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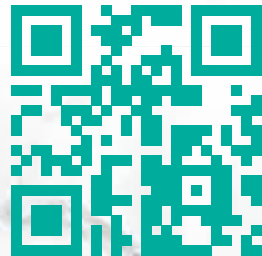
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Here’s What Salt Lake City’s Top 500 Agents Sold....

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**\$9,238,178,141**  
Sales Volume

**27**  
Average Transactions Per Agent

## What is Salt Lake City 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 SALT LAKE CITY REAL PRODUCERS MAGAZINE?**

The top 500 agents in THE GREATER SALT LAKE CITY MARKET 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, Marissa McCutchan, at [marissa@n2co.com](mailto:marissa@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.

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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.

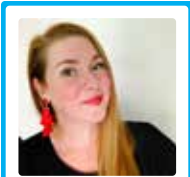
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**Marissa McCutchan**

Publisher

Salt Lake City Real Producers





# CREIGHTON LOWE



## Outdoing the UNEXPECTED

WRITTEN BY KENDRA WOODWARD | PHOTOGRAPHY BY MARISSA MCCUTCHAN

For Creighton Lowe, real estate is a double-decade-long passion rooted in family and service. He's built a reputation as a dynamic agent who balances local expertise with the global reach of Summit Sotheby's International Realty. With his tagline, "Local Guy, Global Brand," Creighton is forging a path as a collaborative, client-focused agent, dedicated to redefining real estate in Utah.

Creighton grew up in Alaska because his father worked in the oil industry there. His family, however, was originally from Utah, so they spent winter vacations skiing in the Wasatch Mountains and summer vacations at Bear Lake and Southern Utah. "Utah has always been home base," Creighton remarks. Add in the long lineage of pioneers in the family, and one can understand why Creighton has such an affinity for the unique landscape of Utah.

While finishing his undergraduate degree in mass communications and public relations at the University of Utah, Creighton experienced a life-altering event that would direct his career path. After losing his father to suicide when he was only 23 years old, Creighton began working part-time for his father's brother, who was developing townhomes in the West Valley, West Jordan, and Salt Lake City areas. Creighton started sitting in model homes a couple of days a week while putting himself through college. Upon graduation, he transitioned full-time into the corporate side of new construction, taking on Director of Sales positions with homebuilders like McArthur Homes, Richmond American, and Ivory Homes.

In 2010, during the great real estate recession, Creighton was recruited by a friend to pursue a career in orthopedic trauma medical sales. He describes the medical sales field as "super academic" and "high stress, but fun." He continued to do real estate on the side. In 2015, Creighton got married, and he quickly realized the 24/7, on-call nature of the job and its impact on his personal life. So, he

returned to his passion for real estate with a different goal in mind—work/life balance.

Joining his friend's team in 2015, Creighton would spend the next seven years as a dedicated buyer's agent, honing his skills and learning from team leads Matt and Dan Evans before branching out on his own a year and a half ago. He is grateful for his time with the

“

The beautiful thing about real estate is that you control how much you work, when you work, and where you work. But you also have complete responsibility. And to me, that's really invigorating!”

Evans Team. "Watching how my team leaders operated daily really gave me an appreciation about the brokerage side of real estate, prospecting, lead follow-up, and the ability to control my production," he says.

Creighton's early experience in new construction gives him a unique perspective on the actual product he sells, houses. This is an advantage that sets him apart in an already crowded field of real estate agents. "I'm not your typical paint-and-carpet REALTOR®," he laughs, joking that he has x-ray vision; he can see behind the walls. With a deep understanding of how homes are built, Creighton can guide clients on what can/cannot be remodeled, what should be fixed, and what will eventually need to be updated...which helps them make a much more informed decision. He believes the most valuable aspect of his business is to help people avoid making real estate mistakes.

Now operating independently as a full-service agent at Summit Sotheby's International Realty, Creighton has doubled



“

How does this benefit my seller? How does this benefit my buyer? Am I supporting other agents and treating them fairly? Those are questions I am always asking myself.”







“

Watching how my team leaders operated daily really gave me an appreciation about the brokerage side of real estate, prospecting, lead follow-up, and the ability to control my production.”



his income while enjoying a greater work/life balance, citing, “The beautiful thing about real estate is that you control how much you work, when you work, and where you work. But you also have complete responsibility. And to me, that’s really invigorating!”

Living on a one-acre “mini farm” in Heber City, Utah, with his family, two dogs, eight chickens, and bunny rabbits, Creighton embraces the joy of rural life. Summers are filled with mountain biking, camping, and boating, while winters are devoted to skiing locally at Park City and Sundance. “I can choose my priorities now,” he prides.

