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FEBRUARY 2025

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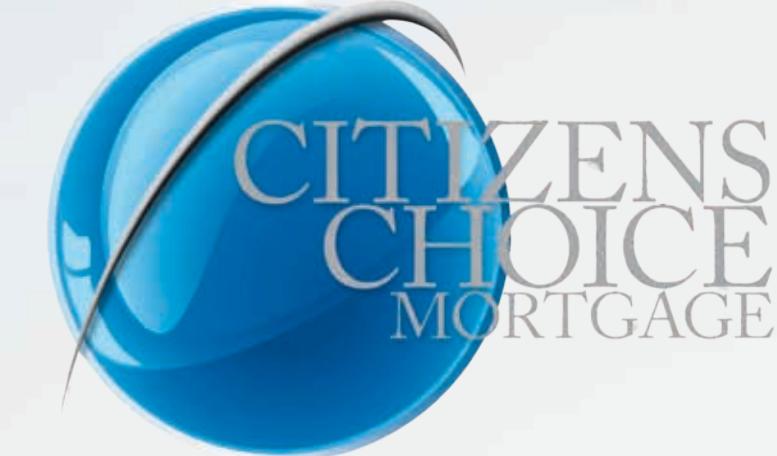


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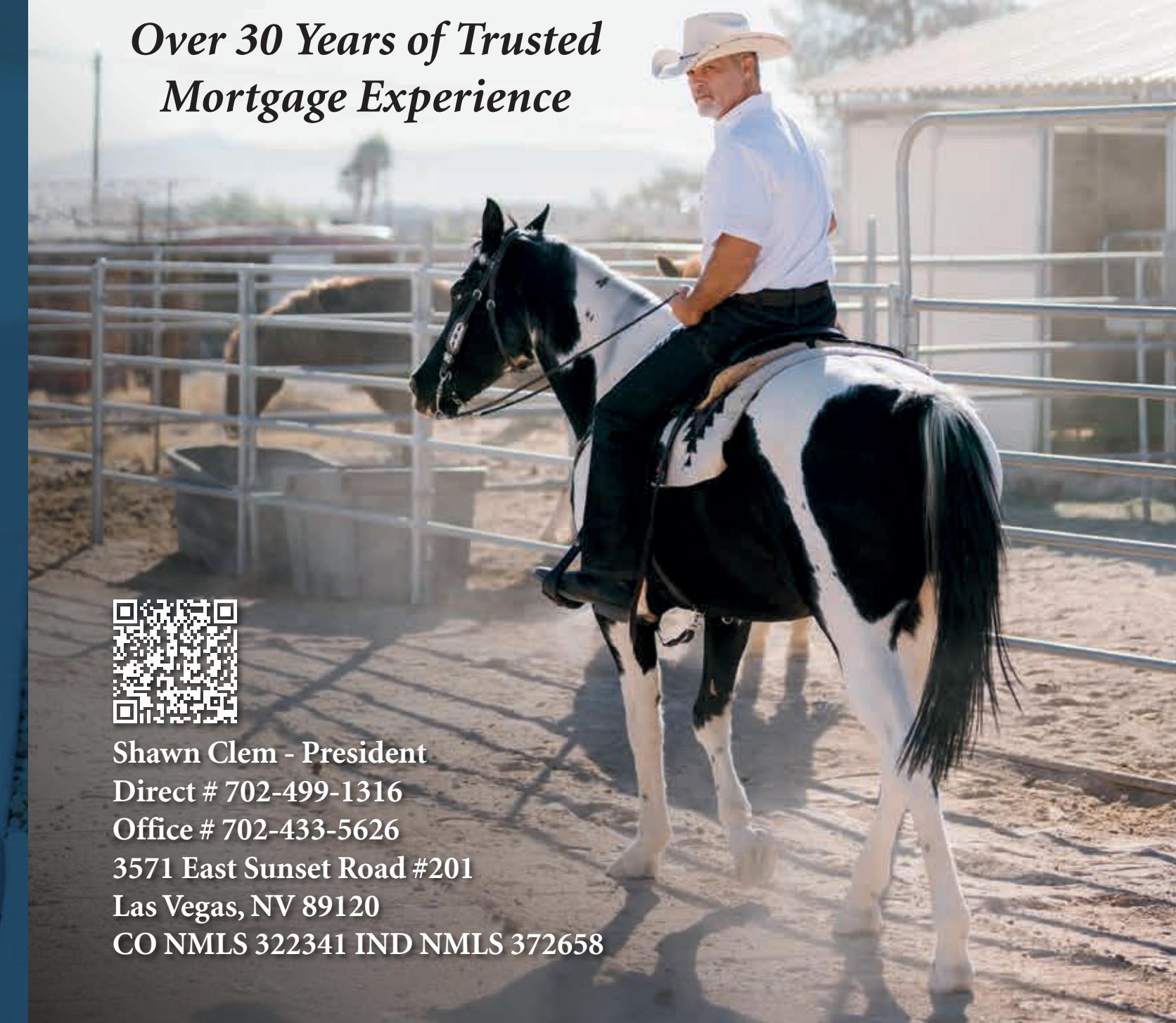


