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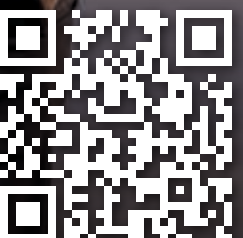
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19,254
TOTAL TRANSACTIONS

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

8,143
BUYERS
SERVED

\$11.75
MILLION
AVERAGE LISTING
PER AGENT

\$4,691,343,082
BUYERS VOLUME

16.29
BUYERS
PER
AGENT



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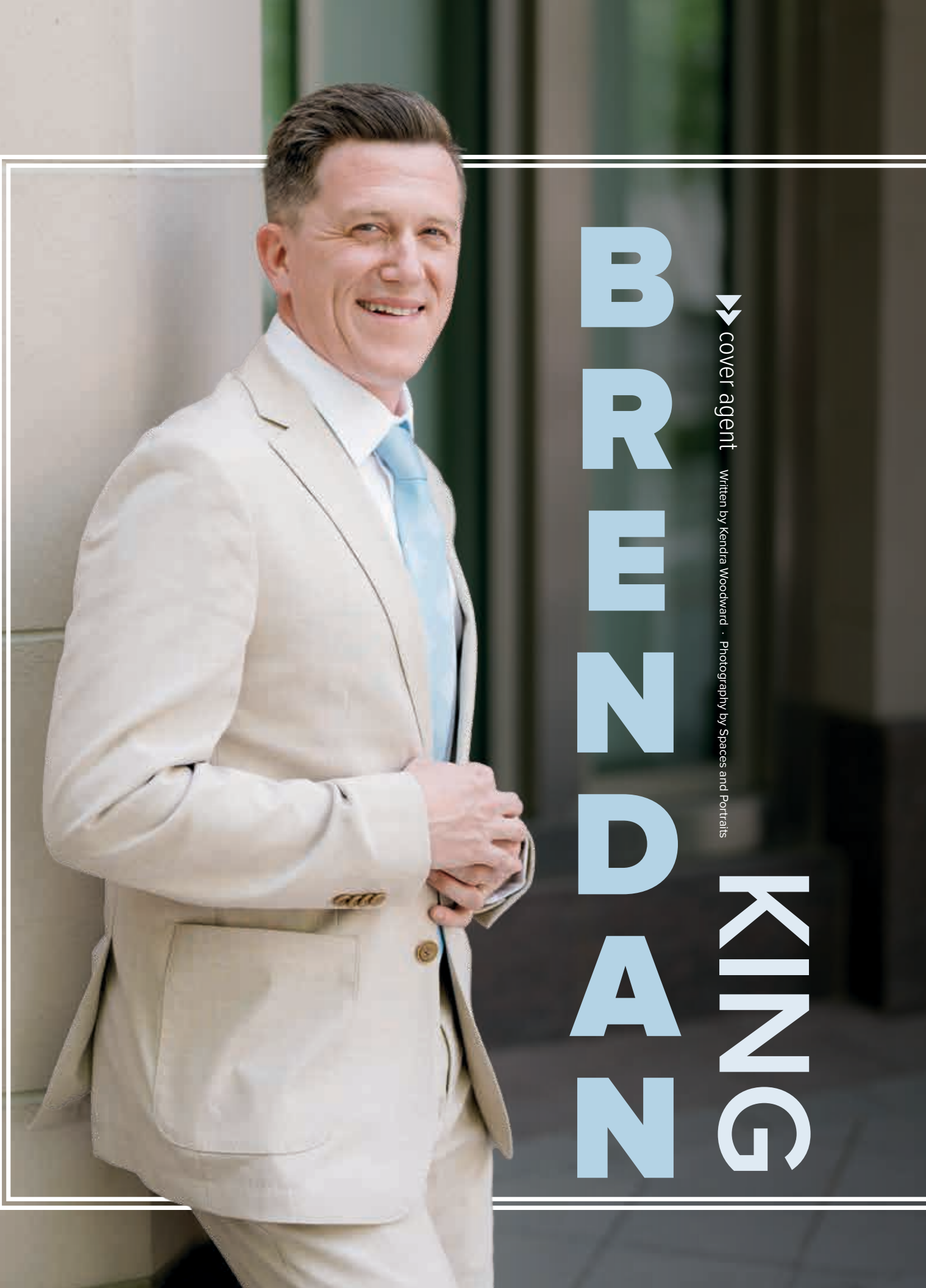
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BRENDAN KING