Teaching his children the value of hard work is very important to Creighton, and last summer, this lesson actually turned into a sale. While out door knocking and leaving door hangers one day, his son, Brooks, went along and thought up a way to earn money to buy a horse. Brooks created a flyer offering general yard and garden services and got really excited to leave it alongside his dad’s real estate door hangers. “I’m teaching Brooks how to shake hands, be proper, and meet and greet people you don’t know.” One of the doors they knocked on that day belonged to a family getting ready to list their house with another REALTOR®. They were so impressed with the entrepreneurial spirit Creighton was teaching his son that they hired him to list their property. “I ended up double-ending the transaction with an unrepresented ‘sign call’ buyer,” Creighton says, adding that Brooks deservedly got part of his commission from that transaction.

After nearly 10 years of working as a REALTOR®, Creighton has developed a newfound appreciation for collaboration. Once viewing fellow agents as competitors, he now embraces a cooperation mentality. Through networking, social media engagement, and mutual respect, he builds trust with his fellow agents, ultimately benefiting his clients. “Everything I do is about lifting others,” he explains. “How does this benefit my seller? How does this benefit my buyer? Am I supporting other agents and treating them fairly?” Those are questions I am always asking myself.”

Whether he’s networking with new agents, getting to know his inventory, being engaged in the community on a personal level, or volunteering his time with local organizations and charities, Creighton is focused on always putting his best foot forward.





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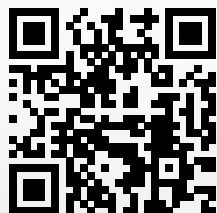
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# You Got It!

## Heating and Cooling LLC

**HVAC DONE RIGHT!**

WRITTEN BY KENDRA WOODWARD | PHOTOS BY LEXI RAE PHOTOGRAPHY

“

YOU WANT  
SOMETHING  
DONE? **YOU  
GOT IT!**”





In August 2023, Emily and Adam Theirel turned their shared determination into You Got It! Heating and Cooling LLC—a family-owned HVAC business offering honest, affordable, and customer-focused services. Based in Utah County, this husband-and-wife team brings a uniquely personal touch to their work, ensuring clients receive top-notch care...directly from the owners. “With it being just us...something we’re proud of is that when you call us, you’re getting You Got It’s best. This is our livelihood,” says Emily. “We’re gonna make sure it’s done right.”

Emily, born and raised in Tempe, Arizona, and Adam, who grew up in East Mesa, met while working at the Phoenix Airport in 2010. After a whirlwind romance resulting in a wedding just four short months later, the couple was inseparable from the start. While Emily jokes that she was just working to survive, Adam immediately began contemplating different fields of work and ultimately decided on the HVAC industry. Upon graduating from HVAC school, he picked up a job and admits he learned everything he could from that company—he has built upon that foundation ever since.

Six years later, the couple decided to relocate to the Salt Lake area on a whim while visiting Emily’s brother. The Theirels were taken back by the beautiful weather and decided it was where they were meant to be. Adam was sold on the idea immediately, and despite only being there for vacation, he was already interviewing with HVAC companies, preparing to move, and was offered a job by every single one of them! A couple of months later (in December), Adam made the move alone to get everything set up for Emily, who followed just three months after (in March).

When the small, independently-owned company he had begun working for was bought out, Adam moved on to another small operations company, citing he liked the feel of a family-owned business. The same thing would

happen two more times throughout his career, with the small businesses he was working for being bought out by larger corporations, and Adam knew it was time to make a big move. During a meeting with the new CEO of the last company Adam gave his time to, he realized the large corporate structure just simply didn’t align with his personal ethos and the 14 years he had dedicated to learning the industry. “The man made me mad,” he jokes, and shortly thereafter, You Got It! Heating & Cooling was born.

Specializing in maintenance, repairs, installations, duct cleaning, and basement finishes, You Got It! handles a range of HVAC needs, while emphasizing transparency and affordability for their clients. Their company name, inspired by the song “You Got It” by Roy Orbison, reflects their reassuring approach to customer service and harkens to the fact that they’re always telling their clients, “You got it!” Their smaller platform ensures that they can pass those savings on to their customers while maintaining the personal, family-operated feel that they have become so well known for.

