



**FOR IMMEDIATE RELEASE:**  
**January 22, 2008**

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## **RE/MAX Realty Affiliates Agent Puts Spin on Faltering Market**

(Reno, Nev., January 22, 2008) — With the shift in the real estate market from a sellers to a buyers market, RE/MAX Realty Affiliates agent Jan Mackenzie is putting a positive spin on the housing market by helping some clients turn their property into an investment opportunity.

“There are plenty of wonderful people renting for many different reasons,” said Mackenzie. “For the clients who are in a position to hold on to the property until the market changes, converting the property and renting to a trusted tenant is a smart move.”

With listings a year or more on the market, many of which stand vacant, converting to a rental property can be a win-win situation for all parties involved. The pressure on the home owner is relieved when they are able to rent the property and renters may find a situation that’s better suited for the time being.

“My wife and I bought a house in the northwest when the housing market was just picking up,” said Brayson Rusinyak, a client of Mackenzie’s. “Now that the market has scaled back, we’ve just bought a new home and turned the previous home into a rental property. Jan has been instrumental in the process, managing everything to ensure we were able to rent to a suitable tenant. With Jan’s help, we’ve made a seamless transition in converting our house to a rental property.”

A real estate investor for more than 20 years, Mackenzie believes her background has given her a broader understanding of the real estate profession.

“I chose real estate as a profession after many years as a real estate investor because I enjoy being of service to my clients while using my knowledge and experience,” Mackenzie said. “It’s a fascinating business in that no two transactions are ever the same. The parties involved, the motivation, desires and priorities each client brings to the transaction create new and exciting challenges and opportunities every time.”

To practice property management, an agent must hold a Nevada Real Estate License and obtain certification from the Nevada Real Estate Commission. Mackenzie holds both credentials as a professional property manager.

Recognized as the second highest producing office by the Northern Nevada Regional Multiple Listing Service, RE/MAX Realty Affiliates has offices in Reno, Carson City and Gardnerville. Mackenzie joins approximately 60 other Agents who comprise the top producing Reno office. For more information about becoming an RRA agent, contact Amy Lessinger at (775) 327-9910.