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# Fether Dugan

More Than  
Just Real Estate

PHOTOGRAPHY BY LUX MASON  
MARKETING AND MEDIA

Fether Dugan, Captain of Team Stevens at Real Broker LLC, has made an impressive mark in the real estate industry over the past five years. With a career volume exceeding \$55 million and numerous accolades, she has solidified her reputation as one of Northern Nevada's top-producing Realtors. Recognized for her excellence in client service, she has received awards such as the 2021 Homes.com/Homesnap Excellence in Client Services award, Team Stevens' Top Producer for 2022, 2023, and 2024, and was named one of the Top 25 Realtors of the Year by the Women's Council of Realtors Northern Nevada in 2024.

Fether's journey into real estate was long in the making. She first discovered her passion in 2000 when she and her husband bought their first home together. Over the years, she bought and sold multiple properties and managed a rental, fueling her curiosity. However, self-doubt and concerns about stepping on the toes of her Realtor friends kept her from pursuing a career in the field. It wasn't until 2019, when her children became more independent and she found herself seeking change, that she finally took the leap. Despite initial fears about passing the licensing exams due to dyslexia, she passed both on the first attempt and dove into real estate part-time before making it her full-time career.

Her background in sales and operations played a pivotal role in shaping her

real estate success. Before joining the industry, she spent nearly a decade as a Director of Sales and Operations, handling government contracts, traveling extensively, and honing her negotiation and leadership skills. Those experiences provided her with the confidence, communication skills, and work ethic that now set her apart in real estate. As Marie Forleo wisely said, "Success doesn't come from what you do occasionally. It comes from what you do consistently."

For Fether, real estate is more than just transactions—it's about connections. She thrives on building lasting relationships with clients, many of whom become lifelong friends. "Helping people achieve homeownership is rewarding, but the real gift is the relationships formed along the way," she says. Her dedication to her clients goes beyond closing deals; she stays in touch, celebrates their milestones, and ensures they feel supported long after the sale. She embodies Maya Angelou's famous words: "People will forget what you said, people will forget what you did, but people will never forget how you made them feel."

Despite the rewards, real estate comes with its challenges. The emotional weight of guiding clients through major life decisions, the unpredictability of the market, and the responsibility of protecting her clients' best interests can be demanding. However, Fether embraces these challenges with resilience, continuously educating herself and staying ahead of industry changes to provide the best service possible.

Her rapid success can be attributed to her willingness to work hard and seek mentorship. From the start, she knew she couldn't build a thriving business alone. By joining Team Stevens, she gained invaluable guidance and lead opportunities that helped her jump-start her career. In her first full year, she closed 21 transactions, a testament to her dedication, authenticity, and strategic approach.

Beyond her professional achievements, Fether values balance. Now an empty nester, she and her husband, Scott, enjoy traveling, camping, and spending time outdoors. Their recent trip to Europe with their children was a dream come true—one made possible through the flexibility and success she has built in real estate. They also take pride in helping their sons navigate homeownership, a full-circle moment that underscores the importance of her work.

Fether's approach to real estate is deeply personal. She prioritizes education, transparency, and genuine care for her clients. "Buying a home isn't just a transaction; it's a life decision," she says. She remains committed to staying informed on market trends and legal changes to best serve her clients and protect their investments.

For those considering a career in real estate, Fether offers candid advice: "This business isn't for the faint of heart. It requires consistency, self-motivation, and resilience. Success doesn't come overnight, but with the right mentorship, dedication, and authenticity, it's absolutely possible." She also believes in the power of passion, quoting Marc Anthony: "Do what you love and you'll never work a day in your life."

Fether Dugan's story is one of determination, passion, and a relentless pursuit of excellence. As she continues to build her legacy, one thing remains certain—her commitment to serving her clients and community with integrity and heart.







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**FETHER DUGAN**

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