

REAL

ESTATE

WITH A

GLOBAL

HEART

WRITTEN BY KENDRA
WOODWARD
PHOTOGRAPHY BY
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EGRESS BY BLUE HERON

Kaori
NAGAO-CHITI

Some people are born to connect the world, and Kaori Nagao-Chiti has been doing just that since she was a little girl with a big imagination. Born in Yokohama, Japan, Kaori credits her mom for the person she is today. “She raised me as an only child after my father tragically passed away in a car accident in Tokyo when I was just six months old,” Kaori shares. “I grew up living with my two grandparents, but it was my mother’s guidance that instilled in me independence, compassion, and a caring spirit.”

Her mother’s guidance, heavily influenced by an international perspective, is what ultimately shaped Kaori’s passion for traveling and learning about other cultures. Even as a young child, Kaori attended an international Montessori school and began traveling abroad with her mother. By 14, she was traveling internationally on her own! She even attended summer camp in Minnesota and a language program in Marbella, Spain. Looking back she laughs, recalling the ten-hour-long bus ride from Madrid to Marbella without the use of cell phones back in the 90s.

But it was her fearless spirit which shaped everything that followed, including Kaori’s decision to attend college in California, where she earned her Bachelor of Science from the University of California, Riverside and a Pre-MBA Riordan Certificate from UCLA. It’s also where she chose to open up her own luxury concierge and event planning business, which she operated for 15 years before selling her business to a local travel company. “I launched my own business to create flexibility, knowing that being my own boss would allow me to return home whenever needed.”

In 2005, as Kaori explains, the City of Entertainment was calling her name. “A year earlier, I had launched a luxury concierge and event planning business in Los Angeles, and after experiencing success there, I wanted to take my vision

further. I saw Las Vegas as a city full of opportunity, a place where I could create even more unforgettable experiences for my clients.” It was an easy decision for Kaori, one which would change her trajectory entirely.

For nearly two decades, Kaori’s clients had trusted her with their biggest celebrations...and that trust is what would eventually become the foundation for her career in real estate, transitioning from celebrations to investments. “Over the years, many of my luxury concierge and event planning clients have turned to me for their real estate needs, trusting me to guide them not just in experiences, but in one of the most significant investments of their lives. My journey in Las Vegas has always been about connecting people to extraordinary moments, and now, to extraordinary homes.”

After obtaining her Nevada Broker Salesperson license in 2020, Kaori began shadowing her mentor Randy Char, who previously served as the owner of Char Luxury and as the Corporate Broker of Las Vegas Sotheby’s International Realty. The two had been longtime mutual friends courtesy of Kaori’s husband, and when she made the decision to pursue a career in real estate she didn’t hesitate to reach out for advice. They met for lunch and in no time, Kaori was receiving one-on-one mentorship and coaching from one of the most respected luxury brokers in town. “I shadowed him during listing presentations and buyer appointments, learning firsthand what it takes to deliver exceptional client service at the highest level,” she explains.

Her niche in the industry now has since grown to focus on relocation and new construction, helping 74 families call Las Vegas their new home in the last year alone. “As a Global Real Estate Advisor, I have the privilege of guiding clients through one of the most significant and expensive transactions of their lives. That responsibility is something I take

very seriously. I am passionate about real estate because it goes far beyond helping someone buy or sell a home...I am investing in their families, their future, and their dreams.”

Helping her along that journey are Tomomi Nakata Barati and Sylvia Torres. Friends since meeting at a Japanese school their children were attending over a decade ago, Tomomi brings a bright light to the team and a fluency in both English and Japanese. Sylvia may still be new to the team, but their bond isn't as she worked alongside Kaori for nearly two decades in her event planning business. Sylvia also adds to the global abilities of the team, bringing with her a fluency in both English and Spanish.

Admittedly, Kaori says one of her most successful moves she's made to date was embracing digital storytelling as a way to reach clients across the globe. Less than a year after getting her license, Kaori's daughters encouraged her to create a YouTube channel, Kaori Luxury Real Estate, which continues to remain a huge success and consistently brings in constant new clients. “I've been able to connect with clients around the world who are looking to relocate or invest in Las Vegas. Today, more than 70% of my business comes directly from video marketing, proof that the power of connection through video is real.”

Outside of work, this supermom is juggling it all...with her mother's inspiration still running through her veins. “My mother's vision lives on in me and in the way I am raising my two daughters, encouraging them to

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be independent, entrepreneurial, and fearless, with the belief that the sky is the limit." A proud wife and mom, not only to her daughters but to her beloved mini-golden doodle dog, Roxy, Kaori and her family enjoy an active lifestyle filled with adventure.

For the last five years, the family has been grateful for Kaori's in-laws welcoming them into their home with open arms. They even began traveling more, recently falling in love with Amsterdam's biking lifestyle and close-knit community spirit. Kaori is also an active member of AREAA and a PanCan Advocate in memory of her mother, who passed away from pancreatic cancer in 2012.

From Yokohama to Las Vegas, Kaori's story is less about where she began and more about the people she reaches along the way, the clients who celebrate her professionalism and the families who trust her with their most important investments.



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