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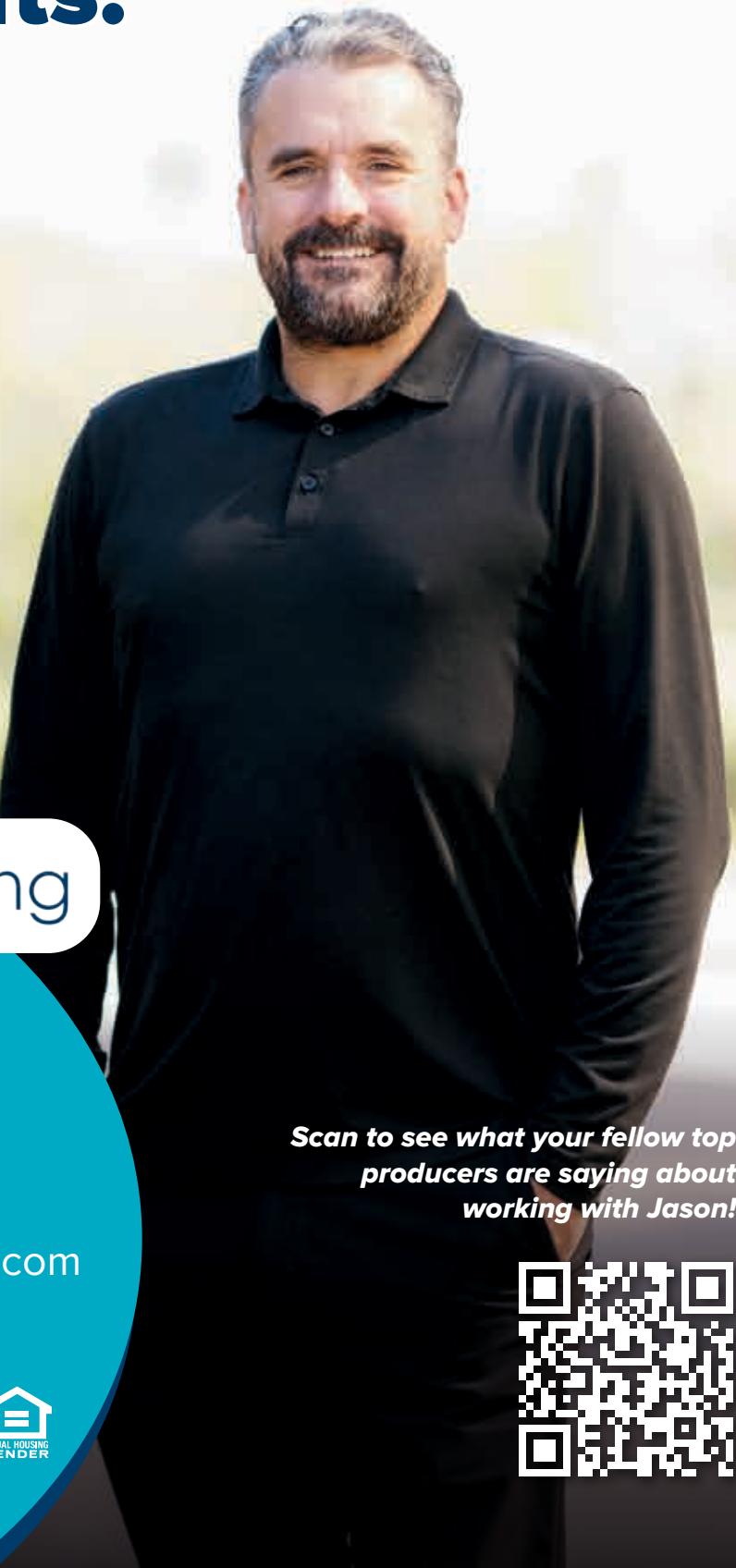
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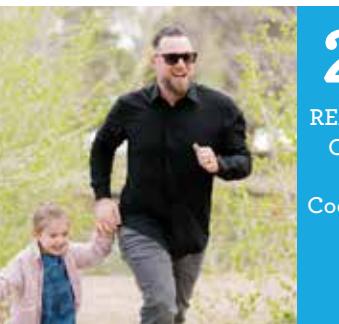
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# 2023

