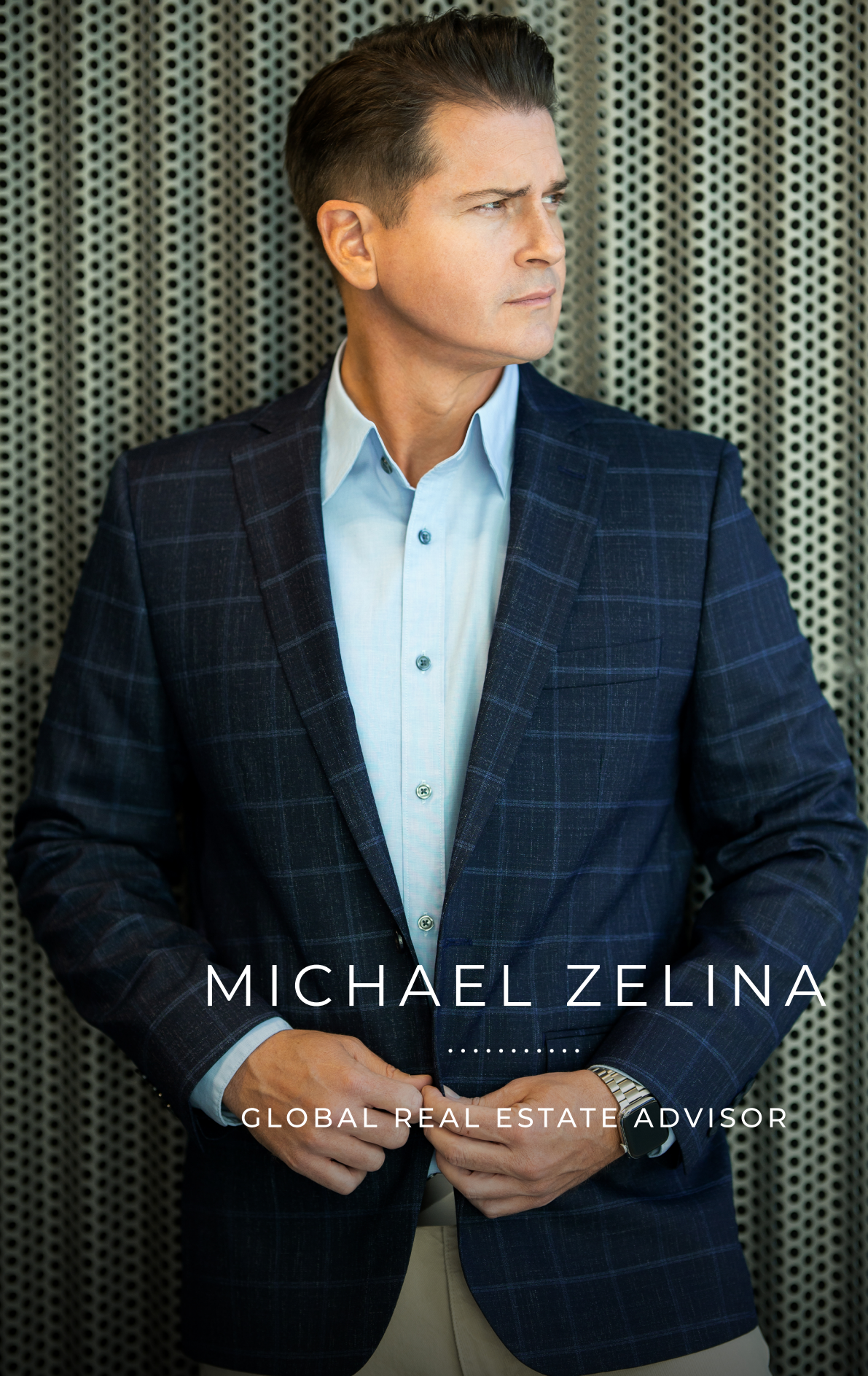


LAS VEGAS

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



MICHAEL ZELINA

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GLOBAL REAL ESTATE ADVISOR

MICHAEL ZELINA

ALL-IN ACHIEVER

There's a spark where opportunity and action meet. That's the place where Michael Zelina operates — with a zest for life, a hunger to help others win, and the ability and drive to make it all happen.

A former U.S. Marine, owner of a financial consulting firm, broker/owner of Red Luxury Real Estate, and now a global luxury real estate advisor with Las Vegas Sotheby's International Realty, Michael is a true all-in achiever.