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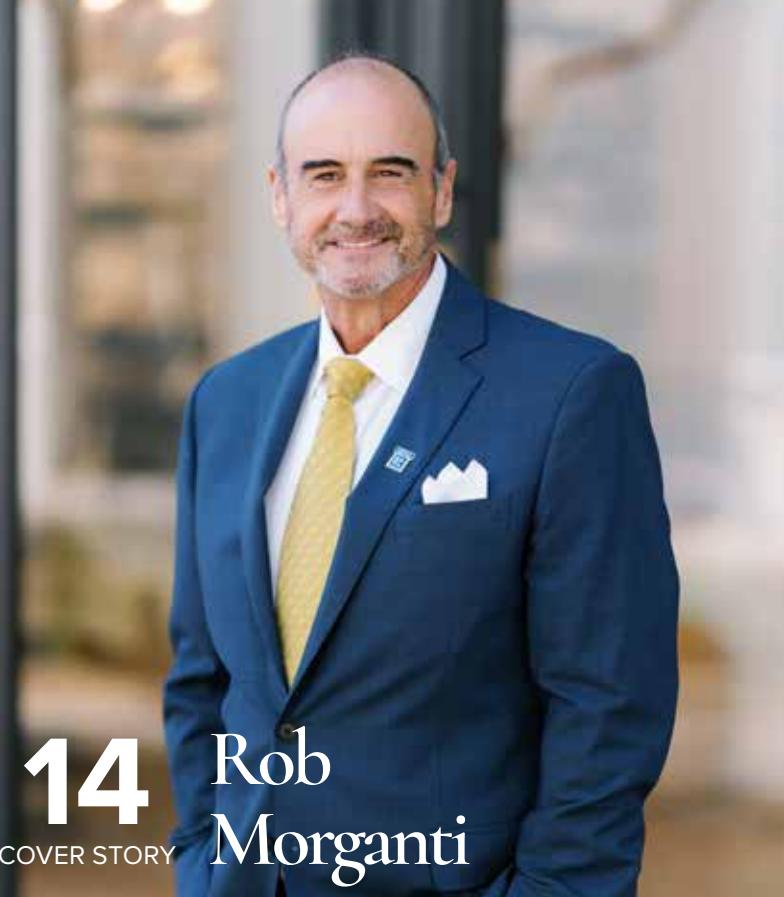
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COVER STORY

If you are interested in contributing or nominating Realtors for certain stories, please email us at [mike.maletich@realproducersmag.com](mailto:mike.maletich@realproducersmag.com)



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# Meet The Team



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# 2024 By The Numbers

Here's What Las Vegas' Top 500 Agents Sold...

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Million  
Average  
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Per Agent

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Sales Volume

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Average  
Transactions  
Per Agent

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## What Is Las Vegas Real Producers?

Real Producers started in Indianapolis in 2015 and is now in over 130 markets across the nation and spreading rapidly.

Name a large city and we are there or will be soon! In every market, we take the top 500 agents, based on the MLS production, and we build an exclusive magazine around those agents.

We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication. We strive to inform and inspire the top-producing real estate agents in the local market and connect them socially.

The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

### Q: WHO RECEIVES LAS VEGAS REAL PRODUCERS MAGAZINE?

The top 500 agents in LAS VEGAS from the previous year. We pull the MLS numbers (by volume) from the previous year. Approximately 18,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The list will reset at the end of every year and will continue to be updated annually.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email our publisher Kevin Kerata at [kevin.kerata@n2co.com](mailto:kevin.kerata@n2co.com) with the subject line, "Nomination: (Name of Nominee)."

Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in



motion for our writer to interview to write the article and for our photographers to schedule a photo shoot.

### Q: WHAT DOES IT COST A REALTOR® / TEAM TO BE FEATURED?

*Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!*

We are not a pay-to-play model. We share real stories of Real Producers.

### Q: WHO ARE THE PREFERRED PARTNERS?

Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

### Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email our owner to let us know at [mike.maletich@n2co.com](mailto:mike.maletich@n2co.com)



Kevin Kerata  
Publisher  
Las Vegas Real Producers



## Connection Through Community

WRITTEN BY KENDRA WOODWARD · PHOTOGRAPHY BY SPACES  
AND PORTRAITS · PHOTOGRAPHED AT THE DISTRICT GREEN VALLEY



# ROB MORGANTI

From a young man forging his path in the vibrant heart of New Orleans to a respected leader in Las Vegas real estate, Rob Morganti's journey is a testament to humble beginnings, unwavering drive, and a commitment to people that defines the success of his boutique team.

Rob's journey in real estate began in 1987, fresh out of high school in New Orleans. With a brand-new license and big dreams of working for himself, he stepped into the industry eager to make his mark. But reality hit quickly - after selling just one house in a year, Rob celebrated with his friends and ended up spending more than he earned. His first foray into real estate was short-lived.

Determined to find a new direction, Rob turned his focus to the restaurant industry. While attending LSU, he pursued this passion, which led to a rewarding career with the Emeril Lagasse Corporation and later with Emeril's restaurant at the MGM in Las Vegas. Despite his success, real estate

remained on his mind - a calling he could never quite ignore.

When Rob returned to the industry, he took a different path, joining a national home builder in new home sales. This time, success came swiftly. Rising through the ranks, Rob became Vice President of Sales and Marketing, overseeing over 100 new home sales professionals. His leadership eventually took him to Florida as Regional VP of Sales and Marketing, but the 2008 housing crash brought him back to Nevada to help scale back operations.

Burned out by the demands of corporate life, Rob made a bold move - returning to traditional real estate sales with a renewed focus on connection

and community. This time, he wasn't just selling homes but building a legacy. At the heart of this team is Rob's wife, Delilah - a Las Vegas native, a REALTOR®, and the group's Vice President of Marketing. "She's the brains behind the operation," Rob says, acknowledging her sharp instincts and mastery of marketing and client relations. Her guiding principle is simple yet powerful: "Service doesn't end at the sale."

With over 25 years of real estate and marketing experience, Delilah leads the marketing department with creativity and determination, ensuring the team thrives in a fast-paced, ever-changing market. Her passion for marketing and problem-solving fuels the team, as she

works to support agents and clients, always looking for innovative ways to elevate their experience. "One great client experience leads to three more," she often says, "but a bad one? That turns away seven." This dedication to excellence keeps the Rob Morganti Group as a standout in the Las Vegas real estate market.

The Rob Morganti Group isn't just about selling homes - it's about building relationships. Their philosophy reaches far beyond the closing table. "A lot of our clients become part of the family... part of the circle," Rob proudly says. These aren't just clients; they're friends, the kind you invite to holiday gatherings or take out to dinner to help new residents feel at home in the city.

With Rob's knack for spotting talent where others might overlook it, he often hires agents from the food and beverage industry, drawn to their natural ability to connect with people. But for Rob, it's about more than hiring - it's about mentoring. "I've sat in restaurants, handed someone my business card, and even paid for their real estate license," he shares.

Beyond his daily work in real estate, Rob has emerged as a passionate advocate for the industry - serving as Director with the Nevada REALTORS® Association (NVR) and as Director for the Las Vegas REALTORS® Association, the largest professional organization in Southern Nevada. His influence extends even further through his role as Director Liaison for community outreach programs with the NVR and through his service on the Presidential Advisory Group where he played a key role in implementing updated forms for over 15,000 agents in Clark County as part of the National Association of REALTORS® settlement.

But Rob's commitment to his community doesn't stop at real estate. He and his team are deeply invested in their community, working to improve resources for the homeless, supporting at-risk youth, and sponsoring local charities - efforts that reflect their belief in making a difference where it matters most.