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

**19,254**  
  
TOTAL TRANSACTIONS

**10,112**  
 LISTING SOLD

**\$10,570,884,422**  
 SALES VOLUME

**\$21.15 MILLION**  
AVERAGE SALES VOLUME PER AGENT

  
**37**  
AVERAGE TRANSACTIONS PER AGENT

  
**20.23**  
LISTINGS PER AGENT

  
**\$5,879,541,340**  
TOTAL LISTING VOLUME SOLD

**\$9.39 MILLION**  
 BUYERS PER AGENT

**\$11.75 MILLION**  
AVERAGE LISTING PER AGENT

  
**8,143**  
BUYERS SERVED

  
**\$4,691,343,082**  
BUYERS VOLUME

**16.29**  
 BUYERS PER AGENT

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A MANIFESTATION  
MINDSET

Written by Kendra Woodward

Photography by Spaces  
and Portraits

Photographed at the Vegas  
Auto Gallery



Armed with a relentless work ethic and unyielding determination, Josh Galindo is redefining the real estate landscape. A constant reminder to his motivation in life are the tattoos on each wrist - "Be Legendary" and "Be Grateful" - and his 'rules to live by' - Have fun, Make money, and Do it the right way!

With a career spanning over two decades, Josh has not only built a thriving brokerage, but also cultivated a culture of growth, empowerment, and camaraderie within it. "Our brokerage is very heavily focused on culture, because I believe that culture and mindset are the differentiator," he asserts, reflecting on the ethos that underpins Galindo Group Real Estate.

Understanding the demands this industry requires in order to be successful, Josh has tailored his brokerage to empower agents to implement the right mindset and be proud of their successes. "We've built a tribe here," he proudly states. For Josh, success is more than transactions and profits, it's about fostering a mindset of excellence and resilience. Through initiatives like Tuesday Talks and Thursday Trainings, he provides his team with the tangible tools and support needed to thrive in a competitive industry.

Tuesday Talks give agents the opportunity to become comfortable with their successes, be proud of their hard work, and learn from one another in a safe space. "If you're not comfortable with success, you can't breed success." With about 35-45 agents in attendance, Tuesday Talks allow agents to share their struggles and give feedback on their own experiences...providing a safe space for evolution. The idea behind the meeting is to tap into everyone's natural desire to win, which instills a different sort of mental metric of success - one not based on numbers and gauges.

Thursday Trainings are geared more towards how to become a better person and agent, how to gain success, and how to understand the mechanical side of the industry. In essence; how to outmarket, outbrand, and out-communicate the competition. "You have to ask people to teach you, and you have to be brave enough to admit you don't know what you're doing and want to be better," Josh explains. "Society grows from helping one another and showing their skills to others."

But where did Josh's motivated mindset come from? A third generation Las Vegas native, Josh is an open book about the numerous adversities he faced from a young age, overcoming obstacles and setbacks with grit and sheer determination. From troubled teen to navigating a near-fatal accident, Josh's resilience and tenacity have shaped his worldview and fueled his drive towards success. An advocate for choosing one's own path, Josh wants people to understand that being successful doesn't always stem from good grades and fancy degrees, it's your mindset that ultimately determines your outcome.

In saying that, Josh admits he did a lot of stupid stuff as a teenager. "I had humongous blocks of time to be an idiot," he jokes. Not only did he quite literally shoot his eye out with the gunpowder charged explosive intended for a nail gun, he also got sent to "bad kids school" - a treatment and recovery center for out-of-control youth to learn how to harness their mind and direct their energy towards being a functioning member of society.

