JASON MATTSON

Breaking New Ground in Real Estate

elite broker spotlight

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Photographs by **Neon Sun Photography**

Jason and Jenny Mattson

"I've been a real estate agent for 15 years, but it feels like yesterday," says Jason Mattson, owner, and broker of the Orange Realty Group.

He opened his brokerage in 2009, a bold move in the Great Recession. "It was the right time for me," says Jason.

Not only does he oversee over 65 real estate agents and manage almost 500 properties, but he has also achieved personal success. Ranked #26 in the 2018 Top 250 Agents in Clark County out of over 17,000 licensed real estate agents, Jason is the trusted expert when it comes to real estate. He is proud to be in the Las Vegas Realtors Young Professionals Network "Top 40 under 40" in 2013, 2017, 2018. This year, he is looking forward to being inducted into the YPN 40 Under 40 Hall of Fame. He was also accepted into the Leadership Las Vegas Class of 2019 program hosted by the Las Vegas Chamber of Commerce.

Passionate About His Profession

"What I love about the industry is that it is hard to define what being a real estate agent really is," he comments.

"I never get bored with it. The industry has so many opportunities that there is never a reason to burn out, fail, or get bored." Jason has continually reinvented himself in the world of real estate, which is the secret to his success.

Determined to provide exceptional service to his clients, Jason originally got into the mortgage side to understand that aspect of the industry. Jason explains, "I was constantly asked questions by my clients outside of my area of expertise." Now as a mortgage broker, he is happy to answer questions and truly understands the industry, giving him an edge over his competition.

He has served as a principal lender for investors since 2004 on all property types through a variety

Jason with his wife Jenny, and children Austin and Victoria

of sources of capital. In every one of these investments, Jason invested his personal funds and managed the underwriting and closing process for the debt extended.

His career volume is around 250 million dollars. Last year, he had 29 million in residential real estate sales, not including his commercial sales or his own flips. Privately financing over 10 million dollars in real estate, he is invested in the industry.

Setting Himself Apart from the Competition

When asked how his brokerage is different, Jason replies, "I think we are a more well rounded robust real estate company. We are real estate agents who can fund the deal if the conditions are right."

He adds, "Anything that the client is looking to do, we can do." In addition to buying and selling homes, Jason serves in an advisory role as an experienced broker. He can help clients create a 100-property portfolio and sell it within 6 months or help investors analyze their property portfolio.

"The average company specializes in buyers' agents. That's all they do," says Jason. He is on the leading edge of real estate by creating well-rounded agents who are able to tackle numerous tasks, protecting them from boredom and burnout in the process. Considering that the average real estate agent doesn't make it in Las Vegas, Jason is raising up a new class of real estate agents who are ready for whatever the future holds.

"One of the big things I try to teach my agents is not just to earn a commission, it's how to invest your money," explains Jason. In addition to utilizing his investors' capital, he funds with his own capital. "It helps clients understand that we have a shared interest."

Family Time

When Jason isn't working, you can find him with his wife Jenny and their two children, Austin and Victoria. Family time is always well spent.

In his free time, Jason enjoys traveling, going for hikes, and getting out to the mountains. "I did buy a Can-Am Maverick, a good off-road vehicle, that I plan on enjoying with the children," he says.

He also likes giving back to others through sponsoring a local Boy Scouts troop, the Boys and Girls Club, and his church.

For more information on Jason, check out his website, http://orangerealtygroup.com.