**“  
One great client  
experience  
leads to three  
more, but a bad  
one? That turns  
away seven.”**



At home, Rob finds joy in the simple things like spending time with his family, eagerly awaiting visits from his son, Ethan, who is currently studying at Gonzaga Law School, and playing with his dogs, Beignet and Sully. "They're always great to come home to," he says. "No matter how the day's gone, they make it better." And where work meets play, Rob often unwinds at the poker table, where

his knack for connection occasionally nets him a new client or two.

Looking to the future, Rob's vision is clear: to steadily grow the Rob Morganti Group brand while preserving the personalized service that defines his team. Whether juggling client needs or mentoring his agents, he thrives in the fast-paced, multifaceted world of real estate. "My brain lives in chaos," he

admits with a grin. "That's where I'm most comfortable."

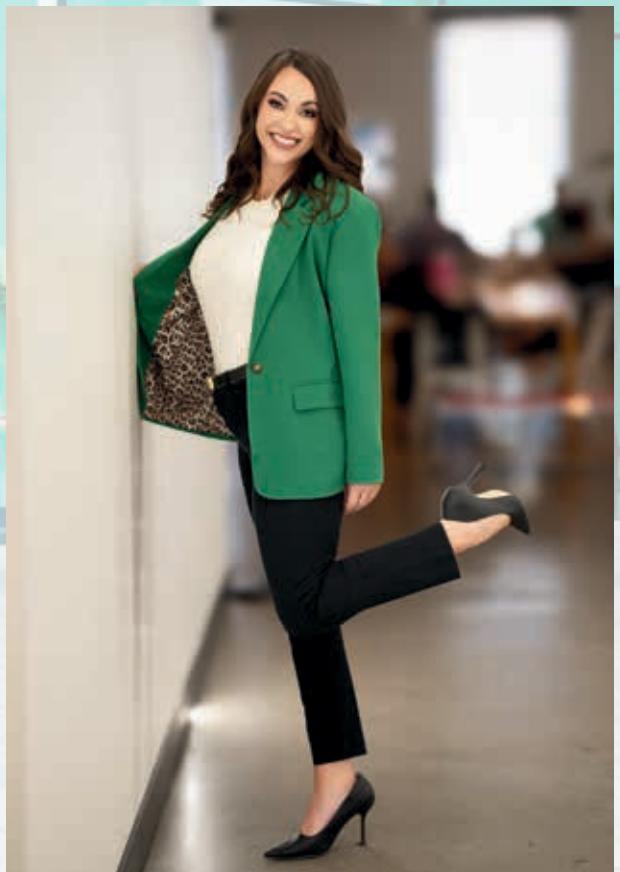
Rob believes that staying adaptable and ahead of market trends is key to long-term success. With his unwavering commitment to clients and the community, he's confident that the Rob Morganti Group will continue to make a lasting impact on the Las Vegas real estate market.





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## MEET THE NEW FACES OF LANDMARK TITLE: *Innovators in Technology and AI*



AI, Natalie delivers creative and innovative solutions designed to help her real estate partners excel in an increasingly competitive market.

Natalie's passion lies in discovering and implementing groundbreaking ways to weave technology into the fabric of the real estate industry. From automating routine tasks to save precious time, to refining marketing strategies with precision, she's dedicated to exploring the latest AI advancements. Her mission? To push the boundaries of what's possible, ensuring her partners not only keep up but lead the charge.

But there's more to Natalie than just her tech expertise. Her two Chihuahuas, both rescues, are the heart of her world. Whether she's developing the next big idea in tech or unwinding after a busy day, they're always by her side, offering reminders of the importance of dedication and care—values that Natalie brings into every professional relationship.

Natalie's commitment to innovation extends to building and nurturing a strong team. She has handpicked and trained two technology-driven sales representatives, each equipped to share her expertise and elevate the success of their real estate partners. This dynamic trio forms the core of Landmark Title's new Technology Team.

As the new Technology Director at Landmark Title and Escrow, Natalie Turley is transforming the way real estate professionals approach their business. With an extensive background in technology and

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### MEET THE TEAM: *Tyler Olenak and Angela Arkin*

Tyler Olenak, a native of Las Vegas, brings a unique blend of digital savvy to the team. With a major in Digital Marketing and a minor in Real Estate, Tyler is a self-proclaimed tech geek who has built, coded, or mastered just about anything digital.

Outside of work, Tyler's passions include his mini dachshund puppy, Thor, and staying in top shape through fitness and nutrition. Depending on the season, you'll find him snowboarding or surfing, and when he needs a creative escape, he turns to photography and videography.