Every step of the way, Josh's ability to navigate obstacles ultimately cultivated his outlook on life, which played a major role in him keeping his eye after that nearly fatal accident in middle school. His journey after surgery marked one of his most pivotal moments in life: with every nurse and doctor preparing Josh to lose his eye, even going so far as to start the process of ordering him a prosthetic eyeball, Josh held on to the small sliver of hope he found when he heard of another kid in a similar situation who was keeping his eye. From there, manifestation became the key to helping his 11 year old body heal his eye, and became his new persona.

Having been out of school for seven months recovering, Josh naturally

got held back and started getting into more trouble, admitting he was the definition of a "troubled teen". So his mom sent him to "the program" in Mexico, which he describes as a lock down facility, rehab, and boarding school all in one. The 16 months he spent there taught him how to rewire his brain, admitting by the time he was finished he was a wildly advanced human being...relating his mental capacity to that of a 40 year old.

These new skills - the ability to communicate, articulate thought, and work with people - were far more important than a GED, so he dropped out. In its place Josh picked up several jobs, mainly at an Italian restaurant called Nora's and at the Mirage working in the pool and valet. During this time, he was renting a one bedroom apartment with four Italian guys to save money and was determined to buy a house, which he did.

When the Mirage offered Josh a promotion, his mom advised against it and asked a fellow real estate investor, Joe Kennedy, if his brokerage would hire Josh instead. Josh, admitting he was a typical cocky 18 year old, says he wasn't interested until he heard Joe say the gentleman he hired one year prior had generated \$1M, an amount Josh never fathomed could be made in a single year. He immediately got his real estate license and quit his job at the Mirage...he never even picked up his last check.

Never lacking in support and resources growing up, Josh feels blessed to have been surrounded by people that inspire and support him, like his mentors Joe Kennedy and Renaldo Tiberti, and his mom who taught him that even a coffee girl could become Vice President of Chicago Title. Now, Josh tries to do the same for his team, explaining, "It's one thing to have resources, it's another thing to tap into them."



Now with Galindo Group Real Estate, Galindo Media, and GGRE Team Investments (his house flipping business), Josh has created more than just a brokerage; he's built a movement. From the state-of-the-art office space to innovative marketing & branding strategies, every aspect of his business reflects his commitment to being different, being better, and being legendary.

Admitting he's more akin to an investor and business operator at this point, having flipped over 1200 homes (bought, renovated, and sold), Josh is focused on changing the brokerage mentality and stigma - the 10,000 sq.ft. office blasting rap music with a conference table that was built to double as a ping pong table, state of the art podcast room, meeting space that can hold 112 people, media room, and state-of-the-art gym are all shining examples of just that. "We're the new era of real estate."

Beyond his professional endeavors, Josh and his wife, Krystal, are deeply passionate about giving back through their non-profit, Galindo Gives, born from Krystal's breast cancer journey. After witnessing their insurance cover almost a million dollars throughout her treatment, they were shocked when they discovered cold capping was the only treatment insurance wouldn't cover - the one treatment that would help preserve Krystal's hair during her fight...the one thing she had left that made her feel human. Galindo Gives specifically targets helping men and women afford the treatment, in turn giving them the ability to look

in the mirror and see health...in turn, manifesting health.

At the core of Josh's success is his unwavering dedication to his family. From his wife who continues to be his rock and his inspiration, to their four children who fill his life with joy and purpose, family remains the driving force behind everything he does. Having been in the background running every aspect of the business when Josh first opened his brokerage, Krystal has since settled into a role of supervising their 85 rental properties and AirBNBs. Even through 25 rounds of radiation and 16 rounds of chemo, she still came in everyday before and after treatments, attending their kids' practices, and even getting dressed up for date nights... "She's an absolute rockstar and an integral component of every bit of my success," Josh prides.

In his free time, Josh enjoys working out, playing pickleball, riding his electric scooter, frequenting Brian Head, and enjoying his car collection. But once the weekend hits, he puts on his dad hat and spends his time bouncing from one soccer field to the next - navigating up to 16 games a weekend, eating meals, and moving from sun to shade, has become routine.

As he looks to the future, Josh's vision is clear: to leave a legacy of excellence, integrity, and compassion. Whether it's through his business ventures, philanthropic endeavors, or his role as a husband and father, he strives to be remembered for the value he's added and the lives he's touched.



