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MATT
EVANS

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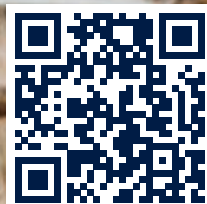
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MEET THE SALT LAKE CITY REAL PRODUCERS TEAM



Mike Maletich
Owner
412-606-9954
mike.maletich@n2co.com



Marissa McCutchan
Publisher
951-233-4899
marissa@n2co.com



Katherine Fondren
Editor



Lanie Schaber
Ad Strategist



Mitzie Maletich
*Photo Shoot &
Promo Coordinator*



Kendra Woodward
Writer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Mike.Maletich@n2co.com

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MATT EVANS

ONE DAY AT A TIME |

Written by Kendra Woodward
Photography by Purple Moss Photography

Matt Evans, co-founder of the Evans Team at Summit Realty, was born in Phoenix but raised in Cottonwood Heights, Utah, not far from Big Cottonwood Canyon. Growing up in the foothills of the Wasatch Range instilled in Matt a great love for Utah's mountains. It also meant that when he walked to school, he had to walk downslope from his home into a small valley and then head uphill again to the slight prominence where his school sat. That is, he had to walk to school uphill both ways. "It was my early struggles that truly shaped me," Matt says with mock solemnity.

After high school, Matt spent one year in Texas working for his uncle and then two years in Germany as a Mormon missionary. His uncle had a massive investment portfolio, touting properties in the thousands, so it's no surprise Matt was drawn to the industry. "I enjoyed visiting rental properties with my uncle. And it was because of that experience that I got into real estate when I moved back to Utah after my mission," Matt explains.

Serving his church overseas has served him well in the real estate industry. "There is no better preparation for a career in sales than trying to sell religion in a foreign language — a language in which you have the speaking ability of a bright three year old at best," Matt quips.

So, in 1993, Matt returned to Utah with newfound confidence, ready to take on the world of real

estate, and since then, his dedication to learning and improvement has been unmatched. "I take my career education seriously; I've paid hundreds and thousands of dollars in training, coaching, and education over the last thirty years." Helping his clients buy and sell property isn't even the tip of the iceberg for Matt. Pulling from his experiences in Texas, Matt is also steadily building his investment portfolio, building townhomes in Nephi with three partners, and is actively involved in land development. "There's a lot to love in this job," he says.

One of Matt's most unique skills is his love for negotiation and contract law, praising the Utah REPC as a work of high legal art. His thorough knowledge of this essential contract allows him to navigate even the most complex transactions with ease, stating, "My clients place their most prized asset in my care, and it's a pleasure to help them through the sometimes arduous process of prepping their home for sale, marketing it, and getting it sold."

Beyond his dedication to his clients and the pride he takes in growing his knowledge of the industry, Matt's greatest joy is working alongside the best people in this business: his brother, Dan, his sister, Amanda, Kaycee Leishman, Jake Kane, and their three transaction coordinators, Aleisha Rose, Becky Fleming, and Stephanie Snyder. The Evans Team can be defined as dedicated, upbeat, optimistic, accurate, energetic, and wickedly smart. "I love



“ My clients place their most prized asset in my care, and it's a pleasure to help them through the sometimes arduous process of prepping their home for sale, marketing it, and getting it sold.



“

I love to see our team learn and progress. They’ve successfully negotiated and processed more transactions than most agents will do in a career.



to see our team learn and progress. They’ve successfully negotiated and processed more transactions than most agents will do in a career.

“I’m very passionate about training my team members, helping them reach their potential. We’ve built a great team, and we offer stellar service to our clients,” Matt says. “I love to see them learn and grow. And I love that I’ve learned something new in this business every single day I’ve worked in it - over 6,820 days so far! I haven’t been bored even once in over 31 years.” Matt admits this mindset and passion was widely shaped by the founder and broker of Summit Realty, Jean Tanner. “I would not be who I am today without her outsized, legendary example as a successful businesswoman and entrepreneur, as well as mentor and friend.”

For Matt, gleaned the successes and failures of those around you is the best way to succeed in real estate. He hopes to be that same motivator, coach, and mentor to others and advises them not to make the same mistakes he has. “I wish that I’d learned my sales scripts from the get-go. I waited way too long to get my scripts memorized and internalized.” These days, he practices his scripts with his team daily, proving that it’s never too late to improve your craft.

As passionate as Matt is about teaching young agents, he prides himself just as much on his dedication to his family. Despite often being referred to as an obsessed workaholic, Matt is equally as obsessed with his wife of 21 years, Brooklyn, and their four children. A fitness enthusiast in his free time, Matt enjoys skiing with his

oldest two children, weight-lifting, bouldering (rock climbing), and running, but he’s also in the process of writing a book about a wrongful conviction stemming from a 2007 murder in Sandy, Utah.

