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Scott and Amie

YANCEY

Photos by Claudine Kosier

It's no secret the Las Vegas residential market has seen ups and downs. Sin City saw the largest pricing bubble in the nation, and subsequently fell victim to one of the largest bursts during the housing crisis. Scott and Amie Yancey, real estate professionals and owners of commercial and residential real estate company GOLIATH flipped their own residence in 2007 and were on their way out of town to take some time off while the market recovered. That all changed when they overheard an interesting bit of news in a coffee shop. People in Las Vegas were able to purchase a home for \$36,000 and turn around and rent it for \$900 a month. After confirming this, the two jumped head first into a spree of buying and selling refurbished homes at a frenzied pace. The couple would purchase, close, and flip a property at the rate of one home a week for several years.

The Yanceys, who met in the early 1990's and rode dirt bikes for their first date, have always been a couple on the go. After building their first home and being involved in every step of the build in Park City, Utah, Amie fell in love with the building and design process. Amie's love of design and Scott's vast experience in real estate were elements of an equation that yielded massive successes when combined for both the Yanceys and their GOLIATH company. The two are vital to the transformation of the Las Vegas real estate market. Scott tells us that the time is now to take advantage of investing in real estate, as properties are selling up to 70 percent off of previous prices and at rates last seen more than 20 years ago. Yancey even penned an upcoming book about the market, aptly titled *Go Time*.



In 2008, while sitting with friends and going over some of their incredible flipping stories—from near-missed deadlines, to problems with contractors, to homeless squatters stealing everything—the idea for a reality show was dis-



cussed and *Flipping Vegas* was born. The show is currently airing its second season on the A&E network, where audiences love the mix of beautiful people, Las Vegas drama, building roadblocks and real estate transformations where through it all, Scott and Amie always get the job done. Of course, the power couple could not do it alone. Amie tells us that their success starts with great agents in the GOLIATH office. "We could not do this without the help of our incredible team. To name a few there is Aaron Goldberg, Heather Stone, Julie Walburn and Rexalynn Walberg."

The team typically films six days a week for six months straight to get all of the footage needed. And through the entire process of scheduling film crews, setting up and reshooting scenes and getting the TV show wrapped, there is real work to be done. Scott and his contractors bid out the property and give Amie a budget for the finishings. Amie tells us the biggest personal challenge involves "Scott's beer budget and my champagne tastes. In the end, the house turns out looking great and a profitable flip, or a great rental. Our challenges on the design and budget make for a lot of drama on *Flipping Vegas* which the fans love, and eventually Scott even comes around when he sees we get more profit than anticipated!" And, beside Amie every step of the way is her sidekick, a spunky and sweet dapple Dachshund named Tallulah.

Tallulah and Amie met when Tallulah was a tiny tot. "I must be honest and tell you that I purchased Tallulah at a pet store after losing my constant companions, my two Rhodesian Ridgebacks. This was at a time when I

did not know any better, but through the years and our work with the Las Vegas SPCA and several Dachshund and Ridgeback foundations, we have since learned of the horrors of puppy mills and will always look to rescue in the future. I think it's important for people to know how many adorable animals are waiting in shelters, and there are still so many people that don't know this," she tells us. From that early age, it was clear Tallulah would run the show. The Yanceys tell us that she always has to be on the go and can't sit still for too long, something she picks up from Scott. She would rather be on a job site walking through wet paint and supervising contractors any

day than sitting in an office, so most days she does just that and accompanies Amie to all of the projects.



"I love being able to have Tallulah around me all the time," Amie says. "Dogs are so unique and quite the opposite of people. People live to have others make them happy. Dogs live to make people happy. Tallulah instantly puts a smile on my face when I wake up or come home or see her running through a job site. It's clear she runs our lives, but we love every minute with her." Amie also says that Tallulah is an inspiration for getting the work done. "She is a little dog that is fierce and doesn't let her size keep her from doing anything. She is an example that if you have enough attitude, a 200 pound person six feet tall will be afraid of

you—even if you only weigh six pounds! Tallulah ignores reality and goes for what she wants—and usually gets it."

It's that kind of tenacity and commitment that has made GOLIATH a real estate institution in Las Vegas and keeps fans coming back for more. Catch the final episodes of season 2 of *Flipping Vegas* on A&E.