Angela Arkin, a UNLV graduate with a major in hospitality and a minor in dance, is as versatile as she is driven. A world traveler, Angela spent two months in Bali last year, where she studied yoga and became an expert scuba diver. Her



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love for adventure is matched by her dedication to her two beloved cats and her weekends spent hiking through Nevada's stunning landscapes.

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# Joe MASCIO of Goosehead Insurance

## Building a Legacy of Smarter Insurance

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY SPACES AND PORTRAITS

Joe Mascio knows that insurance is about more than just selling policies and managing premiums - it's about the people you help along the way. As an agency owner of Goosehead Insurance in Nevada, Joe has carved out a reputation for responsiveness, patience, and putting his clients first. Backed by a dedicated service team, he lives by his company's motto, "Smarter Insurance By Design," with every interaction.

A transplant to the Las Vegas area, Joe was born in Gaithersburg, Maryland, and raised in a big family of six kids. He grew up watching his father and mother work tirelessly to support the family, a memory that ultimately became a defining influence on Joe's work ethic.

Thanks to a job opportunity that his father was presented with, Joe moved to Las Vegas with his family in 2003 and began attending Centennial High School as a sophomore. After which, he attended UNLV for a few years while working odd jobs which eventually led him to working in insurance.

From 2009-2022 Joe spent his career navigating the various roles of insurance via a local insurance agency - through customer service, internal sales, and management roles - before launching his own franchise in 2022. "It wasn't an easy time, I just knew I had to do it for my family," he prides.

With locations all over the country, Joe was excited to partner with Goosehead Insurance when considering such a big career move and became one of the first franchises to open in Nevada. Since then, he has earned a reputation for seamlessly helping his clients navigate the homebuying

process with peace of mind while also becoming a great asset for agents. "I am in the home buying process with them. REALTORS® and loan officers are the main referral source I have and they truly are the reason for our unique business model at Goosehead."

**“REALTORS® and loan officers are the main referral source I have and they truly are the reason for our unique business model at Goosehead.”**

Goosehead Insurance sets itself apart by leveraging technology and innovation to provide quick quotes and seamless service for their clients, while organizing everything in a binder for the home owner to keep and track their process. Demystifying the web of insurance for his clients has become Joe's greatest pride and joy, citing, "Insurance is kind of like a black box for people." He enjoys teaching and taking



care of his clients, while also looking out for their best interest. When customers call him to discuss their options, Joe is very open with them and hopes to make the experience pleasant, citing, "the main thing is responsiveness."

Despite social media not being a huge focus for Joe, it isn't something his clients are looking for...admitting most of his clients will tell you they use him because he offers good prices, is patient and kind, and because they know he truly cares about them. Agents appreciate how happy their clients are when working with Joe, and have often commented that they feel like they have a clear understanding of what they are getting themselves into.

At the heart of everything for Joe though, is family. It's Joe's greatest motivator. Married to Kaitlyn since 2015, they are proud parents to four young children - Lukas, Lena, Leo, and Noelle - all under the age of eight. Homeschooling their children adds an extra layer of controlled chaos to their lives, but Joe wouldn't have it any other way. "They are what makes our world go round," he says with a smile.

While free time is a phrase of the past in the Mascio household, Joe and Kaitlyn enjoy that both of their extended families live nearby and often stop by to help with the kids or to hang out. Beyond that, the family also enjoys connecting with their local church community.

**“Helping new agents with guidance and getting their feet on the ground in a difficult industry, and helping young guys who feel the burden of not having support in a career and industry that's so cut throat.”**

Looking ahead, Joe has a vision for growth and mentorship. Having started from the ground up himself, he understands the challenges of entering such a cutthroat industry and navigating



the many obstacles it presents. "You work for me, but I work for you," he says, emphasizing his commitment to being a supportive leader and sharing his experiences with them.

Additionally, Joe hopes to keep growing and bringing on new agents, while fostering a thriving team environment where young agents feel empowered and guided toward success. "Helping someone else succeed in this

career is something I look forward to," he shares. "Helping new agents with guidance and getting their feet on the ground in a difficult industry, and helping young guys who feel the burden of not having support in a career and industry that's so cut throat."

