

Brenda Claiborne, Designated as A Member Agent by ReferralExchange Membership provides the ability to provide direct referrals around the country Real estate referral network, ReferralExchange is proud to announce that Brenda Claiborne of Lostra Realty has been named as a ReferralExchange Member Agent. Agents are asked to join ReferralExchange by invitation only.

With over 20,000 agent members, ReferralExchange is one of the fastest-growing referral services in real estate. The network participated in over 10,000 closed sides in 2016 and made over 240,000 connections. The company has referral-ready real estate agents in all 50 states (100% of US Zip Codes) who have all been vetted and have years of experience and positive recommendations.

Submitted referrals are qualified and matched with 3-5 agents from the network. ReferralExchange uses proprietary data science to determine which agents are most suited for the particular consumer. "What's most important to me is that the people I refer have a positive experience, wherever their journey takes them," said Brenda Claiborne. "This network makes sure that my valued clients are taken care of with the same level of service I provide."

Data from ReferralExchange's annual survey of the real estate referral network shows that most agents refer anywhere from 2-10 clients per year. For these agents, what is most important is knowing what happens after the referral is transferred. ReferralExchange's tracking system gives agents peace of mind and reporting on each submitted referral. "In today's world being able to provide quality referrals is very important to an agent's business," added Scott Olsen, CEO of ReferralExchange. "We are excited to welcome Brenda Claiborne as a Member Agent."

About Brenda Claiborne

Mission: I am committed to being available when you are and being a trusted resource for all phases of the real estate process.

Vision: To be the Realtor that you need on your team throughout the buying or selling process. To ensure that, I have developed many local connections through serving and volunteering in various community and civic organizations and have a true passion for helping people find their place in our communities throughout Northern Nevada.

Beliefs: Connect...Mentor...Volunteer

You'll receive the highest degree of integrity and client first mentality from me. I live by the "Golden Rule" and never stop improving, learning and growing for myself and my clients. I strive to educate my clients and guide them through the minefield of the real estate process. Positive thinking does produce positive results. I believe in providing my clients with solutions and never excuses. I also believe that serving or volunteering in our communities is important and by doing so you stay connected to what is happening.

Giving Back: Giving back is one of my core beliefs and I always strive to be a go to resource in my community. I am a past member of the Elko Area Chamber of Commerce Board of Directors, past Treasurer for the Ruby Mountain Balloon Festival, Supporter of Purple Providers, The JAS Foundation, organizer for the West Wendover Light up the Sky Christmas Lights Parade, and many other community events and fundraising opportunities.

About Me: My love for real estate began during the first 20 years of my professional career that I spent climbing through the corporate ranks of one of the largest building maintenance company in the United States, eventually running the St. Louis Branch. I worked closely with Asset and Property Managers as well as Commercial Real Estate Agents from some of the highest profile corporate offices in the St. Louis region as well as many of the young startup companies. Several of those individuals mentored me throughout my career and taught me valuable lessons about the real estate industry.

In 2011 I decided to leave the corporate world behind and started my own company providing business services and consulting. At this time, I began to educate myself in real estate. I flipped my first home in the St. Louis area and learned a great deal from the Realtor I was working with. I had a lot of fun with my first flip and was excited to start the next one, when my life took a turn West.

In 2012 I followed my husband, who had a great job opportunity, to Elko, NV. We have lived in the Northeastern Nevada area for the last 5 and a half years. We moved to the Elko area during a time when a major housing crisis was occurring. There were no places to rent and the housing market was inflated. We chose to live in a large RV for a few years as the housing market improved. It was a stressful time for us, but we wouldn't change a thing because we learned so much through the process.

We have enjoyed exploring and traveling around the region and taking in the spectacular beauty of this part of the US. A little over a year ago I followed my husband again to the West Wendover area. I extended my real estate coverage to this area as well as the rest of the Northern Nevada.

If you are relocating to Northern Nevada, I have firsthand experience in relocating to the area, and I am willing to be your experienced guide to help you and provide valuable insights into moving to this region. If you are looking into taking that big leap from renting to owning your own home I can help you with this as well. From the Salt Flats through Cowboy Country, I am here to serve you.

About ReferralExchange

ReferralExchange, the nation's top real estate referral company, is dedicated to creating real estate experiences between real estate professionals and customers. Founded in 2005, ReferralExchange has built an invite-only network of over 20,000 top-performing real estate agents. In 2016, the network participated in over 10,500 closed sides. Learn more at www.referralexchange.com.