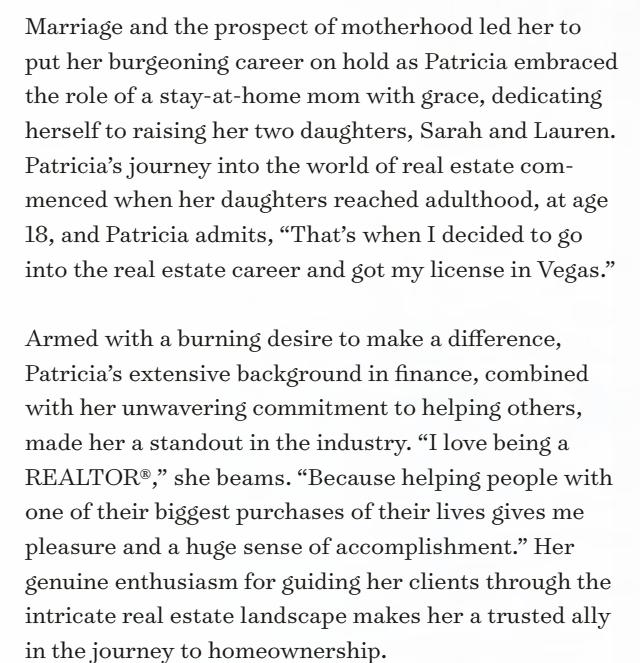
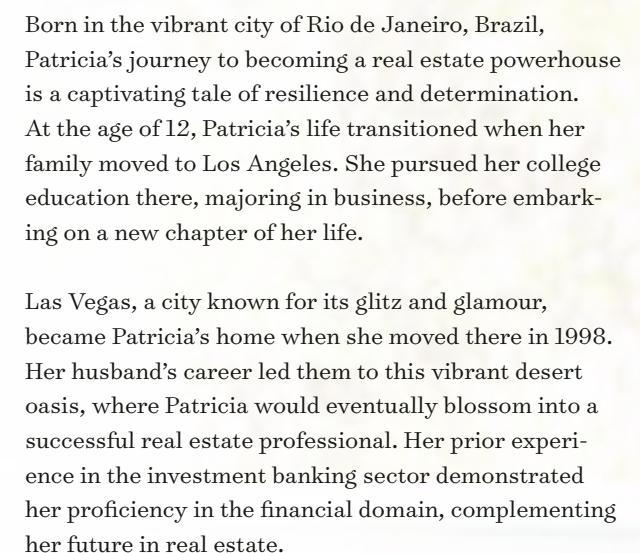
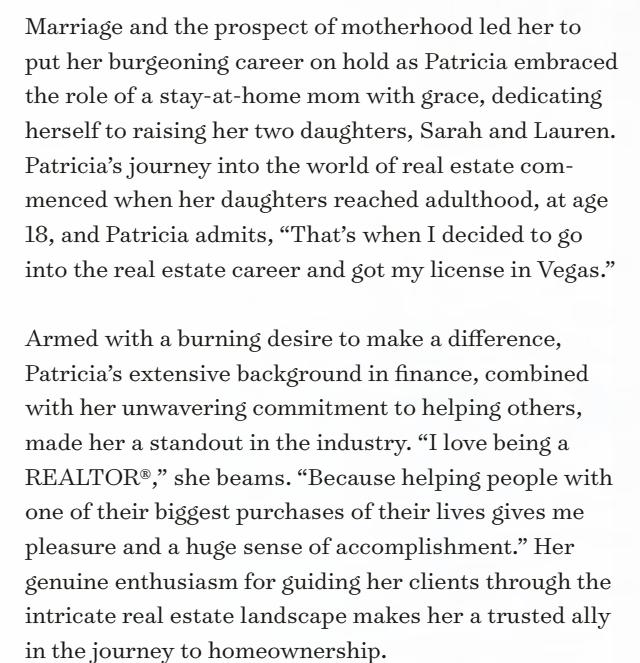
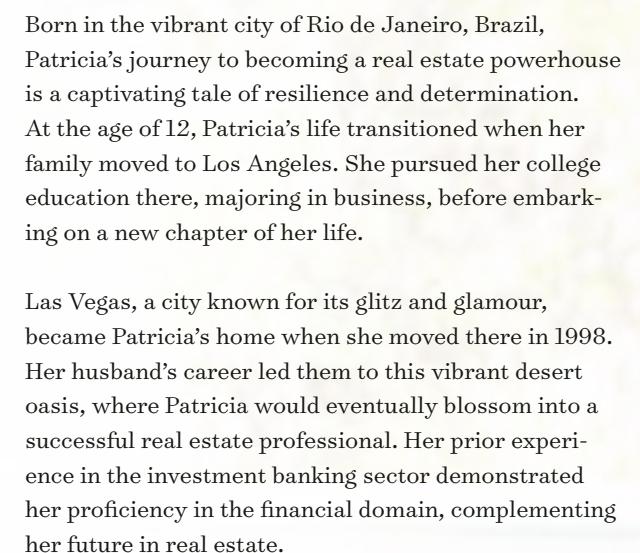
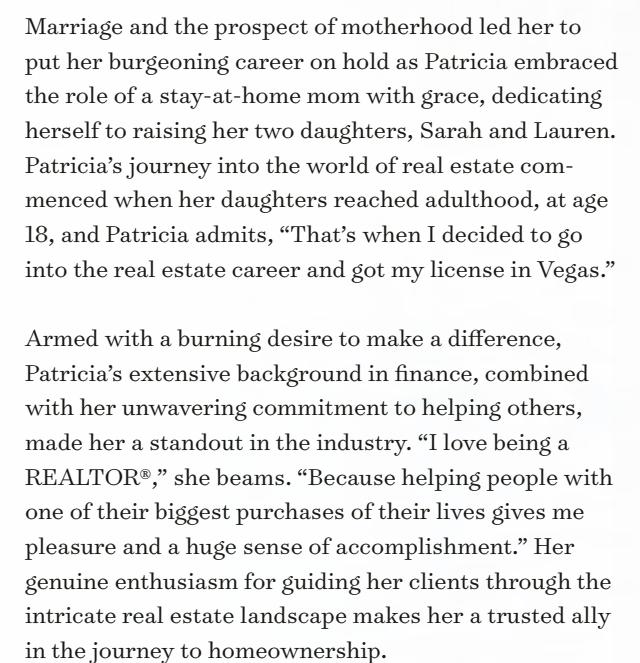
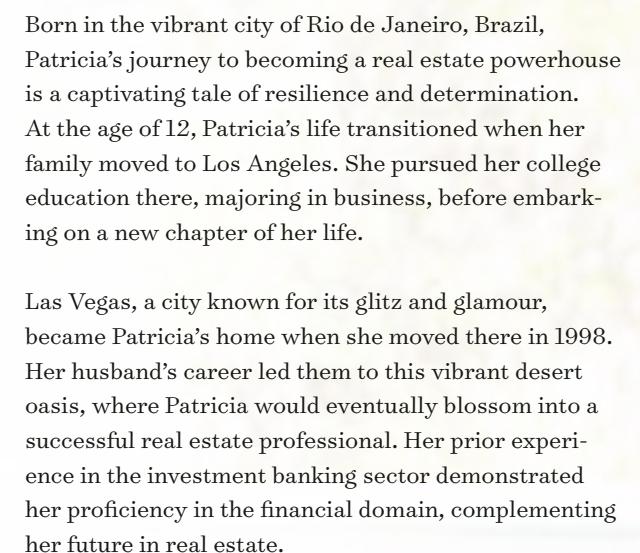
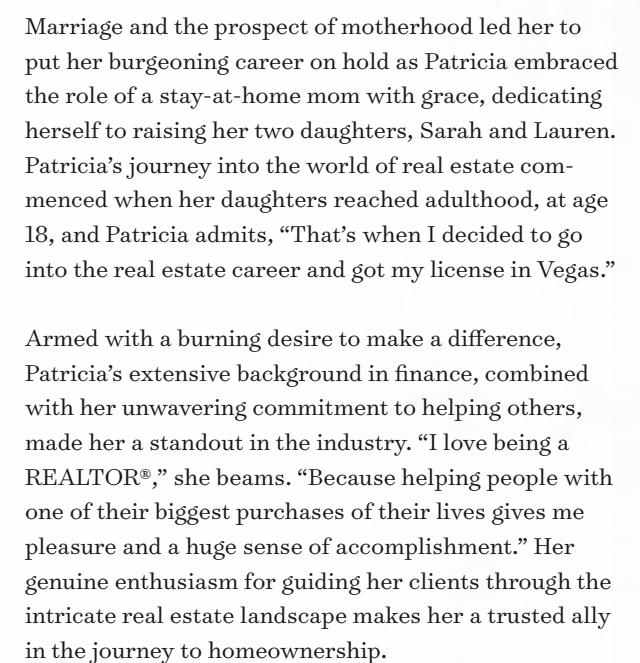
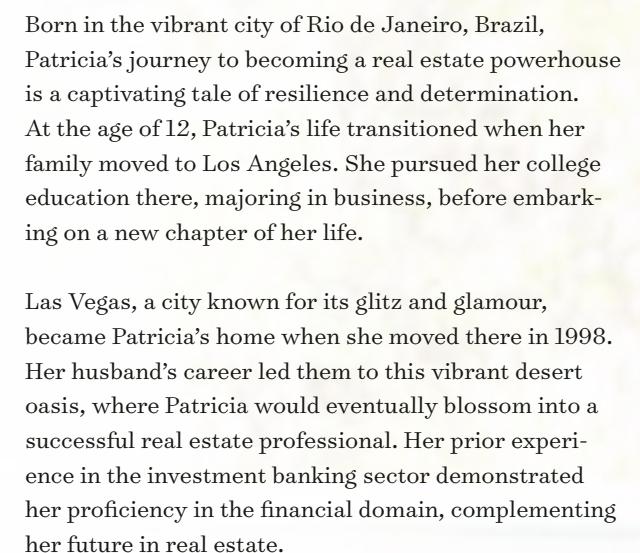