As homeowners themselves, the Theirels understand the stress of unexpected repairs and pride themselves on delivering solutions that save money without sacrificing quality. Adam recalls a time when he quoted a client \$20,000 less than a competitor had quoted them for the exact same system, and he could see the genuine

relief in their eyes. “Seeing the relief in people’s faces... I feel the relief for them,” he admits.

For Adam and Emily however, the best part of the job is being their own boss, having control over their own schedules, and having the ability to treat their clients with the respect they deserve. “We’ve had more freedom to do the things we’ve wanted to do,” Emily says. Their pride, dedication, and commitment to service all culminate in the simple fact that the Theirels live and breathe their business name and motto daily—“You want something done? You Got It!”

Outside of work, the Theirels enjoy a simple life on their mini farm with their three children—Gavin, Evelyn, and Jackson—and a menagerie of animals, including ten chickens, three dogs, two cats, hamsters, fish, and, “A wish list full of every other animal under the sun,” Emily laughs. Whether fishing at local ponds, camping, playing board games, or cozing up for a 90s movie marathon, they cherish family time and admit they’re slightly homebodies.

Looking ahead, Emily and Adam hope to grow their company while maintaining their hands-on approach. With nearly two decades of experience under his belt, Adam is educated and knowledgeable of the products and systems HVAC companies are utilizing and is ready to handle all of your heating and cooling needs. Next time you are looking for an HVAC partner, call Adam and Emily at You Got It!—a literal one-stop mom-and-pop shop!

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# Hannah Smith

## JUST GETTING STARTED

WRITTEN BY KENDRA WOODWARD | PHOTOGRAPHY BY KINSER STUDIOS

**B**orn and raised in Truckee, California, near the crystal waters of Lake Tahoe, Hannah Smith grew up immersed in the world of property development and transactions. With her father being a broker and developer, her siblings working in the family business, and her aunt and grandfather also part of the industry, Hannah has always acknowledged, “Real estate felt like home.”

Hannah’s path to becoming a licensed agent with Real Broker and The Perry Group wasn’t a clear cut line. After high school, she attended Dominican University, where she played Division II volleyball, before being recruited immediately upon graduation to work in the technology industry with a company called Paycom, which was located in San Francisco.

Working at Paycom, Hannah learned some invaluable skills and gained experiences she never thought would become the foundation of her achievements. Not only did the company instill in her an unrivaled work ethic on behalf of her clients but it’s where she gained the majority of her sales experience. She also met her fiancé, Sam, there and a multitude of other connections that have become part of her friends and family...some of which will be in attendance at their wedding and one who will be their officiant!

When Sam was promoted and set to manage Paycom’s Salt Lake office, the couple relocated in 2022, which became the perfect opportunity for Hannah to transition into real estate. With a long family history in the industry, it was no

surprise how fast her journey began—she was licensed and had already sold her first house within a few short months. With the support of her family and a lifetime of exposure to the industry, she embraced the challenges of her new role with confidence and had no doubt in her mind that real estate was the right track for her. “I love all of the different opportunities that real estate presents,” she prides. “There are so many different ways you can utilize real estate.”

Whether it’s wealth management, investing, helping clients downsize after becoming empty nesters, or helping millennials find their first homes, Hannah relishes the chance to explore every aspect of the industry. “I just love that every day and every client presents a new opportunity. It’s really fun and rewarding.” She continues, “Definitely, my family and sports really sculpted who I am as a business woman, but what I’ve learned coming into this industry and also working at The Perry Group where there are a lot of agents is not something that everyone just walks into this industry with.”

With the history and adaptability that Hannah has experienced over the years, her approach to real estate has become rooted in problem-solving and creativity. “Every situation is different,” she notes. “I think that problem solving, and creativity in that problem solving, is critical...every situation is different! And yes, we all look at the same real estate purchase contract, but where I feel like I support my clients best and have been able to have the success that I’ve had in





**“I LOVE ALL OF THE DIFFERENT OPPORTUNITIES THAT REAL ESTATE PRESENTS.”**

the first few years is being able to solve problems and get creative to ensure that the contract can continue and my clients are happy.”

With so many moving parts and the large number of people that are situated on each side of a transaction, ensuring a win-win for both parties is the utmost priority for Hannah. But as she admits humbly, “In real estate, there’s always room to grow.” This mindset is what keeps her committed to continuous growth in her skills and education of the industry, as well as growth in her business. Part of this effort for Hannah comes from ensuring that she understands her clients on a much deeper level than most agents would, which often happens through her social media platforms and in-person interactions.

