



Curriculum Vitae

Steven J. Kitnick

CFAC, CSP, CNE, RRG, GRI
1930 Village Center Circle, #5
Las Vegas, NV 89166
(702) 326-8722 (mobile)
StevenKitnick@NVRExpert.com

Summary of Experience

- Over 36 years of real estate experience. Represented clients and customers in the marketing and sales of residential properties. Developed and implemented individualized marketing strategies, negotiated contracts, and coordinated the successful closing of innumerable escrows. Recipient of numerous top producer awards.
- California real estate broker since 1987. Nevada broker-salesman since 1999.
- Nevada real estate education provider, author, and instructor teaching courses in pre-licensing, continuing education, and post-licensing for over 20 years.
- Authored over 55 Nevada Real Estate Division-approved continuing education courses.
- Presented over 3,000 live classroom Nevada real estate continuing education courses representing over 9,000 classroom hours.
- Approved by the Nevada Real Estate Division to instruct pre-licensing, continuing education, and post-licensing education courses.
- Approved by the State of Nevada Commission on Post-Secondary Education to instruct online Nevada pre-licensing courses.
- Extensive historical, practical knowledge, and understanding of the practices of the Nevada Real Estate Division and rulings of the Nevada Real Estate Commission.
- Attended over 350 Nevada Real Estate Commission disciplinary hearings and have occasionally provided the Commission with public comments regarding issues of importance.
- Frequent Contributor / *Las Vegas Real Estate NOW* Radio Show / 101.1 FM / 720AM.
- Provided case review, consultation, expert opinion reports, and/or expert rebuttal opinion reports in 24 legal cases in the past 4 years on behalf of Plaintiffs and Defendants.



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Areas of Expertise include:

Standard of Care
Standard of Practice
Fiduciary Duties
Nevada Law on Agency
Nevada Law on Disclosures
Seller Disclosure Obligations
Buyer Due Diligence
Residential Purchase Agreements
Brokerage Agreements
Broker Supervision & Responsibilities

Real Estate Experience

John Griffith Realty 2021-Present
New Home Resource, LLC 2018-2021
Realty ONE Group 2012-2018
Realty Executives of Nevada 2003-2012
Prudential Americana Group, REALTORS® 1999-2003
Various real estate brokerage in Sacramento-area 1986-1999

Current Instructor Positions

Steven Kitnick Seminars, LLC ~ Continuing Education
OnlineEd.com ~ Pre-Licensing & Continuing Education
ABC Real Estate School ~ Pre-Licensing
Nevada Real Estate Institute ~ Continuing Education & Post-Licensing

Courses Authored & Presented for Nevada Real Estate Continuing Education

Advance Fees, Retainer Fees, & Compensation for Services Rendered
A Licensee Guide to Earnest Money Deposit Disputes
As-Is
Avoiding Earnest Money Deposit Disputes
Avoiding Fixtures & Personal Property Disputes
Bewildering World of Preliminary Title Reports



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Buyer Agency in New Home Sales
Certified Foreclosure Alternatives Consultant (CFAC Designation) (co-authored)
Certified Short Sale Professional (CSP Designation) (co-authored)
Closing Costs in 10 Minutes or Less!
Commission Hearings: Case Studies I,II, III, IV, V, VI, VII, VIII, IX, X, & XI
Comparative Market Analysis
Contract Clauses
Contract Clauses for Short Sales
CYA 101: Covering Your Assets
CYA 102: Covering Your Assets
Deficiency Judgments
Disclosure
Do's & Don'ts of Unlicensed Assistants & Unpermitted Property Managers
Ethics for the Nevada Real Estate Licensee
Ethics of the Profession (Approved for NAR Ethics Training Requirement)
Fiduciary Duties
Fiduciary Duties in Nevada
FIRPTA: Foreign Sellers & Uncle Sam
HUD Sales Contract
Listing Agreement
NAC 645 Update
Nevada Agency Relationships
Nevada Law & Legislation 2015-2016
Nevada Law & Legislation 2017-2018
Nevada Law & Legislation
Nevada Law on Advertising
Nevada Law on Disclosures
Nevada Real Estate Brokerage
NRS 645 Update
NRS Legislative Update 2013
Offers, Counter Offers, & Multiple Offers
Procuring Cause (Approved for NAR Ethics Training Requirement)



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Real Estate Ethics is not an Oxymoron
Red Flags & The Duty to Investigate
Residential Purchase Agreement
Risk Reduction for the Nevada Real Estate Licensee
Short Sale Process
Trust Fund Accounting & Record Keeping for Nevada Brokers
What Every Real Estate Agent Needs to Know About Mortgage Financing (co-authored)
Who Can Legally Negotiate Short Sales in Nevada?

Professional Licenses

Nevada Real Estate Broker/Salesman License # BS.45424 (1999-Present)
California Real Estate Broker BRE # 00921974 (1987-Present)
California Real Estate Salesperson BRE # 00921974 (1986-1987)
Nevada Mortgage Loan Originator NMLS #1622604 (Inactive)
Covered Service Provider / Division of Mortgage Lending – Nevada (Inactive)

Professional Certifications & Designations

Certified Foreclosure Alternatives Consultant (CFAC) 2010
Certified Short Sale Professional (CSP) 2009
Certified Negotiation Expert (CNE) 2009
Risk Reduction Graduate (RRG) 2006
Graduate REALTORS® Institute (GRI) 1990

Education

California State University, Northridge
Bachelor of Arts in Philosophy with *Cum Laude* Honors (1979)
Dean's List
Most Outstanding Male Graduate Award (1979)
President's Club Outstanding Student Award ~ Honorable Mention (1979)



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Additional Education

Property Management Pre-Permit Course 2018
National Mortgage Licensing System Pre-Licensing 2017
Nevada Mortgage Lending Division/ Covered Service Provider Pre-Licensing 2017
The People's Law School – Certificate of Completion, Sponsored by Nevada Foundation
for Consumer Education & Nevada Justice Association 2012

Professional Associations

Las Vegas REALTORS® (LVR)
Nevada REALTORS® (NVR)
National Association of REALTORS® (NAR)
Real Estate Educators Association (REEA)
Association of Real Estate License Law Officials (ARELLO) – Associate Member