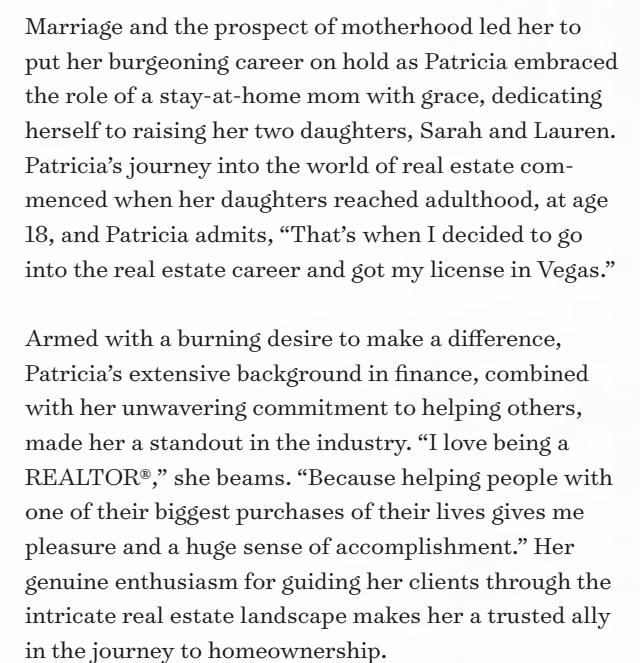
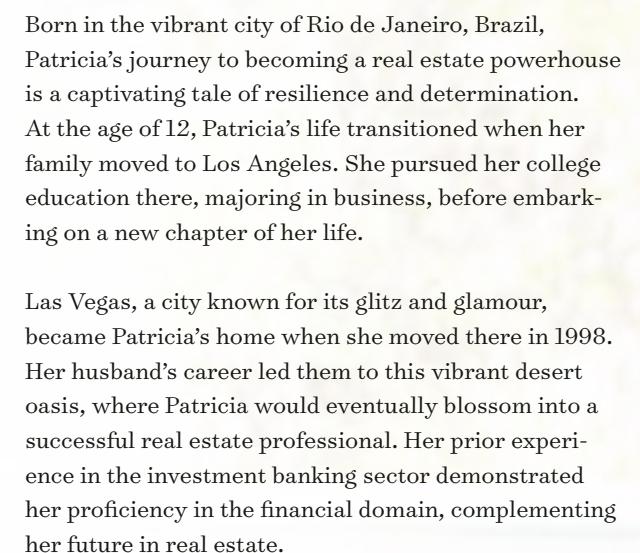
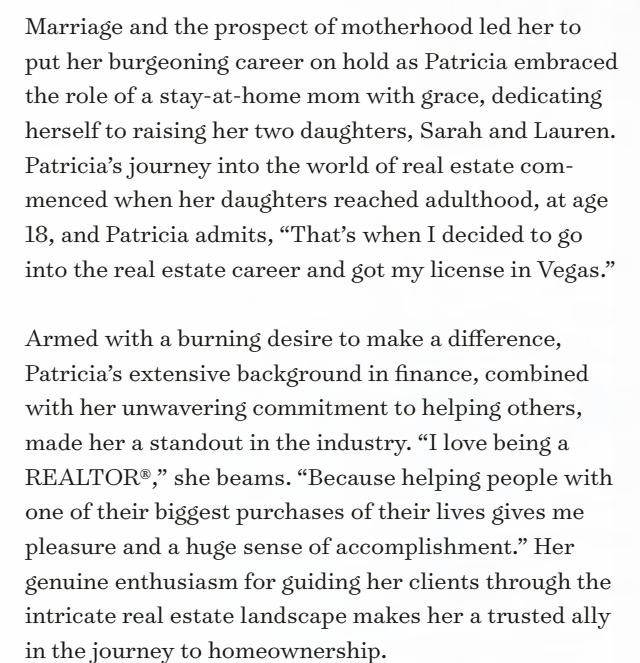
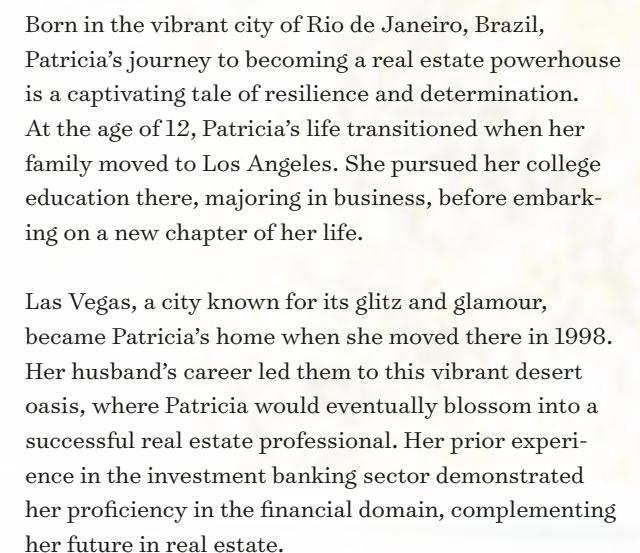
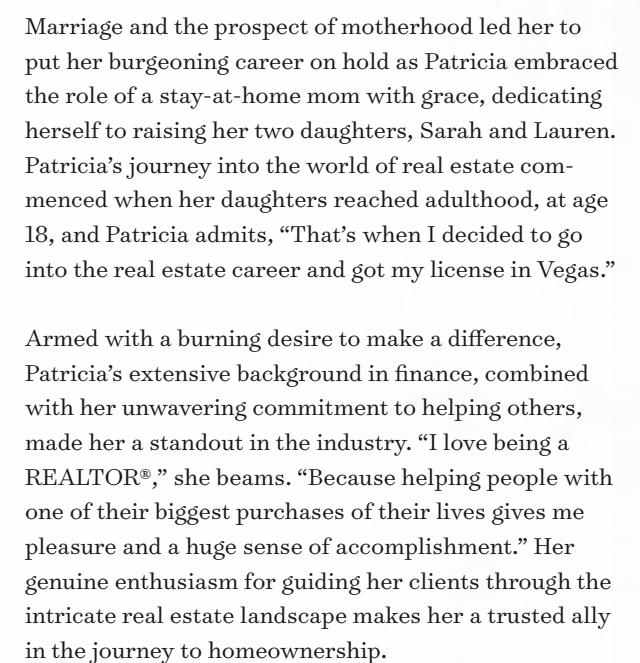
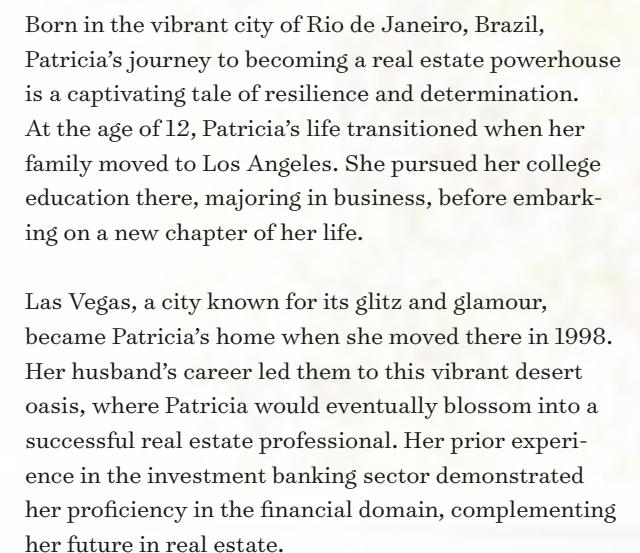
Patricia's mother, a single parent, played a pivotal role in shaping Patricia's character. Her mother's tireless work ethic and relentless pursuit of a better life for her daughter instilled in Patricia the values of hard work and determination. These values became the foundation of her real estate career, where she is dedicated to providing her clients with nothing less than the very best.