Having toured well over 10,000 homes throughout his career, Matt Evans is clearly obsessed with real estate - the smell of new construction, the art of negotiation, getting his clients top dollar, the daily challenges and mentoring new agents coming into the industry...he loves it all. “A freshly sheet-rocked basement smells better to me than a bouquet of flowers,” he laughs. Real estate is all about making a positive impact on those around him, a philosophy that has guided him throughout his career and will undoubtedly continue to do so for years to come.



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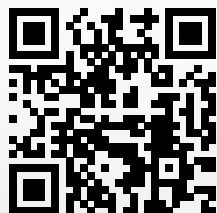
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Written by Kendra Woodward
Photography by Lexi Rae Photography



Overall¹¹air¹¹

A NEW LEASE ON LIFE

Pam and George Taylor, the dynamic duo behind Overall Air, have built a thriving business with a unique and compassionate approach to mold and odor remediation. Having each transitioned from corporate careers, the business was originally centered around natural mosquito removal and repellents, but has since evolved into mold remediation and has made a lasting impact on the Salt Lake area real estate industry.

George was born in San Diego and spent the first 50 years of his life there. With over three decades worth of banking experience, George never fathomed or anticipated ever leaving his corporate career, but life had other plans. After losing his spouse to cancer, George found himself at a crossroads.

When he met Pam, whose spouse had also passed away from cancer, the two bonded over shared experiences and a desire to do something more fulfilling with their lives. “We were both kind of fed up with the corporate world,” Pam shares. When Pam invited George to move to Utah with her, that’s when the seeds of Overall Air were planted. “It was quite the change from the corporate world I was used to,” George says, adding how he had never worked with a spouse before and he was excited for the new adventure.

Pam, originally from Denver, spent many years selling real estate in Florida after moving there with her then-husband, Warren, at age 36. But after battling two bouts of cancer, the couple moved to Utah. Together, they took over a local district in Utah while working with Farmers Insurance Group, and even after his passing, Pam stayed on to work with the team for another 12 years.

Pam’s background as a licensed real estate agent gave her deep insight into the challenges homeowners and real estate professionals face on a daily basis, especially when it comes to issues like mold and odors that can derail property deals. So, in 2014, George and Pam decided to combine their skills and start a business together, something more hands-on. However, after realizing the

high-maintenance nature of the natural mosquito treatments, requiring constant reapplication, they shifted their focus to mold remediation, a field where they discovered both passion and purpose. “We brought this concept to Utah! When we brought it, there was nothing like it here at all,” Pam proudly shares.

Today, after a decade in business, Overall Air has become the leading provider of mold and odor remediation services across Utah, Wyoming, Colorado, and Florida. And while they don’t have offices in each of those states, they recently opened a branch in Florida just two years ago.

What sets them apart is their green, innovative approach to mold and odor remediation,

their proprietary products, and their license in mold remediation. “We’re one of the few licensed in Utah,” Pam shares. Their products are proprietary, using a unique blend of citrus and enzyme-based solutions that don’t just kill mold — they actually change its molecular structure, making it inert, so it can never return! “We eradicate mold, we don’t kill mold,” George explains. “That’s the difference with our company.”

“We work with a lot of clients that are very sick from mold,” Pam prides. “Nothing we use leaves any kind of VOC [volatile organic compounds] or hazardous substances behind, which could make people sick. We fog at 10 microns; most companies fog at 20-40. The smaller the microns, the greater the penetration.” Pam and George work closely with health practitioners to help their clients get better, especially those who are already experiencing severe reactions to mold exposure.

For Pam and George, the most fulfilling part of their work is simply the people they help. They take pride in helping their clients become happier, healthier human beings while also educating them on how to keep their home safe long after Overall Air has completed the job. This service-first mindset is what fuels their business and allows them to make a real difference in their community.

“I love my work. I’ll retire the day I die,” Pam quips. “I am passionate about working with individuals and assisting them in achieving their family’s goals.”

While Pam and George spend a lot of time together at work, their greatest passion and pride is their blended family. Pam has two sons, Matthew and Nathan, while George has two daughters, Rebecca and Kristen, and together, they have six grandchildren ranging from ages 8 to 20. With family and faith as the foundation for their purpose in life, the couple enjoys hosting family gatherings and reunions, as well as spending time with their two 10-year-old wire fox terriers, Asta and Bonnie.

Owning their own business allows Pam and George to instill their values and care for others unto their children and grandchildren. It also provides them the opportunity to be charitable in meaningful ways by supporting organizations such as Compassion International, Focus on the Family, and Insight for Living. They also founded KhaosArt.com, a platform to promote disabled artists who cannot bring their work to market due to their disabilities. Pam and George provide supplies and support to help these artists, and sell their work via the website all while taking no commission in the process.