cover agent
Written by Kendra Woodward · Photography by Spaces and Portraits

IT'S ALL ABOUT EFFORT

From stages to sold signs, Brendan King puts his mind wholly into everything he does. With a steadfast determination, whether it be in his various entertainment/theater roles or with his real estate clientele, Brendan is a proponent of, “If you’re not uncomfortable, you’re probably not growing.” This ideology perfectly describes his willingness to tackle new challenges head-on and his ability to turn any experience into a learning lesson.

Growing up in a family immersed in the world of dance and performance, with his mom owning a dance studio, Brendan’s early years were surrounded by the thrill of the spotlight and the hustle and bustle of the entertainment industry. Upon graduating high school, he had to decide between continuing in that field or accepting a full scholarship to Rutgers to run track and field.

Despite choosing the latter and excelling in his sports and studies, Brendan was becoming overwhelmed trying to juggle everything with the growing requests he was receiving for various shows and tours. So he made the difficult decision to leave school behind after three semesters, to pursue a career in the entertainment industry. Choosing to do so meant Brendan was able to experience performing with musicians like NSync, LL Cool J and Jessica Simpson, in several shows on Broadway, Cirque du Soleil, and even working closely with Robert Zemeckis and Tom Hanks in the creation of the movie “The Polar Express”.

Yet, as Brendan and his wife, Amy, began to grow their family, his priorities shifted and Brendan found himself yearning for a change of pace - something that would allow him to continue providing for his family while still allowing him the ability to take on new projects and gigs. Having recently visited a friend in Vegas, Brendan was reminded of why he wanted to escape the daily grind of the Jersey to New York commute, prompting him to share the idea of relocating with Amy. And shortly after their first daughter turned one year old in 2009, they made the move.

A few years after settling in Vegas, Brendan obtained his real estate license. Initially starting slow by assisting friends part-time, he quickly grew a passion for the industry and was ready to grow. Five years later,

fueled by a passion for helping others and a keen eye for opportunity, Brendan started The Brendan King Group at Real Broker LLC when one of the managers he had worked with at Cirque du Soleil prompted the idea of becoming an agent and Brendan mentioned his dream to start a team.

Some years later, after assisting the casino magnate, Steve Wynn, who was looking to buy a new property, Brendan’s team was launched into the spotlight for selling the most expensive home in Vegas at the time. Since then, they have become known for their patience, client-understanding, and their focus on nurturing each member’s individual strengths.

Knowing that his clients are happy with their home and his team’s service is what makes everything worthwhile for The Brendan King Group. “I think the big thing for us is that we focus on our client’s needs far beyond getting the closing done,” Brendan explains. “I sense that my clients appreciate that.” Being aware, present, and taking the time to listen and understand their clients’ lifestyle and needs before ever stepping foot into a house is how they maintain consistent results. “The most fulfilling part isn’t about the win, it’s about the effort,” Brendan prides. “In the end we want a good result.”

At home, Brendan and Amy have passed on their passion and knowledge of the performing arts to their kids, Avery and Ella. With so much history in the entertainment industry, including Amy and Brendan’s sister having both performed on Broadway and as Rockettes in the Christmas Spectacular at Radio City Music Hall, it’s no surprise that being surrounded by that performance-mindset definitely rubbed off on their daughters who are currently focused on maintaining their straight A’s in school and enjoy numerous extracurricular activities.



Brendan is also still active in sports in free time. He enjoys being outdoors with his family, hiking, skiing, snowboarding, playing tennis with Amy, and more recently he picked up pickleball, joking that he's new to the sport so he's only attempting to be decent at this point. The family also enjoys going out for shows, live music,

and exploring local cuisine, as well as staying in and playing with their dog, Sushi, a goldendoodle that they joke was a covid purchase.

