

# THE NEIGHBORHOOD HOME TEAM



## professional profile

They say two heads are better than one, but when both heads are programmed with solid work ethics, similar values and compelling entrepreneurial aptitude then the results can only spell success. And in the case of partners Walter Czerkies and Ron Monahan success is spelled: The Neighborhood Home Team.

Like any successful partnership, the two entrepreneurs who make up The Neighborhood Home Team share the same goals, work ethic, and ideals. Because of these shared philosophies they work in tandem to create successful and smoothly executed transactions for their clients and have earned a solid reputation among fellow REALTORS®.

Ron and Walter who work out of the Green Valley office of Re/Max Associates, arrived in Las Vegas from opposite directions (Ron from Michigan and Walter from California) and yet both shared similar business backgrounds and seemingly made the decision to apply that experience to the rapidly expanding real estate market at virtually the same time.

It didn't take long for them to realize that merging their combined energy, effort, and experience made sense on a number of levels.

"We're both very committed to our work," points out Walter, "but we both wanted to have time for our families as well. By teaming up we could be assured that our clients would always be able to reach one of us. Typically, we each service our own clients, but with the understanding that in an emergency they can always call our partner."

It seems to be a method that's been more than effective. In an industry notorious for its high "fall-out" rate among newly licensed REALTORS®, these two ambitious and completely dedicated agents have not only survived but, like rich cream have proven their worth by rising quickly to the top.

Good listeners, honesty, hard work, and always answering calls, seem to be their winning strategy.



WALTER CZERKIES AND RON MONAHAN  
"THE NEIGHBORHOOD TEAM"

service possible, but we never forget nor fail to appreciate how fortunate we've been."

Walter nods in agreement. "I think what we've done is pretty basic," he offers. "We treat our clients the way we would want to be treated. Above all, we're extremely accessible."

There's a pause before both men break out in boisterous laughter. "We've had meetings and signed contracts in some very unusual places," Ron explains. "For instance I once completed a transaction in a Burger King."

"Yeah," Walter joins in, "and I remember walking through the casino at Caesar's Palace carrying my briefcase all dressed in a suit and tie. I was meeting an out of town client in his hotel room and I couldn't help thinking how drastically my lifestyle had changed in such a short time!"

That's something else the two men have in common. In a round about way they both come from the automotive industry. Ron was a supervisor at a Ford plant while Walter had his own business repairing speedometers.

Both men are not only fathers, but very young looking



Newton Yarber IV. His daddy, married to daughter Amy is naturally John Newton Yarber III.

Walter is a single dad with a married daughter as well as a son in high school. Desiree Van Leer and her husband John are the proud parents of Walter's three grandchildren Madison, Kaleigh, and Gavin. Son Michael is a junior at Green Valley High School and plays for the varsity soccer team.

Both men obviously take great pride in their families and despite long work days still find time to spend with those who mean the most in their lives.

It's also apparent that they are both men of integrity who not only care about their clients but their fellow REALTORS® and their clients.

"We'll do anything and everything we can to make it a win-win situation all the way around," notes Ron.

"It's important to us that our fellow REALTORS® know that when they work with us they can depend on 100% effort not just for our own clients but for theirs as well," adds Walter. "We do everything we can to help ensure that the transaction goes as smoothly as possible. We're meticulous with our paperwork and we can be depended upon to conduct ourselves with the utmost professionalism so that the other agents never have to be concerned about us upholding our end of the deal."

After working together for a few years they've come to know and appreciate their respective similarities and differences. One thing they definitely have in common is the desire to create a real estate team that embodies what they believe to be the essentials to insure success for all involved.

As obvious as it is that each of these men has tremendous respect and trust in the other, they both seem to express an even

greater admiration for Rick Shelton and his partner Tracy Ruck the Broker/Owners of Re/Max Associates.

"Rick and Tracy have just been great to us," says Ron. "They really make all of us feel like we're part of their family. It really makes all the difference in the world to have that kind of positive environment to work in."

"I was especially impressed with Rick when I first interviewed with him," recalls Walter. "I was newly licensed and had interviewed at several offices. What I recall so vividly was just how honest and straightforward he was with me. No dog and pony show, just what they could offer me and what I could count on by way of support from them. I knew he was someone I could trust and would enjoy working with."

Walter and Ron are without a doubt one of the top team's around, but naturally they won't be satisfied to sit on their laurels. They're already discussing plans to expand their team by adding a few buyer's agents.

"We're all about service," says Ron with a smile.

"And we'll keep adding services, and people if necessary, to ensure our clients get only the best," Walter finishes. ★

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