George and Pam have built Overall Air on a foundation of service, compassion, and innovation — taking a niche market and turning it into a successful, multi-state business while maintaining a strong commitment to their faith and family. As they continue to grow and expand, their focus remains on helping people live healthier lives and supporting the communities they serve.



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» REALTOR® life

Written by Kendra Woodward
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JOEY SUTORIUS

From Rooftops to Real Estate

Since becoming licensed in 2010, Joey Sutorius has built a remarkable career in real estate, grounded in hard work, service, and community. As a co-owner of The Agency Salt Lake City, Joey brings his philosophy of “High Tide Raises All Boats” to life. “It represents that we do everything as a team and as a unit,” he says, capturing the collaborative culture he has fostered at The Agency.

Originally from a small farm in Central Utah, in what he jokingly refers to as “the middle of nowhere,” Joey’s parents had moved from Los Angeles to Utah to attend BYU — his father played football and his mother played field hockey. Though his parents didn’t run the farm they lived on the edge of, Joey grew up immersed in the rural lifestyle and gained a vast understanding of the hard work that went into it.

“My dad was a school teacher, but he was also a brick mason, and every summer, we would spend time together on brick jobs or building houses,” Joey recalls. “So, I kind of just started working on and around houses at an early age.” After high school, he followed in his father’s footsteps, working construction jobs as an electrician and in masonry at his brother’s company. However, his career — and life — would soon take a dramatic turn.

At age 19, Joey joined the Army Reserve, and by age 25, he wed his wife, Holly. Just six months later, he was deployed to southern Iraq, where he served for a year. When he returned in 2007, the housing market was collapsing, and like many others in the industry, Joey was struggling. “We were upside down on our house, my hours were cut, and we were barely making ends meet,” he remembers. They were struggling to say the least, and to top it off, they fell into a mortgage fraud scam as well.

Then things got even worse in 2010 when a scaffolding accident left Joey with a shattered wrist after falling three-and-a-half stories from a chimney and was unable to continue his work as a brick mason. As fate would have it, though, Joey had just begun taking online real estate courses a few weeks before the accident as an extra way to help the family. Unable to work, he completed his coursework while his wrist healed and started with Coldwell Banker immediately after obtaining his license.

“I’ve been on scaffolding my entire life, and for this to happen just two weeks after I started doing online schooling was just really serendipitous,” Joey says with a laugh. “I make the joke now that if I would’ve known how well real estate was going to go, I would’ve thrown myself off of a chimney a lot sooner.”

“

THE IMPACT WE
CAN HAVE ON
OUR TRIBE, OUR
COMMUNITY AND
ON THE ECONOMY
IS INCREDIBLE.





It didn't take long for Joey to make his mark in real estate, however. "Everything was on the line, and that's how I approached my work," he admits. "I've never worked so hard and passionate about something...ever. I did everything you were supposed to do, because it had to work out." And his dedication paid off! Just one year later, he won Rookie of the Year, followed by the prestigious President's Award. "It was a wonderful choice."

Then in 2019, Joey partnered with Molly Jones to form the Mojo Team, which quickly became the largest team at Coldwell Banker. They expanded into multiple offices and ultimately achieved the #1 Large Team at the brokerage. By 2023, Joey and Molly's success caught the attention of The Agency franchise, and after months of preparation, they opened The Agency Salt Lake City in October that same year. "It's been an absolute roller-coaster ride ever since."

Throughout his journey, Joey has drawn inspiration from the people around him. His growing work ethic was further enhanced after witnessing the challenges his friend and fellow Army veteran faced after surviving a major car accident with strength and determination. Joey's first broker and amazing agents in his office were also integral to his success in the industry, guiding him through his initial challenges of learning the technology side of the business.

However, for Joey, real estate is about more than his own journey — it's about helping others achieve their dreams and create generational wealth. Joey and Holly's hobbies have even become centered around the industry — as they buy, do live-in renovations, and then sell the home for profit. The practice has helped them provide for their family while fulfilling their shared passion for design and construction. "That's our love language for sure — just doing projects together," Joey says with a smile.

His passion for the industry is now being fulfilled through his coaching and mentorship with other agents, helping them navigate the complexities of the industry. "Now I'm helping agents with that same drive and work ethic, who want to grow their business but don't know where to begin," he explains.

Joey also understands the broader impact that his efforts have on the community, explaining, "The impact we can have on our tribe, our community and on the economy is incredible." Whether it's helping create small investment portfolios, helping businesses with their bottom line, or referring business to local contractors or businesses, Joey is dedicated



to building a thriving community around him. "My passion is showing how to create that community and then be constantly giving to that community. Having that mindset and seeing what comes back to you in real estate deals is just unbelievable."

