

THE LEGAL EDGE

An agent who thinks like an attorney.

Every real estate transaction is a legal transaction. The question is whether your agent *understands* that.

Most agents learn contracts by filling in blanks on standard forms. I study contract law, property law, and legal strategy at *UNLV's William S. Boyd School of Law*, then apply that knowledge across active transactions every week. I also serve as a Law Clerk at Unit of Risk Legal Advisors, a Nevada law firm, and sit on the Grievance Committee of the Las Vegas Board of Realtors.

27

YEARS LICENSED

Nevada Broker since
1998.

1,700+

TRANSACTIONS
CLOSED

Across the Las Vegas
valley.

1 of 1

LEGAL-TRAINED AGENT

Of 16,000+ in the Las
Vegas metro.

LAS VEGAS, NV

Billy O'Keefe Real Estate
eXp Realty · Lic. BS.336

Every purchase agreement is a binding *contract*.
Every disclosure carries legal *weight*. Every
negotiation has implications that extend beyond the
purchase price.

I have closed over **1,700 real estate transactions across 27 years** in the Las Vegas market — short sales, structured investor deals, contract disputes, title and disclosure issues that most agents have never encountered. I currently sit on the **Grievance Committee for the Las Vegas Board of Realtors**, reviewing the ethics and compliance cases that shape how real estate is practiced in this market.

I combine that foundation with formal legal training at **UNLV's William S. Boyd School of Law**, one of the top law schools in the region. I also serve as a **Law Clerk at Unit of Risk Legal Advisors**, a Nevada law firm founded by attorney John Netto, applying legal analysis to real-world cases alongside my real estate practice.

The result is a real estate professional who understands contracts, disclosures, title issues, and legal risk at a level that other agents simply do not.

The *credentials*.

Every detail verifiable — Nevada Real Estate Division,
UNLV Boyd, Las Vegas Board of Realtors.

Licensed Nevada Broker	Since 1998 — License #BS.336 , eXp Realty.
Transactions Closed	1,700+ homes bought and sold across the Las Vegas valley over 27 years of active practice.
Client Reviews	900+ combined five-star reviews on Google and Zillow.
Legal Education	J.D. Candidate · William S. Boyd School of Law, UNLV.
Law Clerk	Unit of Risk Legal Advisors · John Netto, Esq. — applying legal analysis to active cases alongside the real estate practice.
Industry Oversight	Grievance Committee , Las Vegas Board of Realtors — reviewing ethics and compliance cases that shape local practice.
Specializations	Negotiation, short sales, contract structuring, investor transactions, FIRPTA / international, probate & estate sales.
Guarantees	"Don't Get Stuck" easy-exit buyer's agreement · satisfaction guarantee on representation.

When deals get complicated.

Las Vegas transactions get tangled fast — title defects, HOA disputes, FIRPTA, probate, distressed sales. Most agents hit a wall when a deal moves beyond standard purchase and sale. *I don't.*

SITUATION	WHAT I BRING TO IT
Contract dispute with the other party	Spot contract risks early — and know exactly when to bring in legal counsel before the other side does.
Title defect or lien issue	Spot title problems during due diligence, not at closing. Trained to recognize the title issues that can delay or kill a deal.
Probate or estate property purchase	Understand probate timelines, court requirements, and how to structure a purchase that doesn't stall in the legal process.
Investment property or LLC structuring	Structure deals for investors daily; understand how entity structures, liability, and tax considerations affect real estate transactions.
HOA dispute	Grievance Committee experience plus legal training means I read CC&Rs like governing documents, not marketing brochures.
Short sale or foreclosure	27 years of distressed-property experience including lender negotiation. I understand the risks buyers face when purchasing short sales and foreclosures — including title, timeline, and as-is condition issues.
FIRPTA or international buyer/seller	Familiar with the FIRPTA withholding process, treaty considerations, and ITIN requirements that most agents have never heard of.
Boundary or easement dispute	Read surveys; trained in easement law and how it impacts property rights. Identify encroachment issues before they become litigation.
Disclosure or fraud concern	Legal training in disclosure obligations means I catch what was left out of the SRPD — not just what was checked.

One of *sixteen thousand*.

There are approximately 16,000 licensed agents in the Las Vegas metro. The number simultaneously pursuing a law degree, clerking at a Nevada law firm, and sitting on the Board of Realtors Grievance Committee is exactly *one*.

01

Contract review with legal *precision*.

Purchase agreements, addenda, and counteroffers read with a contract-first mindset shaped by legal education — not standard practice. Ambiguities, unfavorable terms, and potential liabilities that other agents miss because they were never trained to look for them.

02

Negotiation backed by legal *understanding*.

Market knowledge paired with the kind of contract fluency that comes from formal legal training. I read agreements differently than most agents — catching issues others miss if a deal goes sideways.

03

Early identification of legal *risk*.

Most agents discover legal problems when they blow up at closing. I identify them during due diligence — title issues, disclosure gaps, zoning conflicts, HOA violations — when they are still fixable.

04

Attorney coordination without the learning *curve*.

When a transaction does require legal counsel, I speak the language. Attorneys get organized, relevant information so they can work efficiently — saving you both time and legal fees.

ABOUT · UNIT OF RISK LEGAL ADVISORS

Where the legal work is *real*.

Unit of Risk Legal Advisors was founded by John Netto, a Nevada-barred attorney sworn in by Justice Kristina Pickering at the Nevada Supreme Court. Netto is a Marine veteran, published author, and recognized expert at the intersection of financial markets and legal strategy. I serve as Law Clerk at UOR Legal, applying legal analysis, case research, and strategic problem-solving to real matters — the daily immersion in active legal work that separates this practice from agents who took a weekend CE course.

For a buyer, that means contracts read by someone trained to find what's *missing*.

Negotiations argued with contract-law fluency. Legal risk identified during due diligence — not at the closing table.

BILLY O'KEEFE

Realtor / Broker · J.D. Candidate, UNLV