One of the defining moments Patricia points out from her career occurred when she joined the prestigious Napoli Group in the early stages of her real estate journey. Under their mentorship, Patricia honed her skills and expanded her knowledge, laying the foundation for a successful career. She acknowledges the invaluable support and encouragement she received from this esteemed team, which continues to inspire her to this day.

Following that chapter of her life, Patricia's career hit another pivotal moment when she was hired by Zillow in a corporate role. Her responsibilities included representing Zillow Offers and managing the sale of properties they had acquired in the Nevada area. This experience significantly boosted her professional growth and provided her with exposure that eventually led to connections with investors she works with today.

While she thought she would be in this same position for the remainder of her career, that specific division went under in 2021 and she was laid off. However, that position is what ultimately got her introduced to the investors she's currently working with. Now, she's focused on the market in Vegas, working with her investors, and continuing to welcome past and present clients.

Patricia takes great pride in being actively engaged on social media platforms, in an effort to nurture relationships with past clients while extending her sphere of influence. Her unwavering commitment to her clients' needs ensures that she remains a trusted resource, whether they have questions or are seeking guidance.



Her unwavering commitment to her clients' needs ensures that she remains a trusted resource, whether they have questions or are seeking guidance.



Beyond her thriving career, Patricia has dedicated herself to giving back to her community. She supports local Vegas charities that aid battered women, contributes to the Ronald McDonald House, and champions the Las Vegas Philharmonic and The Shade Tree through her generous donations. Additionally, she volunteers her time and expertise in various real estate organizations, including AREAA, VAREP, and Women's Council of Realtors Las Vegas.

Patricia's personal life is a testament to her resilience and the strength she draws from her family. Following the loss of her husband in 2010, she became a single mother. Today, both of her daughters thrive as young adults, bringing immense joy to her life. Patricia shares her home with Sarah and Lauren's beloved dogs, Orion and Skye, who have become an integral part of their family.

In her free time, Patricia enjoys an active and fulfilling life. She is a devoted yogi, practicing daily to maintain a balanced and healthy lifestyle. Patricia's love for sports led her to a remarkable 12-year journey as a competitive cyclist in Las Vegas, a phase of life she cherishes dearly. Travel, writing, and enjoying time with her family and friends are other passions that fill her days. And lest we not forget her dedication to cheering on the Green Bay Packers.

Patricia is more than a real estate professional; she is a guiding light, illuminating the path to homeownership for her clients and making a profound impact on her community. Her story is one of determination, compassion, and unwavering dedication to treating others as she herself would wish to be treated.



► meet our partner

Written by Kendra Woodward and Rachel Green
Photography by Chernogorov Photography

FRANCINE WILLIS

**Coaching Clients to Grow Their Business
by Building Relationships and Thinking Outside the Box**

In the world of home warranty specialists, Francine Willis stands out as an industry leader genuinely interested in others' success. With her unique blend of real estate experience, solutions-oriented thinking, and unwavering dedication, Francine finds fulfillment in helping colleagues reach their goals.

ORHP's now-retired president once hailed her as the account executive who put Old Republic Home Protection on the map in Las Vegas. Francine has a 20-year history dedicated to educating real estate professionals about the value of a home warranty.

Francine's story is characterized by her motto, "You and me, plus ORHP," and is supported by her resilience, adaptability, and passion for helping real estate professionals. She loves collaborating with her clients to help grow their businesses with realistic expectations and earn referrals beyond the close of sale.

INDUSTRY EXPERIENCE

Francine's intimate knowledge of the insurance and home warranty industries began long before she joined Old Republic Home Protection (ORHP). Relying on her diverse tapestry of experience in real estate, home warranties, Medicare HMO sales, and financial planning—including ownership of an American Family Insurance Agency—she offers strategic advice to colleagues while continuing to grow alongside them.

Francine joined ORHP in 2003. While owning and operating her insurance agency, Old Republic began pursuing her for her diverse skill sets and tenacity. Her experience as a business owner provides key insights, which she continues to share with brokers and REALTORS® as they nurture their businesses.

Today, Francine excels in helping agents navigate the intricacies of home warranties. Standing alongside her clients and living her company's mission of *People Helping People* is Francine's primary objective. Her extensive experience, training, and emotional intelligence make her a formidable asset to REALTOR® clientele.

When asked about her business's impact on brokers and agents, Francine proudly states, "I am on your team. I manage the home warranty needs so you can focus on your clients." Francine is always eager to walk agents through Old Republic Home Protection's online ordering portal, customizable marketing tools, built-in follow-up system, and so much more. Having her on your side means having a home warranty teammate dedicated to education, growth, and protection.