At home, Joey and Holly enjoy renovating their home and spending time with their two daughters, Lily and Isabel. Joey also loves running and golfing, activities that allow him to unwind and stay active, but have also allowed him to support charitable organizations as he organizes and underwrites an annual charity golf tournament to benefit The First Tee and The Tony Finau Foundation, both of which teach kids life lessons through golf. Additionally, he supports Girls on the Run, an organization that empowers young girls and teaches them confidence with running being the core of the curriculum.... through running and coaching, helping them build confidence and leadership skills.

As Joey continues to grow The Agency Salt Lake City, his focus remains on community, service, and helping others succeed. Whether he's mentoring agents, being a facilitator in people achieving their real estate goals, supporting local businesses, or giving back through charitable efforts, Joey's dedication to lifting others up shines through in everything he does. "What goes around comes around," Joey exclaims, a philosophy that has brought him success not just in business, but in life.



JACE GILLIES

WE GROW
PEOPLE



Written by Kendra Woodward | Photography by Tiffany Burke Photography

After returning from a church mission at the age of 20, Jace Gillies had aspirations of leaving his warehouse job to become a firefighter. However, a chance conversation with family friends pointed him in a different direction: real estate. Taking the advice from his sphere of influence, Jace immediately dove into taking his real estate classes, obtained his license within a year, and quit working his warehouse job and started building his new career.

Despite attempting things on his own initially, Jace quickly decided he needed a little extra support and help in getting a handle on the ins and outs of real estate. While he learned a lot in school, not everything translated to real life. And after making the decision to join a team, with the support of seven more agents, Jace had swiftly gotten the hang of things...closing 29 deals that following year.

Jace's leadership skills quickly became apparent and he was soon promoted to Director of Sales, where he mentored 50 agents, all while maintaining a production of just under 50 home sales a year. Then, in 2023, Jace took another major step forward, becoming the owner of Utah Life Real Estate Group's Salt Lake City office. Their first year under his direction saw the team closing 230 deals, amounting to \$113M in volume, which has grown dramatically in total with his team closing 735 deals equaling \$350M in production since.

Like many real estate professionals getting their footing in the industry, Jace faced his fair share of challenges. One of the biggest hurdles came in the early days of his career when the COVID-19 pandemic hit. But rather than slowing down, Jace adapted and had some of his best years shortly after the pandemic began. His resilience during this time speaks to

his determination and ability to find opportunities even in difficult situations. As Jace puts it, "real estate is a numbers game; it's actually simple. At least the blueprint to succeed is."

Now a co-owner of Utah Life Real Estate Group, Jace has built an impressive career in just a few short years. Embracing a philosophy of growth, he has built a culture where agents seek his tutelage and the team-based ideologies so much so that the office now boasts 40 agents, with the team in its entirety boasting 90 agents! Their motto, "We Grow People," is at the foundation of everything they do, from mentoring fellow agents to building a supportive team culture.

While Jace still enjoys helping his clients buy and sell homes, his true passion lies in mentoring and growing his team. "Having the right leaders and coaches in my early years inspired me to be the same for others," he explains, crediting his success to reaching out to the right people and implementing the lessons they taught him. Those mentors include Jace's father, who instilled in him the importance of never giving up and working hard no matter the circumstances; Spring Benson, who taught Jace how to sell, manage money, and maintain the right mindset; and Justin Nelson, a life and performance coach who played a significant role in shaping Jace's winning mentality and motivation to constantly strive for excellence.

With a focus on passing down those same lessons that he has gleaned over the years to his agents, Jace advises novice agents to, "Do the opposite of what people who aren't making money are doing." He believes that success in real estate is a numbers game, and that consistency and hard work are the keys to thriving in the industry. "Just because you have your real estate



license doesn't mean everyone is going to call you and use you."

While Jace remains deeply committed to his agents and his office, his family always comes first. He and his wife, Jacquee, have four children — Tahani, Kepafingo, Kamalei, and Thorbjörn. Saturdays and Sundays are dedicated family time which is often spent going to Lagoon, taking walks, and playing sports. In between regular week-day tennis practice with his eldest daughter, the family has dance, soccer, and preschool to keep them busy. Their newest family hobby is pickleball, which has become a bit of an addiction for them.

Looking towards the future, Jace has big plans to make a national impact utilizing the lessons he has learned to help other real estate professionals grow and succeed. Whether it's mentoring agents, supporting his community, or building generational wealth for his clients, Jace's passion for growth and service leave no doubt that his influence will extend far beyond Salt Lake City in the coming years.

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