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Written by Kendra Woodward  
Photography by Spaces and Portraits  
Photographed at Park West Galleries, Caesars Palace



# PARK WEST GALLERIES

bringing art to the masses

In the midst of the vibrant ambiance and grandeur of the Las Vegas strip, nestled within Caesars Palace, lies Park West Gallery - a sanctuary catering to both seasoned art aficionados and newcomers to the world of art. Under the visionary stewardship of John Block, Executive Vice President, Park West Gallery has undergone a transformative journey since 2004, transitioning from its origins in high seas cruise ship auctions to hosting VIP Collecting Events and establishing three brick-and-mortar locations. Block's leadership has been characterized by a fervent dedication to making access to art for everyone.

With a wealth of experience spanning over two decades in fine art sales, framing, printing, and the cruise line industry, John Block has dedicated his career to fostering a deep appreciation for art. Apart from overseeing the company's sales and operations, Block has played a pivotal role in shaping its strategic direction and has been instrumental in training numerous auctioneers and staff members throughout his tenure with Park West Gallery.

Driven by a profound passion for art, Block's entry into the art industry was spurred by his initial engagement with Park West Gallery's cruise ship operations, where he ascended through various managerial positions. The onset of the pandemic prompted a new chapter for Park West Gallery, marked by expansion rather than contraction. The inauguration of two new locations within Caesars Palace on New Year's Eve in 2020 marked a resounding success, with these venues surpassing the combined art sales of several cruise ships.

"It's a truly gratifying profession," remarks Block. "Through our cruise ships, online auctions, and galleries, we have the privilege of introducing art to a diverse array of collectors who may not have encountered it otherwise."

Park West Gallery, founded in 1969, operates on the foundational belief that art should be accessible to everyone. Through its auctions on over 100 cruise ships around the world, land-based galleries, and online auctions, the gallery endeavors to engage new audiences and cultivate a love for art.

Central to Park West Gallery's mission is its commitment to art education, exemplified through enrichment seminars that precede collectors' acquisitions. These seminars feature a diverse array of artists, both local and international, providing insights into their works and fostering connections between collectors and the artists.

In a pioneering initiative tailored to the needs of real estate agents, Park West Gallery offers a program designed to enhance property staging and client engagement through fine art acquisitions. By integrating art into open houses and showings, agents not only create ambiance, but also facilitate meaningful interactions with potential buyers, thereby augmenting their professional endeavors.

Beyond its dedication to art appreciation, Park West Gallery extends its impact through philanthropic endeavors via the Park West Foundation. Through initiatives supporting youth education, community development, and charitable organizations such as the Make-A-Wish Foundation and St. Jude Children's Hospital, the foundation channels the transformative power of art to uplift underserved communities.

In a world often characterized by exclusivity, Park West Gallery and John Block emerge as champions of inclusivity and enlightenment. By curating diverse art collections, offering educational programs, and supporting youth art initiatives, Park West Gallery endeavors to nurture the creative spirit and make art accessible to all.



“  
IT'S A TRULY GRATIFYING PROFESSION.

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# Cody Corio

*Building The Life He Dreamed*

Cody Corio's path led him on a remarkable journey through the United States Air Force, entrepreneurship, family business, and ultimately, the dynamic world of real estate. For Cody, his colorful journey has been a culmination of knowledge that he now uses to secure the best deals for his buyers and sellers, and ultimately carve out the dream life he wants for his family.

► REALTOR® on the rise

Written by Kendra Woodward  
Photography by Spaces and Portraits

After completing his service in the Air Force, Cody embarked on a quest for knowledge, earning both a Bachelor's degree in Business Marketing and a Master's degree in Business Administration (graduating Summa Cum laude). Armed with a thirst for adventure and a relentless drive for success, he then ventured into the realm of entrepreneurship, opening his own retail furniture store in Palm Desert, California, inspired by his parents' legacy of

craftsmanship and dedication to their craft. There Cody found himself immersed in the world of furnishings and decor, gaining invaluable insights and expertise along the way.

