## featuredagent

## Rexalynn Walberg



Rexalynn Walberg's experience in the real estate industry has run the gamut — from partnering to represent new-build properties, to acting as the Managing Broker at one of the most well-known offices in Las Vegas. After attending Arizona State University and co-launching a successful anti-aging clinic in Florida, Rexalynn ultimately relocated to Nevada in 2005 to be close to her parents' retirement locale. Energized by the prospect of a new challenge, she earned her license

and set out to develop a career in real estate. Soon enough, Rexalynn crossed paths with Scott and Amie Yancey of Flipping Vegas television fame. Astutely spotting Rexalynn's talent, Scott hired her as a licensed salesperson while he navigated the first season of his soon-to-be hit show — with Rexalynn even appearing in a few episodes that year. Scott rightly sensed her leadership ability and appointed her to one of the company's preeminent roles, Managing Broker. Today, Rexalynn is at the helm of a thriving enterprise with GOLIATH Properties, not only managing a capable team of agents, but also serving clients in her own right. Guided by the principles of integrity, straightforward communication and consistent delivery, she has cultivated a commendable reputation that pairs client-centric care with all-out results.

Primarily serving Summerlin, Henderson and the west and southwest areas of Las Vegas, Rexalynn fields clients of all kinds — spearheading new-build sales, promoting homebuilders, representing investors, and working with families and first-time homebuyers to source the home of their dreams. Her approach to the agent-client relationship is steeped in responsiveness and attentiveness, tenets that drive continuous business. In being honest about expectations regarding the buying and selling processes, she establishes trust and open lines of communication with her clientele from the outset. Likewise, she is dedicated to constant follow-up so that all parties involved in a transaction are kept in the loop and aware of the details as they progress toward close. As a result, Rexalynn has earned an impressive rate of repeat and referral business, amounting to 80%. What's more, she has been honored with several awards, and was named among the Top 40 Under 40 for the Young Professionals Network and My Vegas magazine's Top 100 Women in Vegas for two years in a row. Rexalynn's commitment to consistent performance is demonstrable by her industry

recognition, as well as by her clients' enthusiastic satisfaction with their service.

Wisely recognizing that the modern homebuyer begins house-hunting online, Rexalynn takes a strategic approach to marketing her listings. In addition to using 3D video walk-throughs of the properties she represents, she also sends out e-blasts to her sizable network and incorporates custom targeted ads on social media. Rexalynn appeared on Flipping Vegas for each of its four seasons, and now that the show is in syndication, there is a near constant stream of responses and support from fans the world over. She even receives digital fan mail as far afield as the Philippines, where viewers of the show are delighted to learn of her own Filipino heritage.

At the heart of Rexalynn's proven track record of success is a deep devotion to the individuals and families she serves. "I love my home, and I never forget that it's an important place, where we spend most of our time," she explains. "There's nothing more rewarding than my clients' reactions at closing, completing the biggest purchase of their life. They're ecstatic and I love being part of that experience. I value the client — whether they are buying or selling a million-dollar property or a \$50k property. I treat everyone as a special priority."

Pointing her inclination for service toward her local community, Rexalynn engages in a variety of civic and charitable causes. She and her office sponsor and participate in Ride 2 Recovery, benefitting the Wounded Veterans Project. She also belongs to several committees, including the Greater Las Vegas Association of REALTORS, the Young Professionals Network, the Market Trends Committee and the Community Outreach Committee. In her free time, Rexalynn enjoys practicing her hobbies with her husband of eight years. Together, they enjoy shooting long-range and competition style — an interest that stems from her husband's guns and ammo business.

As for the future, Rexalynn has plans to continue to develop her business, with visions of growing the boutique brokerage and gaining even more recognition. With more than a decade of keen industry insight and experience earned thus

far — along with an innate spirit of service — the years still to come are sure to be filled with sustained promise for Rexalynn Walberg and her team.



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