In addition to her extensive experience, Francine is propelled by determination, compassion, and integrity. As a leader at Old Republic for over 20 years, her company achievements and accolades include a *CE Instructor* certification and earning *ORHP's Circle of Stars, Presidents Club, and Sales Leadership Club*.

Each day, Francine finds motivation and perspective from her favorite quote:

What is success?

*Setting goals, but not in concrete,
Staying focused, but turning aside to help someone,
Following a plan, but remaining flexible,
Moving ahead, but not too fast to smell the flowers,
Climbing the ladder, but not stepping on toes,
Fighting to the finish, but choosing your battles,
Taking a bow, but applauding those who had a part in
your success.*

(Author unknown) *Community Commitment*

Francine is actively involved in her community and seeks to further expand her service. She served as the Community Outreach chair for LVR in 2013 and earned *Affiliate of the Year* in 2015. She is a member of WCR and is part of the Community Outreach Committee, where she has served since 2003. She also enjoys participating in various other charities and organizations.

This year, Francine celebrates 45 years of marriage with her husband, Steve. They have a son named Bryce, whom she describes as "an amazing man," and takes pride in his achievements. Her family is her anchor, inspiring her to positively impact people's lives every day. During her limited free time, Francine loves to travel, socialize with friends, and immerse herself in ice hockey.

Her passion for ice hockey began when she was a teenage fan of the Los Angeles Kings. After moving to Las Vegas in 1995, her son began playing the sport and she managed his team, The Las Vegas Mustangs. Francine also worked as tournament director for several years, bringing more Little League ice hockey events to the city. She and her son bonded over their roles as ice hockey pioneers before the Las Vegas Golden Knights came to town.

“
I take the
home
warranty
off your
plate and
onto mine.
”





A Shaddock Company

*Our Product Is Our
Customer Service*



LANDMARK TITLE ASSURANCE AGENCY OF NEVADA

702.869.1111 | Answers@LandmarkNV.com

10000 W. Charleston Blvd., Suite 135 Las Vegas, NV 89135



**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

**WHERE
EXPERIENCE
MATTERS
and
service is
paramount**



MICHAEL PERRY

FROM HEROIC SERVICE TO
REAL ESTATE EXCELLENCE

In the world of real estate, where dreams are built and lives are transformed, Michael Perry stands as a shining example of dedication and service. With a motto that resonates with assurance – “There’s no real estate emergency that I can’t handle” – Michael has become a beacon of reliability and trust for his clients. Having embarked on his real estate journey in February 2017, Michael brings to the table an inspiring story of resilience and a profound commitment to helping others achieve their dreams.



► giving back

Written by Kendra Woodward
Photography by Chernogorov Photography
Photographed at Clark County Station 66



Michael's path to real estate was preceded by a remarkable career as a firefighter, a role that epitomizes selflessness and unwavering dedication to community service. For over three decades, he served as a firefighter, haz-mat firefighter, engineer, and captain, embodying the principles of compassion and assistance that are the cornerstone of his current real estate mission. His dedication to helping people, often in life-threatening situations, has seamlessly transitioned into his real estate career.

Born and raised in Northern California, Michael ventured southward to Southern California when he was 20, embracing new horizons and opportunities. In 2011, he was first-in on a mass shooting in Seal Beach, California, an event that left him with severe PTSD. During this time, he gained distance and sought therapy to get over the traumas he faced during his career. It took five years of healing and introspection for Michael to overcome the trauma. This journey led him to his current mission, helping others navigate the complexities of real estate.

Soon after relocating to the vibrant city of Las Vegas at the age of 52, along with his husband of 30 years, Michael helped his mother-in-law make the move as well. It was in Las Vegas that he found his calling in real estate, thanks to the guidance and

mentorship of Buck Hujabre, his mother-in-law's neighbor. Over the years, many conversations with Buck would lead to discussions of the local housing market, which eventually led Buck to suggest Michael get his license in real estate. Buck explained how he thought Mike was in tune with the market... more so than some of his own agents. After interviewing with a couple brokers, Mike landed with Keller Williams. Michael fondly recalls, "Buck was definitely a role model and a mentor. He took me under his wings. So, I could get into the swing of things."

The happiness and success of his clients is what drives Michael and as he notes, with a retirement income to support him, Michael can prioritize his clients above all else. He goes to great lengths to make their dreams come true and his passion for assisting his clients extends beyond the transaction, as he takes the time to write heartfelt notes for house anniversaries, birthdays, and special events. "I've written more cards than I ever have this year," he laughs. "Right now, I'm just passionate about checking in with all my clients."

For Michael, real estate isn't just a job; it's a calling, a vocation of service to those he works with. As those closest to him admit, Michael is "helpful", "considerate", "very loving and passionate", "very caring and supportive of friends and family", and would

give someone the shirt off his back a characteristic represented by his unwavering commitment to his clients and philanthropic endeavors.

Mike actively participates in RED Day with Keller Williams and has been the single driving force behind "Stuff the Bus" toy drive for the Firefighters of Southern Nevada Burn Foundation. This annual event, which raises funds and collects toys for children in need, holds a special place in his heart. Over the years, along with Michael's efforts, the event has raised more than \$5,000 and over 9,000 new and unwrapped toys. This year the "Stuff the Bus" event will be held December 7th at Fidelity National Title at 6180 Brent Thurman Way, Suite 160. That's where it started in 2017, and that's where it will continue to be this year.

