



*When husband-and-wife* real estate team Jeff and Michelle Haas pursued their real estate licenses in 2010, they had no plans to make it a full-time career. “At the time we were buying and selling investment properties, and it just seemed silly to keep paying commission to an agent every time we wanted to buy or sell,” Jeff recalls. “So we got our licenses to represent ourselves during those transactions.” It wasn’t long, however, before friends and family started asking them for guidance, and by 2012, they realized real estate was not only a lot of fun, but also a great way to make a living.

Now Jeff and Michelle serve clients throughout Reno and Sparks, Nevada and are beginning to branch into the Lake Tahoe area, as well. While Jeff tends to take on more of the direct client work, Michelle handles all aspects related to coordinating transactions. There is one thing they have discovered — they’re a dynamic duo when it comes to listing presentations, always doing those together.

It’s clear the team loves what they do, which is just one

of the many reasons clients enjoy working with them. “We are straight-up with our buyers and sellers,” Jeff says. “Clients seem to really appreciate that and trust our advice. We focus on serving our clients with integrity and the results always seem to follow.” That philosophy follows some valuable advice they received at the beginning of their real estate careers. “I remember someone telling us, not to worry when things are slow, not to gloat when they are going well, and if we just keep working hard, the hard work will eventually pay off.”

There’s no question their hard work is paying off. In 2015, the pair closed 72 properties for more than \$17 million in sales, and both were ranked among the Top 50 Agents in the NNRMLS out of approximately 3,000 active agents. Even more impressively, they achieved all that while working on their most ambitious flip home to date. “We spent eight months restoring a house built in 1934 and gave it a complete renovation while maintaining its vintage charm,” Jeff explains. “We restored all the original hardwood floors, doors, hardware, and chandeliers. We were very hands-on, one of us was at that project site almost every day.”

With such full schedules, it’s hard to imagine Jeff and Michelle fitting any more in; but they have figured out a thoughtful way to help the area’s homeless population. “It started one year during the Christmas season. Our daughter was in middle school at the time and we decided to make up gift bags with food and supplies and hand them out to people,” Jeff recalls. “But then we asked ourselves, why just do it at Christmas, and now we all keep gift bags in our cars year ‘round. When we see someone in need, we stop and give them a bag.”

With business booming, Jeff and Michelle have exciting plans in place to grow their team. “We just opened Sierra Realty in October of 2015 and we will do over \$21 million in sales this year with myself, my wife, and one other agent,” Jeff says. “We are actively interviewing experienced agents to continue expanding in Reno and Sparks with future plans to open an office in the South Lake Tahoe area.”

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