Over the past decade, Michael has served the real estate needs of Las Vegas ... with a unique and customized approach. All while proudly providing his local and international clients with seamless and successful transactions to flourish their real estate portfolios, both domestically and abroad.

Prior to joining Las Vegas Sotheby's International Realty, Michael, along with his partner, Leah Marie Monroe, co-founded a hybrid company named Red Luxury Real Estate, Marketing & Productions. This unique and modern twist within their business model brought clients an elevated experience, allowing them to work directly with a marketing agency to package and present their home as if it was the latest sports car on the market.

Michael is also an FAA-certified commercial drone pilot and plays an intricate role as the company's Director of Videography. "What I love most about the luxury real estate sector is the strategy of creating a compelling story that captures the property's true

beauty and value, but even more so the backstory of my clients and what inspires them," he says. "The biggest fulfillment really comes from the relationships I've been able to build over the years."

One of Michael's fondest memories was working with Bravo's Million Dollar Listing Los Angeles and one of the world's top billion-dollar-producing agents, Josh Flagg. Michael and his team were chosen to create impact marketing videography for his multi-million-dollar Beverly Hills listings. Josh later shared on camera, "When it comes to capturing the essence of a property, nobody does it better than Red Luxury."

Most recently, Michael also worked with the Quixote Studios, the crew behind the Vice TV show *Most Expensivest*. Amongst other high-end products featured on the show was his favorite Blue Heron modern desert listing known as "The Aurora Estate."

Career highlights continued for Michael when his hybrid company marketed, listed, and sold the most expensive home of 2019, "The SkyFire Estate," for \$16 million in just seven days. The 21,000+-square-foot mega-mansion, located in the Spanish Hills community, served as an inspirational project for what he hints might be coming to the Vegas horizon in the near future.

▶▶ leadership

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Along with residential and commercial sales, Michael works hand-in-hand with multiple developers and investors to envision the future of Las Vegas and its ever-growing city limits. This is where Michael and his team thrive. “Our team is so amazingly talented! We all have creative design and marketing backgrounds, over 25+ years of real estate and finance knowledge, and the attention to detail for white glove/five-star client care. We have worked together for the last seven years and created a formula that will impress even the savviest developers, investors, and visionary clients. Not too many can bring those kinds of dynamics to the table and do it quite like we do,” Michael emphasizes.

Michael and his team have collaborated and created with the likes of HGTV, ABC *Extreme Makeover*, Vice TV celebrity host 2 Chainz, Daily Mail, stars of the hit show *Million Dollar Listing L.A.*, *The Wall Street Journal*, and *Nobleman Magazine*, to name a few. Brand alignment has been key to his journey and continues to be as he strategically moves onward and upward with the new leadership team at Las Vegas Sotheby's International Real Estate.

“I love everything real estate and art — architecture, classic automobiles, historical artifacts — and the stories behind them. And now, my team can expand our passion beyond real estate into all things luxury around the world. Most importantly, providing our clients the services, resources, and exposure beyond what any other competing brokerage can offer,” Michael states.





While Michael has been afforded the experience to work within the luxury real estate industry, he truly enjoys the simplicity of small-town life and what he considers the most valuable assets — family and freedom.

Born and raised in Columbus, Ohio, Michael spent most of his childhood playing football, rebuilding anything with an engine, and spending summers at their countryside cabin with family. For Michael, it's impossible to overstate the meaning of family. "When I was 25, my father passed away unexpectedly, and I took over the family business, getting my commercial insurance license within weeks of his passing. It was a crazy time. Looking back, I had to grow up quickly to fill his shoes, learning how much he did and why he worked so hard," Michael remembers. "I'm the oldest of three siblings, and there's no way I could walk into his office daily, sit in his chair, and represent a legendary man without the driving force of family behind me."

Michael credits his mother and father for their sacrifices and the lessons they taught that still hold true today. As he explains, "While my father was a star athlete at The Ohio State University, my mom was the MVP in a league of her own. Together they taught us that loyalty, heart, and integrity are everything — which explains why I fell instantly in love with Leah. After 20 years together and multiple business ventures together, she is the heart, strength, and spirit that continues to power us through any waves of life."

At the end of the day, Michael's really just a country boy at heart. The trajectory of success that he has spearheaded with his family's strength, support, and team-driven mentality continues to skyrocket. And it's clear that the best is still to come. With a blend of humor, integrity, care, honesty, and action, Michael continues to move forward with passion as an all-in achieve