At home, Michael finds solace and joy in the company of his husband, Sunny Cliff. Their 31-year journey together is a testament to their enduring love and commitment. As dedicated pet parents, their furry family members bring an abundance of love and joy into their lives. While they recently lost a beloved service pet, Brandi, who helped Michael get through the toughest part of his treatment, they adopted a mini Goldendoodle named Alexis Carrington Perry (aka Lexi), alongside Gigi, a puppy from a friend's litter. Their home is a haven of love, companionship, and endless wagging tails.



Outside of real estate, Michael enjoys an array of hobbies and interests. He and Sunny are proud season ticket holders for the Las Vegas Raiders and the Vegas Golden Knights, relishing the electric atmosphere of live sporting events. Travel and home improvement projects are also cherished pastimes, with their last adventure taking them to Europe, where they explored Paris, France, Amsterdam, and sailed on two cruises to Iceland, Ireland, and Norwegian Fjords. They also embarked on a grand cruise voyage to Hawaii, Tahiti, and New Zealand ending up in Sydney, Australia. While they were in Australia they toured, Melbourne, Brisbane, the Great Barrier Reef, and Sydney.

In the remarkable journey of Michael Perry, from heroic service as a firefighter to his current role as a dedicated real estate professional, one theme remains constant: a deep-seated commitment to helping others.

Michael's mission in life is simple but profound – to be of service to his clients, to make their dreams a reality, and to offer his unwavering support and care every step of the way. With his motto as a guiding light, "there truly is no real estate emergency that Michael can't handle".

We Support Inclusive & Accessible Homeownership for People of All Abilities!

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

[mypridelending.com](https://www.pridelending.com)

Andrew Dort NMLS #1650297
725.780.5001 mypridelending.com
11411 Southern Highlands Pkwy
Suite 350 Las Vegas, NV 89141
Company NMLS #2230004

PRIDE LENDING

Our Top Team Is Dedicated To Serving Las Vegas Top Agents!

Greg & Christin Burda
209.233.5420 | JunkLuggersofSWVegas.com

The JUNKLUGGERS
Saving the world, one lug at a time.

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 Garrison, Owner
License# IOS.0002568-RES

702.217.5325 SolidInspectionServices.com

Your Neighborhood Property Managers
Rent It Like You Mean It

OUR REALTOR PARTNER PLEDGE
We Don't Do Sales...Your Clients Stay Yours!
We Protect You From Negative Tenant Reviews.
We Are Your Landlord-Tenant Experts.

GoldenWest Management Inc.

We Are Here For All Your Property Management Needs

CONTACT US TODAY! 702.685.7696
GoldenWestManagement.com



►REALTOR® life

Written by Kendra Woodward
Photography by Chernogorov Photography

Tania Juarez

From Panama to California, A Journey of Real Estate and Family

In the world of real estate, where dreams find their foundations and families discover their havens, Tania Juarez has carved her path with determination and compassion. With a license acquired in 2013, Tania's journey through the real estate landscape is a story of courage, resilience, and the pursuit of dreams.

Born in Panama and having spent her formative years there, Tania's early education was an intriguing blend of cultures. Attending American schools in the Canal Zone area, despite both her parents being Panamanian, exposed her to a world of opportunities and diversity. Her ambition to study in the United States drove her to pursue a business degree with an emphasis in real estate in Nebraska.

Upon completing her education, Tania set her sights on Northern California, where she was excited to begin her career selling real estate. However, finding herself with no savings or guidance, the challenge right in front of her was making ends meet right away. This is where Tania decided to put her real estate career on hold and accept a job working for a marketing company that her friend recruited her to.

Despite seeming like the biggest detour, this turn of events led her to meet her future husband and partner in life, David Rouse. Together they began building a networking business that they both loved and persevered at for seven years. But life had more surprises in store. After devoting seven years to building a very successful networking business, the company closed. Once again, Tania found herself having to start over in a new career.

Due to her sales background, Tania kept finding herself working jobs in high-pressure environments for the next 10 years. Having to meet monthly quotas, dealing with strict management, and harassment on the job led to a point of complete dissatisfaction. Tania yearned for more quality time with her daughter and sought a balance between her professional and personal life.



“I MADE A VISION BOARD AND I STARTED PRAYING FOR ALL THE THINGS I WANTED OUT OF MY CAREER-LIFE.”

”



The turning point came when Tania's mother passed away in Panama, and she found herself unable to be with her family due to work commitments. This prompted Tania to reassess her priorities and make a life-altering decision. She decided to leave her six-figure job in search of a fulfilling career that allowed her the freedom to spend time with her family. “I didn't know what I was going to do,” she admits. “I made a vision board and I started praying for all the things I wanted out of my career-life. This spiritual journey led her to remember her dreams of selling real estate. This time, she felt confident and determined to reach her goals, a decision that ultimately proved to be her calling.

Tania's transition into real estate was marked by an unwavering dedication to her clients. Her genuine passion for helping others find their dream homes fueled her proactive approach. She quickly gained confidence and success, which led her to recruit her husband into the business.

“I made him quit his job,” she laughs, transforming their professional journey into a family affair.

Today they are fortunate to work together full time and are running a wonderful thriving family business. Three years ago their daughter, Talia, joined them. With a new goal to expand to California, Tania and Talia, acquired their licenses there. This allows Tania to work between both states, working with her husband in Vegas and her daughter in California.

In the present day, Tania's passion lies in nurturing relationships with her clients. She believes in staying connected with past clients, not just through the customary handwritten notes, but also by offering friendship and companionship. Her involvement in the community and her genuine friendships have organically expanded her clientele as well.

Beyond her real estate endeavors, Tania's heart belongs to her family. She cherishes moments spent with her husband and daughter. Together, they share a love for working out, practicing yoga, hiking, and exploring new restaurants. Tania also takes pride in her role as a pet parent, caring for three beloved dogs - Mila, Tara, and Nicki. Tania enjoys pampering her dogs, creating videos for her business, and passionately building a long-lasting real estate career.