It's clear as day that Joe Mascio isn't your ordinary insurance agent and agency owner; he's a community builder, a mentor, a devoted family

man, and a trusted partner within the chaotic world of real estate. His approach to business - centered on responsiveness, patience, and clarity - has earned him a loyal client base and a growing reputation as a leader in the industry. Proving that "Smarter Insurance By Design" is more than just a catchy tagline - it's a way of doing business the right way, by putting people first.





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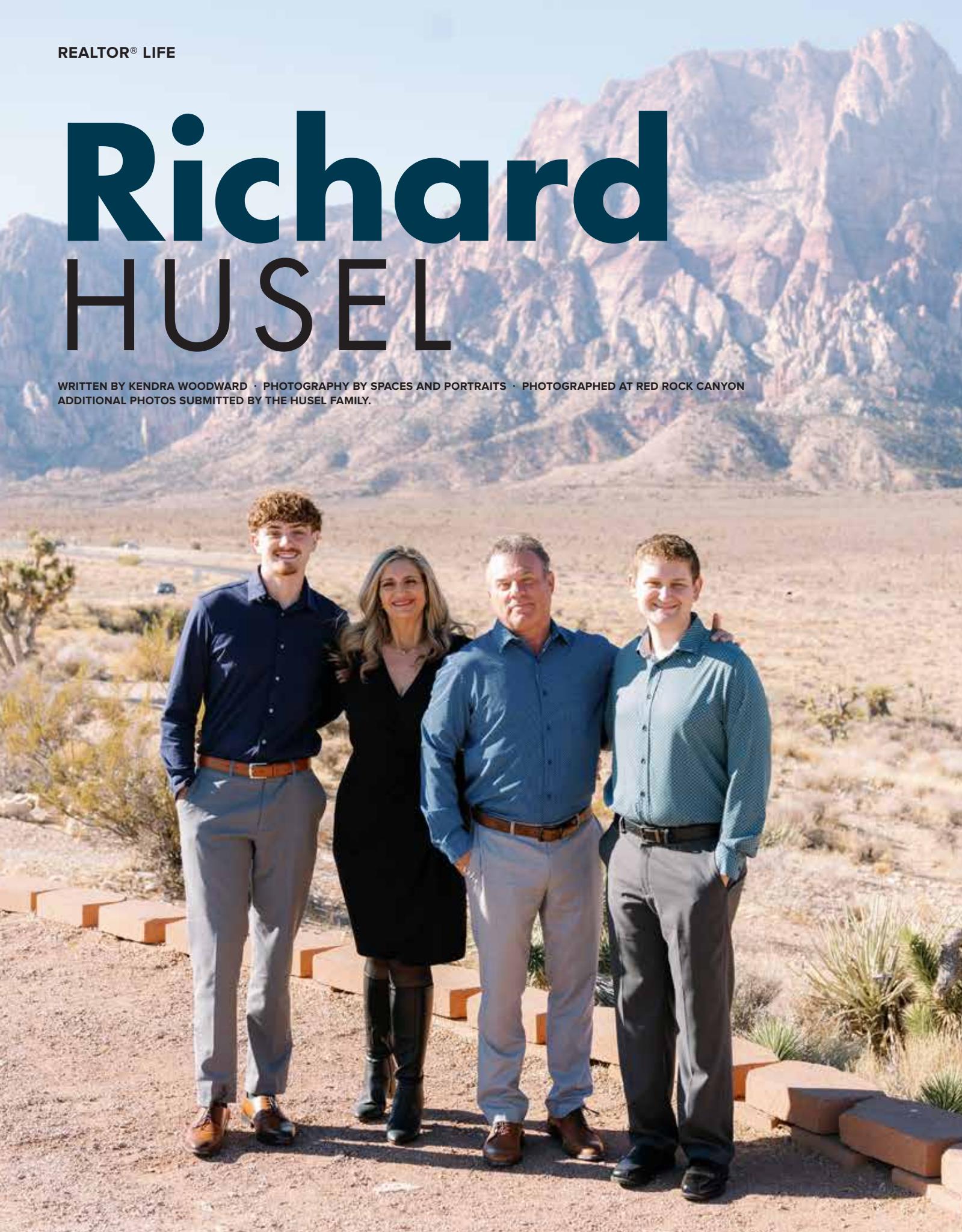
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Contact our Las Vegas Consultant,  
Isabella Kowalski, at 702-630-1037  
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# Richard HUSEL

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY SPACES AND PORTRAITS • PHOTOGRAPHED AT RED ROCK CANYON  
ADDITIONAL PHOTOS SUBMITTED BY THE HUSEL FAMILY.