For Brendan, success isn't about closing deals - it's about building relationships, exceeding expectations, and making a difference in the lives of his

clients. With a focus on tracking metrics, treating real estate like a business, and pushing himself to consistently grow and evolve, Brendan sets the bar high for himself and his team, ensuring that every client receives nothing but the best. As he puts it, "You have to do something that challenges you and pushes you if you want to get better."





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Written by Kendra Woodward
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Empowering Communities with PRIDE

Founded by Andrew Dort, Pride Lending isn't your average mortgage brokerage - it's a beacon of support for the LGBTQ+ communities. With his unwavering commitment to empowering the community through their services and their volunteer work, Andrew and the team at Pride Lending strive to give people back their power and peace of mind.

Born in Arkansas and raised in Kansas, Andrew's journey to entrepreneurship was marked by self-discovery as a gay man and a commitment to authenticity beginning when he moved to Colorado. After embracing their true identity, Andrew found his calling in the world of mortgage lending, a transition that was fueled by a desire to be of service to his community and to create opportunities for those who are often overlooked.

Initially starting out in an entry level job at a mortgage company in Colorado, it was thanks to two loan processors

who took Andrew under their wing and helped him learn the intricate details of the loan process. "Kacey Lacerte and Shannon Borchers were incredible, and to this day I still consider them to be some of the most knowledgeable people I've ever met in this industry," Andrew recalls. "They were incredibly kind and generous helping me get started, making sure I was trained up from the beginning in the guidelines and not just a paper pusher. That has been invaluable." It was thanks to them that Andrew was able to climb his way up through processing, into originating, and eventually managing a branch.

“

There are a lot of loan officers out there that can sell, but fewer of them know how to make connections.

”



After relocating to Las Vegas in 2019, Andrew began developing Pride Lending in 2020 and became an officially established brokerage in 2022. Inspired by his father, a hardworking and industrious individual, Andrew set out to build a company that would champion the values of diversity, equity, and inclusion. As the first mortgage company in the nation founded on serving the LGBTQ+ community, Pride Lending is more than just a mortgage company - it's a movement where they aim to empower individuals from all walks of life, including the Queer community, communities of Color, and other underserved groups.

Andrew had confirmation early on that the need for Pride Lending was real when an elderly gentleman called seeking help. After some conversation, Andrew discovered that the gentleman had been approved by a previous lender, but as soon as the client began speaking about his late same-sex partner, the lender's tone changed drastically and he stopped returning the clients phone calls and emails. In his efforts to find a brokerage that would treat him with the respect he

deserved, he found Andrew and Pride Lending after some searching online, after which he was approved for a mortgage and purchased a home.

At the heart of Pride Lending's mission is a dedication to finding solutions where others cannot, as well as being an advocate for underserved communities. By leveraging their expertise and creativity, Andrew and his team strive to unlock new opportunities for their clients, helping them achieve their dreams of homeownership. "There are a lot of loan officers out there that can sell, but fewer of them know how to make connections."

As Pride Lending continues to expand and bring on more loan officers, Andrew is striving to build diverse, multicultural teams, allowing them to focus on their community of choice. Not only is he trying to better serve underrepresented communities, but Andrew is also aiming to change the face of the mortgage industry as a whole - aiming to hire in a way that makes the people who are lending the money look more like the people who are buying the homes.

Pride Lending also captures solutions that traditional banks don't offer, being able to find solutions where others can't. "It's very much like a puzzle - I like looking at the applications as a puzzle and trying to find a solution." This mindset is what can save a consumer thousands of dollars on average because a broker can shop around and is also what helps bring peace of mind to their clients by educating them on the process whether it's their first time or tenth time. "Where most officers find that task to be repetitive, I enjoy helping his clients feel comfortable and empowered to buy a home."

From loan officers to processors, each member of the Pride Lending team shares a commitment to excellence and a passion for serving their communities.