Tania's journey, from Panama to California, is a testament to her unwavering spirit, her commitment to family, and her dedication to providing a service that everyone needs, the dream of a home.



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!

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

Direct Signings NATIONWIDE SIGNING AGENCY | **Direct Deeds** NATIONWIDE DEED SERVICES

Scan to easily order a deed today!

Norma Green, Owner | 702.685.0400 | DirectDeeds.com

ALOHA ANGELS
CLEANING SERVICES, LLC

702.466.7081

A CLEAN LISTING SELLS FOR 3-5% MORE!

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

LET US BLESS YOUR CLIENT'S MESS!
ALOHAANGELSLLC@YAHOO.COM

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

Fernanda KRIESE

A LAS VEGAS REALTOR®
WHO'S REDEFINING SUCCESS

In the world of real estate, success stories are often shaped by determination, dedication, and a sincere passion for helping people achieve their dreams of homeownership.

Fernanda Kriese, a born-and-raised Las Vegas native, embodies these qualities and has become a shining example of what it means to excel in real estate. Her defining moments and unwavering commitment to her clients and community are what truly set her apart.



► REALTOR® on the rise

Written by Kendra Woodward
Photography by Chernogorov Photography



Fernanda's path to becoming a REALTOR® was anything but traditional as her attraction to the real estate industry began early in life. However, after earning an Associate's degree in Paralegal Studies she took a bold step in 2018 by obtaining her real estate license. This decision marked a significant departure from her previous academic pursuits and set her on a course towards fulfilling her lifelong dream in real estate.

Fernanda began her career with Invitation Homes, a nationwide leasing company, where she quickly rose to prominence as one of their top leasing agents. Her unwavering dedication and enthusiasm served as stepping stones to her future success in the industry.

In 2022, Fernanda made a strategic career move by joining Redfin. This transition marked a significant turning point in her professional journey, as she shifted her focus towards assisting buyers, investors, and sellers in the real estate market. The move was instrumental in setting her on the path to becoming a top performer in the real estate industry.

Her dedication, expertise, and commitment to her clients garnered recognition and swift success, solidifying her reputation as a prominent figure in the competitive world of real estate. This career move proved to be a pivotal moment, opening doors to countless opportunities and reinforcing her status as a rising star in the field.

Fernanda places great importance on several key principles - dedication, consistency, and the art of building strong and lasting relationships with clients. She believes that having guidance and support throughout the intricacies of real estate transactions is crucial for success, and stresses the essential role of customer and client relationships, recognizing that trust and rapport are fundamental in this field. This insight is a testament to her own experiences and the valuable lessons she has learned throughout her journey. It serves as a valuable compass for newcomers, helping them navigate the challenging, but rewarding, terrain of real estate.

During her debut year at Redfin, Fernanda accomplished a remarkable feat by closing an impressive 35 transactions. This outstanding achievement earned her the coveted title of "Rookie of the Year" at Redfin Nationwide. It's important to note that this award had never been presented or recognized before, making Fernanda's accomplishment truly exceptional.

What truly drives Fernanda in her work, is her passion for building lasting relationships with her clients and assisting them with one of the most significant investments of their lives, whether it's helping them purchase their dream home or guiding them through the process of selling and downsizing. Fernanda's genuine care for her clients shines through in every transaction she handles, creating a bond of trust and reliability that goes beyond the typical client-agent relationship. It's this dedication to her client's well-being and her ability to make their real estate experiences personal and meaningful that keeps her motivated and thriving in her profession.



Her dedication, expertise, and genuine care for her clients make Fernanda a trusted advisor in the real estate world.

After marrying her lifelong soulmate, Brett Kriese, who has been a major supporter of Fernanda's career and her biggest fan, Fernanda took some time off to be a stay-at-home mom to her two children, Kingston and Kennedy. The love that Fernanda and Brett share is nothing short of extraordinary, and their journey together has been filled with thrilling adventures and unwavering enthusiasm for each other. Even after being happily married for 12 years, Fernanda still gets butterflies when she thinks about the incredible life they've built together. Their love story is a testament to the power of true love and the excitement that comes from being with your soulmate. It's a love story that continues to inspire everyone who has the privilege of witnessing it.

Remarkably, Fernanda didn't allow her hiatus to slow her down; instead, it fueled her determination. Having a second income stream not only provided financial opportunities for her family, but also allowed them to fulfill their dream of building their forever home and exploring the joys of travel. Her resilience and dedication to both her family and her career shine throughout her journey.

Beyond her career in real estate, Fernanda is deeply passionate about spending quality time with her family and engaging in various activities that enrich her life. From practicing Pilates to exploring the great outdoors through hiking, Fernanda embraces each moment with an adventurous spirit. She also enjoys traveling and creating cherished memories with her loved ones.

Fernanda's commitment to personal growth and community is equally noteworthy. She actively volunteers and contributes to organizations like the Ronald McDonald Foundation and The Just One Project, demonstrating her dedication to giving back and making a positive impact in her community.

Fernanda represents more than just a successful REALTOR®; she embodies the qualities of a compassionate and dedicated individual committed to various facets of life. From her unwavering devotion to her family's well-being and her commitment to maintaining a healthy lifestyle, to her active involvement in her community and passion for helping her clients achieve their goals; Fernanda's life is a testament to her values and priorities. Her dedication, expertise, and genuine care for her clients make Fernanda a trusted advisor in the real estate world. Her enthusiasm and commitment set her apart as a top REALTOR®.