DRIVEN TO MAKE A DIFFERENCE



Richard Husel has built his real estate career on the same principles that guided his life: hard work, resourcefulness, and an unwavering commitment to getting the job done. With a catchphrase he's in the process of trademarking - "Just One Call and I Handle It All" - Richard embodies the kind of dedication and versatility that his family, clients, team, and community admire.

Licensed in 2015 and now with Keller Williams Realty The Marketplace, Richard's journey into real estate has been anything but conventional. Born in San Diego and raised in Oregon, he brings decades of blue-collar experience and an entrepreneurial spirit to the industry. "I did everything backward," he jokes, reflecting on a career path that prepared him in ways most REALTORS® don't experience.

Prior to becoming a licensed agent, Richard's background was deeply rooted in construction, law, and property management. As a self-employed contractor, he built houses from the ground up, gaining invaluable insight into the structural and practical aspects of homes. Later, at age 46, he expanded his expertise by working in a real estate contract law firm after earning his paralegal degree from UNLV. While

working that job, he realized he rather preferred the idea of selling real estate and put a new plan into action. His combination of skills - construction, legal, and management - has made Richard a rare asset in real estate, one capable of addressing client needs with unparalleled efficiency.

Richard's expertise has also earned him numerous accolades along the years, including ranking in the top 1% of

agents in Nevada this year, in Oregon last year, and the top 25% in California this year, but he admits...he's more excited about real estate now than he's ever been. Fueled by new ventures like hosting The Richard Husel Show on KMZQ AM670, where he delves into all things real estate with expert guests, Richard is bringing new awareness to the industry.

"The show is all things real estate! I am booking trust attorneys, financial and tax advisors with 1031 and real estate emphasis, and have calls in with some of the biggest names in the industry."

But where does this drive come from? Well, Richard credits his father for being his role model. He was a developer

who excelled in building, leasing, and property management...all experiences that Richard played witness to from a young age. He literally learned the industry through watching his father and had more knowledge than most seasoned agents, before ever stepping foot in the industry.

Today, Richard is passing on the torch to his own son, Logan, much in the same way his father did for him. Logan, who recently became a licensed agent, began mentoring under his father's tutelage and Richard is assisting him grow his property management business. After only 22 days in practice, Logan had a cash offer and is looking forward

to continuing building his doors in the industry. "It's pretty exciting and rewarding," Richards admits.

With his partner and business manager, Dana, by his side, the couple cherishes spending time with their two Eagle Scouts, Christian and Logan. Whether it's hosting large seasonal events for clients or supporting his son's ventures, Richard is deeply committed to making every aspect of his career family-oriented.

Also, a proud supporter of rescuing animals (with three of his own rescue pups at home, Scout, Charlie, and Pickles - the newest edition), Richard pours a lot of effort into the Southern

Nevada Animal Rescue League (SNARL). Using his success to sponsor various foster and adoption initiatives, Richard often covers fees, food, and training to ensure animals find loving homes with the perfect match. Using his various platforms, Richard proudly brings awareness to the cause through websites and tv appearances as well.

Much like their father, Richard's sons have made philanthropy a tradition by organizing donation drives as part of their Eagle Scout projects. Last year, they collected supplies such as bowls, leashes, and toys, and made 30 beds to donate to the rescue to give these homeless pets a more comfortable place to rest

their heads - a testament to their shared commitment to making a difference.

But the end is never in sight for Richard as there is always a new venture to explore, much like his growing supercar business that aligns with his love for luxury and adventure. As a Nevada automotive wholesale dealer, he combines his interests in cars and real estate, often pairing his home sales with high-end super cars, muscle cars, and luxury cars. His automotive endeavors speak to his constant desire for achieving more out of life and is a large part of his short-term goals - to reach 500 investment property doors in the next 12 months while expanding his supercar brand.

Reflecting on his experience, Richard admits, "I've done a lot of work, and fixed a lot of houses." From working as a licensed handyman and working at a law firm, to frequenting car auctions and F1 races, Richard is proving that real estate truly isn't about the transactions - it's about solving problems, building relationships, and creating lasting value for your clients. And whether it's securing a trophy property like the \$4M Legends Ranch or mentoring his son through his first solo sale, Richard approaches every challenge with the mindset of a man who with just one call...can handle it all.