Between four loan officers and their processor, the team serves on over a dozen committees. Andrew alone serves as treasurer for Lambda (the local Gay and Lesbian Chamber of Commerce) and they also serve on the National Association Mortgage Brokers' DEI Committee.

Beyond his professional endeavors, Andrew and his husband, Chris, are avid supporters of the LGBTQ+ Community and active participants in local events and initiatives. From organizing queer football flag teams and hosting events with their local league during the NFL Super Bowl, to watching drag performances and exploring the local Vegas cuisine, Andrew and Chris are committed to creating and supporting spaces where everyone feels welcome and celebrated.

As Pride Lending continues to expand its reach, Andrew remains steadfast in his commitment to empowerment, advocacy, and constant evolution. With a dedicated team of professionals licensed across sixteen states, Pride Lending is on a mission to expand its reach and impact nationwide by 2025.



Thank You for Trusting Us to *Serve Your Clients!*

We're celebrating! Andrew Dort, broker owner of Pride Lending, was just recognized by National Mortgage News as the 250th loan officer in the country ranked by loan volume. We are also celebrating our second-year anniversary as an independent mortgage brokerage on July 1st. We couldn't have accomplished either of these without YOU, our amazing Real Producer agents. From the bottom of our hearts, thank you!



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CHERRA

Bergman

All Can Be Achieved Through Focus and Determination

Cherra Bergman's story is one of resilience, determination, and unwavering commitment to her clients and career in real estate. Despite facing daily challenges while living with Multiple Sclerosis (MS), she has overcome obstacles with a strong support system and effective strategies.

Cherra's transition from healthcare laboratory management to real estate was deeply influenced by her upbringing and early exposure to the housing industry. Growing up in Washington State, she had the unique opportunity to observe her father's career as a custom home builder. Witnessing her father's work firsthand not only acquainted her with the intricacies of the housing industry, but also instilled in her a deep appreciation for the process of building and creating homes.

Her experiences, combined with her passion for helping people, laid the foundation for her eventual pivot into real estate. Ultimately, it was the combination of her upbringing, her desire to help others, and her accumulated skills and experiences that propelled Cherra into the world of real estate. Her journey serves as a testament to the profound impact of early influences and personal passions in shaping one's professional trajectory.

Two years into running her successful real estate coaching business, Cherra faced a significant setback when she suffered a stroke. However, after taking the necessary time to heal both physically and mentally, she made the integral decision to refocus on her career as a solo agent, which emerged as the perfect avenue for her, allowing her to utilize the wealth of knowledge and experience she had amassed over the years.

Cherra saw selling real estate as a middle ground, where she could channel her expertise and passion for helping others into a new direction. She attributes much of her success in this transition to Redfin, recognizing the company for providing her with invaluable opportunities, as well as ongoing support and encouragement from her colleagues - a support system she deeply values.