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



CHERNOGOROV
PHOTOGRAPHY

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.



SCAN TO GET
IN TOUCH WITH US

PROFESSIONAL PHOTOGRAPHY HEADSHOTS • LIFESTYLE • BRANDING • SOCIAL MEDIA



HouseMaster® Home Inspections. Done Right.

SCAN TO EASILY
BOOK ONLINE!



Ask me how
HouseMaster
Cloud can help you
scale your business!



SHAWN DAVIS, LOCAL OFFICE OPERATOR
702.534.4144 | HouseMaster.com/Summerlin

At K.F.D. we transform houses into Model Homes!



Staging to Sell?
Styling to Stay?
Call me today!
702-882-4518



CONNECT WITH US

www.KerryFDecor.com | @KerryFDecor
KerryFDecor@gmail.com

Nick GIORGI

A HIGHER Form of Realty

In the fast-paced world of real estate, there are those who approach their profession as more than just a job; it's a calling to help people make one of the most significant decisions of their lives. Nick Giorgi, pronounced "Georgie," is one such dedicated REALTOR® who embodies this ethos, adding a personal touch to every transaction. His journey is filled with learning, compassion, and a commitment to community.

Originally hailing from Rockford, Illinois, Nick found himself in Las Vegas over 14 years ago, drawn by a serendipitous encounter. While on vacation, he struck up a conversation with a fellow native who happened to be from the same area. This chance meeting led to a job offer in restaurant hospitality and management on the famed Las Vegas Strip at the Palazzo. Nick reflects, "I wouldn't change it for the world." For him, Las Vegas is now home, and that casual conversation at a restaurant bar turned out to be his blessing in disguise.

Nick's background is as diverse as it is interesting. With 12 years of experience in the restaurant industry, which included roles in management, serving, and bartending, he honed valuable skills in customer service and interpersonal relationships. This foundation has served him well in his real estate career.

But what led Nick to transition from the restaurant world to real estate? The answer lies in a deeply personal experience. "My father passed away, and I ended up having to learn the auction process through getting his house back," Nick explains. This life-altering event also introduced him to property flipping, as he had purchased another property simultaneously, not knowing he would inherit his father's house. Nick flipped his property and transformed his father's house into a rental property.

Through this process, Nick discovered a love for learning about real estate and helping others navigate the complexities of the housing market. It was the beginning of his journey as a REALTOR®.

Nick's transition into real estate came with its share of surprises

however. He wishes more people knew that being a REALTOR® is not just about opening doors and looking at properties all day. It's about learning how to market oneself authentically while helping clients realize their goals and dreams. "It's a constant journey to be the best you can for others," Nick notes.

For Nick Giorgi, the most defining moment in his real estate career was the realization that it's not about the agent; it's about meeting and exceeding clients' expectations. "Real estate showed me who I wanted to become as an individual and a leader within our community," he shares.

He emphasizes the importance of being an advocate for his clients and consistently doing the right thing. To Nick, real estate is a journey of putting others first and helping them achieve their goals.



► REALTOR® life

Written by Kendra Woodward
Photography by Chernogorov Photography



“

Real estate showed me who I wanted to become as an individual and a leader within our community.



Nick's passion for personal connections extends beyond business transactions. He thrives on being "belly to belly, face to face" with his clients, building rapport, and developing lasting relationships. This personal touch extends to his involvement in community service and working alongside clients to give back to the community.

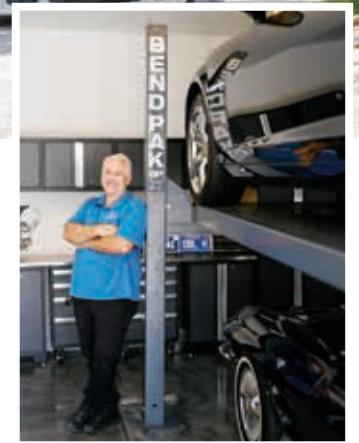
He proudly supports the LGBTQ community and serves on the board of Lambda, an organization that helps LGBTQ business owners network and grow their businesses. Nick sees himself as more than just a REALTOR® and aims to be a source of support and assistance for his clients even after the transaction is complete.

Outside of his bustling real estate career, Nick's interests are as diverse as his background. He loves traveling and has a particular passion for Hawaii, drawn to its food, culture, and sense of Ohana (family and friends). He is also a green thumb, nurturing indoor plants and rose bushes in his spare time. His morning walks around the scenic Las Vegas valley allow him to appreciate the beauty of his adopted city while discovering new areas and learning more about the local landscape. A self-proclaimed foodie, Nick enjoys exploring the culinary scene as well, with a preference for casual fine dining.

Nick has seamlessly transitioned from one world to another, embracing the opportunities for growth and service that real estate offers. His dedication to clients, community, and personal growth makes him a standout professional in the world of realty - "A HIGHER Form of Realty."








Parking Solutions for Your Clients' Dream Homes

- Smart, forward thinking solutions
- Maximize utility of available spaces
- Find parking solutions in small areas.

Call or text Scot today
C: 702.400.5993
O: 702.658.1323

Never let parking derail a sale! ResidentialParkingSolutionsofNV.com

TRANSFORMING YOUR LUXURY BUYERS
HOUSE INTO THEIR *Dream Home!*



RM
GENERAL CONTRACTING INC

702.458.2772 | RMGENERALCONTRACTING.COM

 @RMGERNERALCONTRACTINGLV

Conquer The Real Estate Market with An Experienced Lending Partner as Strong As Thor's Hammer!



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





**PORTABLE
STORAGE
SOLUTIONS
FOR REALTORS**

On The Move!



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

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

Locally Owned by
Martin Mapes & Drew Erra