**“ Just One Call  
and I Handle It All ”**



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# Eileen GUILBEAULT



## SELLING LAS VEGAS...

### *The Real Las Vegas*

WRITTEN BY KENDRA WOODWARD · PHOTOGRAPHY BY SPACES AND PORTRAITS · ADDITIONAL PHOTOGRAPHY BY BETHANY PAIGE PHOTOGRAPHY

Eileen Guilbeault didn't just build a career in real estate...she cultivated a life of purpose, driven by grit, resilience, and a deep commitment to her family and community. A Broker-Salesperson with Las Vegas Sotheby's International Realty, Eileen leverages over a decade of experience to show clients "The Real Las Vegas" - a city about more than the glitz and glamour of the Las Vegas Strip.

Born in California but raised in Las Vegas since she was eight, Eileen considers herself a Vegas native. With family as the cornerstone of her success, the former stay-at-home mom of five took the skills she gleaned from managing a large family and translated them into her real estate business. Her patience in dealing with differing personalities directly correlates to her ability to juggle being a mom, homeschool teacher, therapist, and referee.

When deciding to work outside the home, Eileen contemplated a career in law but soon discovered she was pregnant with her fifth child and decided to try real estate instead. With intentions of practicing real estate part time, Eileen soon realized that this business required full time attention to be successful. This led her to further her education, earning her Broker Salesperson license, and graduating from the Nevada Leadership Academy in 2022.

Reflecting on over a decade in the industry, she admits real estate not only provided her with a new career outlook, it also fostered personal growth. "I adore my kids, but as any stay-at-home-mom knows, your world can get

really small," she shares. "Real estate allowed me to expand my leadership skills, public speaking, confidence, and to make connections on a global level. Local philanthropic causes have also broadened my horizons more than I ever thought possible."

For Eileen, time and experience have honed many things in her approach to business. Still, one thing stands out from the rest - the principle that real estate is about building relationships and helping others build generational wealth, security, and a lifestyle they love. Having come from a blue collar home where she learned the value of hardwork, Eileen embraces the privilege of going the extra mile for her clients. She attributes much of her success to having a supportive family unit and husband who for 33 years has reminded her daily that she's a total rock star.

Understanding the industry's challenges, Eileen passes down her knowledge willingly, advising newcomers to treat it like a business from day one. "Coming into the industry, you need to understand that you are running a business, whether you're a single agent or a team. I didn't understand that," she recalls and credits her move to Las Vegas Sotheby's International Realty as a turning point in her career. With its collaborative mindset and some of Las Vegas' highest-producing agents, the company is a wealth of knowledge and support.

Outside of the office, Eileen's family remains her bedrock. Together with her husband Aaron, they've raised five children...and have since added four grandchildren. The entire family enjoys getting together for group vacations,

no matter how near or far. Eileen jokes that they travel as a pack whenever they decide to explore a new destination.

Embracing her eldest daughter's recent interest in gardening, Eileen has since revived her vegetable garden after a long hiatus and discovered the growing number of newcomers that didn't realize they could grow a garden in this climate. This discovery led her to start a gardening club where people could learn, share, and be surrounded by a like-minded community.

"Las Vegas can feel isolating if you let it," she notes, a feeling that prompted Eileen to start a monthly ladies hike where women can stay fit, get outside, and build friendships in a comfortable

environment. The outings help bridge the gap between newcomers and longtime residents, alike, allowing them to mingle while participating in the things that interest them. "There is so much to do here in Las Vegas that many people don't know about."

Organ donation and philanthropy are also a major part of the Guilbeaults' story. As a mother to a former Make-A-Wish child, Eileen started volunteering with the program when her daughter was struggling with an auto-immune disease at a very young age. By age 17 she needed a kidney transplant and fortunately, Eileen was a match. The surgery was a success and both women are thriving today.

As she reflects on her journey, Eileen's goals remain focused on leadership and legacy. "Every year, my goal is to grow, be better, and help more people," she says. "Ultimately, this is just the beginning of our family story. We're looking to the future to build a thriving family legacy of real estate, construction, interior design, and philanthropy. We're truly just getting started."

In the next five years, Eileen also envisions stepping into a mentorship role, guiding the next generation of real estate leaders. "I want to lead the leaders," she exclaims, citing that hard work and vulnerability pay off in dividends but that it also fills her cup in ways she would never have imagined.



“  
Every year, my goal is to grow, be better, and help more people.”

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