Outside of work, Hannah cherishes spending time with Sam and their chocolate Lab, Benny. Residing in Holladay, the couple enjoys cooking, hosting friends and family, exploring the outdoors, and traveling which is usually orchestrated by her fiancé, who Hannah refers to as her camp counselor or “tour guide boyfriend.” Laughing, she explains, “We spend a ton of time outside...he packs up the car and I just get in.”

Looking ahead, Hannah envisions growing their real estate operation that reaches far beyond traditional home sales. She hopes to create a business that is much more all-encompassing, which would expand their ownership and operation of rentals, and eventually real estate development.

With a foundation set in family values, a drive for growth, and a passion for helping others, Hannah is just getting started in her real estate journey and is sure to reach many more horizons throughout her career.



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# KELLY TITA

*A Passion*

DEEPER THAN REAL ESTATE

WRITTEN BY KENDRA WOODWARD  
PHOTOGRAPHY BY LEXI RAE PHOTOGRAPHY

For Kelly Tita, the journey from a small-town Texas girl to a highly regarded real estate professional has been anything but conventional. With roots in a rural Texas town so small her husband jokes it wasn't "the sticks" but instead just a single stick, Kelly didn't have many opportunities to explore and expand. So, when she joined the Navy immediately out of high school, Kelly's first flight to boot camp sparked a lifelong desire to explore and connect with the world. Today, she channels that same adventurous spirit and discipline into her thriving real estate career in Utah, where her personal motto, "Bringing You Home," resonates deeply with her clients.





Growing up by the lake, Kelly always had a love for the water, which is what inspired her to join the Navy. “I just really wanted to see what else was out there,” she recalls. So, when her military career took her far beyond the confines of her small-town upbringing, she was introduced to new opportunities, experiences, knowledge, and, most importantly...her husband, Michael. Kelly’s military experience working with jet fuel and paralegal administration crafted her unique foundation of discipline, problem-solving skills, and legal insight—skills that serve her well in navigating the complexities of real estate transactions.

After completing her service, Kelly used her GI Bill to obtain a degree in business finance from the David Eccles School of Business. Though the options

that were available to utilize her degree pointed toward banking, the financial crisis steered her toward a real estate career—a decision she’s never regretted, citing her love for its daily challenges and degree of service to her clients.

Licensed in 2010, six years before she began practicing as a full-time agent in 2016, Kelly thrived quickly in the fast-paced, ever-changing real estate market. “I truly love helping people,” she says. “Every transaction is different and has a unique story, and I enjoy getting to know my client and helping them through their situations. It’s very much like the military.”

For Kelly, real estate is about much more than buying or selling homes; it’s about guiding her clients through a meaningful chapter in their lives, which is why she takes such a hands-

on approach with them. “The reason I get so many referrals is because I really do care and handle so much for my clients,” she explains. And, coming from a town with such limited resources and opportunities to grow wealth and having started working at age 14 to create a better future for herself, Kelly understands first-hand how much effort it takes to make that dream into reality. “You’re where you are because of the choices you make,” she adds.

Kelly’s dedication to service extends far beyond her clients. As a board member of the Ulster Foundation’s Utah Chapter, Kelly helps promote tolerance and understanding by connecting Northern Irish teens with American peers in Utah. This initiative fosters dialogue between Catholic and Protestant youth, inspiring future

leaders to embrace inclusivity. She also volunteers with a local women’s group that takes on quarterly projects to assist those in need.

And as much as Kelly loves helping others, family always comes first. The family of six—including their four children, Audrey, Matthew, Ava, and Michael, a dog named Charlie, and a cat named Fluffy—prioritizes togetherness on a daily basis. Their favorite activities involve pitching in with family dinners and enjoying the outdoors, and while Kelly’s triathlon days are behind her, she still finds solace in staying active through hiking.

Reflecting on her journey, Kelly credits her success to the mentors and supporters who have helped her along the way, valuing the camaraderie she’s found throughout the industry and likening it to her time in the Navy. “After

“

**EVERY TRANSACTION IS DIFFERENT AND HAS A UNIQUE STORY,** and I

enjoy getting to know my client and helping them through their situations. It’s very much like the military.”

being in it for so long and getting to know the people in your area, you find camaraderie,” she states. This spirit of connection drives her openness to mentoring others, sharing the lessons she’s learned as an “open book” for those entering the field.

While Kelly dreams of building a team someday, her focus remains on her

family for now. “I’d hate to let anyone down by starting that journey too early and not being able to give them my 100%,” she explains.

With a career rooted in service, a passion for helping others, and a steadfast commitment to her values, Kelly exemplifies the power of making choices that align with purpose and heart.





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