From a young age, Cody watched his parents open and grow a furniture factory, aptly named after him and his siblings - J.C. Cody Fine Furniture Inc. "Through this and them, I gained vast knowledge of furnishings and decor, the manufacturing process,

hands on experience with building the highest end furniture, as well as everything else that comes with it," he explains. "Growing up with parents, who are so good at what they did and dedicated to their career/success, made a lasting impact. I got to see first hand the stress and struggles that came with entrepreneurship from a very early age, but I also got to see and experience the joy and excitement that came from big deals and growth."



“

The great things they have to say about how I made their process so enjoyable, versus what they expected, is truly something pretty special.

”

Not only did Cody gain a lifetime of experience and knowledge witnessing his parents' success first-hand, it meant he didn't have to struggle through the learning process of juggling the work/life balance...because his parents had that figured out too! They were able to give all three of their kids an amazing childhood, and Cody admits he's not only grateful for it, but it's a trait he works everyday to showcase to his little one as well.

However, Cody was living in Vegas at the time and his commute to work everyday was quite literally driving him insane. So in 2020, he took the leap into real estate. Armed with his business

acumen, salesmanship, and unwavering work ethic, Cody was determined to carve his own path in the competitive landscape. To accomplish this he hit the phones hard, making thousands of calls until he had deals on board. In response, he had six transactions under contract within his first six weeks! He admits his past experiences got him comfortable with failure, rejection, selling/closing, and most importantly... communication. "Which is key in any industry. But especially sales."

With each transaction, Cody brings his unique prowess to the table, ensuring that

every client receives the red-carpet treatment they deserve. The sense of gratitude and appreciation he gets from closing a deal or gaining a new client-turned-friend makes it all worth it. "The great things they have to say about how I made their process so enjoyable, versus what they expected, is truly something pretty special."

Expanding on his already solid footing in the industry, Cody draws inspiration from Kobe Bryant's legendary Mamba Mentality, approaching his work with a relentless pursuit of excellence, continuously striving to be the best version of himself. His aspirations for constant growth and



“

I love where I am at, but I am business-minded, so as nice as it is to be a worker bee, I much prefer owning my own business.

”



evolution are also evident in his dream to create his own team or brokerage in the future. "I love where I am at, but I am business-minded, so as nice as it is to be a worker bee, I much prefer owning my own business."

With a passion for helping others and empowering fellow agents, Cody advises having the right mindset and putting in the work from the beginning...then you can begin to hone and strategize later. Coming from someone who does about 30 deals a year, 90% of which come from simply picking up the phone and calling people, Cody can attest to the success it can garner. "Pick up the phone and get comfortable with it. The more you dial the more you make." He also advises to find balance as well, because while he could certainly handle more clients, he chooses not to, opting to carve out time for his family.

Speaking of family, Cody admits most of his free time is spent with his wife, Kara, and his daughter, Brooklynn. They enjoy playing outdoors, embarking on adventures that span Mt. Charleston, Red Rock, and Lake Mead.

He is focused on paving the way for Brooklynn and teaching her everything his parents have taught him. As much as Cody can't sit still, neither can Kara, and he commends her for everything she has given up to be a stay-at-home mom.

With five flight hours left until he completes his flight school and the slew of bikes in the garage ranging from dirt bikes to motorcycles, Cody has his fair share of hobbies. His dad also passed down a love of guns (being an award winning skeet shooter) and Cody has carried that into pistol shooting competitions that further honed his ability to manage and control high intensity situations.

Seemingly every aspect of Cody's life ties back into real estate, further exemplifying his proclivity for balance. For Cody, real estate isn't just a career - it's a calling, a chance to guide clients through the exhilarating journey of buying or selling their home.



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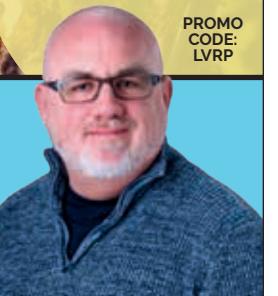


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