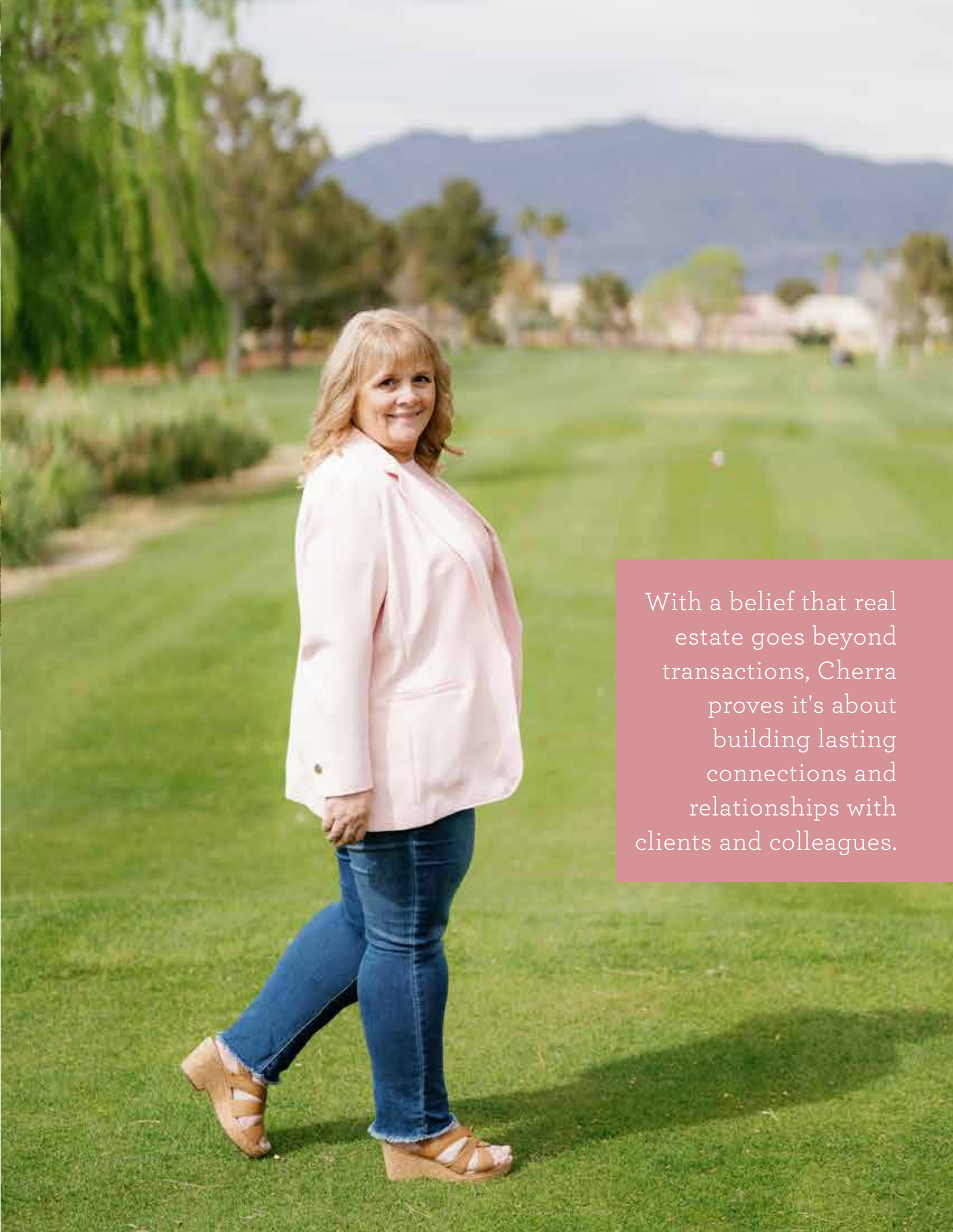
With a belief that real estate goes beyond transactions, Cherra proves it's about building lasting connections and relationships with clients and colleagues. She remains dedicated to delivering outstanding service by navigating with creativity, resourcefulness, and a positive spirit. Cherra's advice to succeed in real estate emphasizes empathy, tenacity, flexibility, and sometimes thinking outside the box. She believes that success in this industry requires effort and adaptability, echoing her own commitment to giving her all.

Outside of her professional endeavors, Cherra embraces a rich and fulfilling life centered around her family, friends, and various hobbies. She enjoys regular Sunday dinners, watching Seahawks football, her family's love of golf, and attending NASCAR events. She finds joy in traveling alongside her husband, Eric, exploring new destinations and creating cherished memories together.

Indulging in her passion for cooking and entertaining allows Cherra to express her creativity and hospitality while bringing people together.

Another notable aspect of Cherra's life is her love for animals, as evidenced by their four Great Danes and one Maltipoo. This affection for animals adds warmth and vibrancy to her home.

Described by those around her as resilient and charismatic, Cherra's positive spirit and unwavering commitment extend beyond her professional life. She continues to navigate the complexities of the real estate journey with dedication and grace, guiding her clients with care and compassion every step of the way.



With a belief that real estate goes beyond transactions, Cherra proves it's about building lasting connections and relationships with clients and colleagues.

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