



M
A
H
S
H
E
E
D

PARSONS

cover agent
Written by **Dave Danielson**
Photography by **Claire Hart**
Photography by **Olena Webster**



Nurturing Opportunity

What are the possibilities that lie ahead of you in life? While no one can say for sure, you can take steps to be ready for it when it comes. Because in some ways, success is like a plant that needs to be watered and cared for, so that it can grow for the future. And when it comes to managing and caring for those possibilities on a daily basis, Mahsheed Parsons (formerly, Mahsheed Barghisavar) has that in spades.

As broker/owner with Mahsheed Real Estate, Mahsheed is adept at nurturing opportunities. "I love the process of communicating what we're doing and the possibilities that come through that," she says. "The marketing gives me the opportunity to bring out my creative side, which is something I genuinely enjoy and get excited about! ..."



Mahsheed enjoys creating videos and films for her luxury listings, which is something she finds her clients love and appreciate — her enthusiasm to really bring out the beauty of their homes. On a recent project of a luxury listing, she even hired a Marilyn Monroe impersonator to be in the video, since the home had a lot of “Vegas vibes,” as Mahsheed describes it. “I love being creative about my marketing and so do my clients. With my films, I create a theme that brings out the personality and character of that specific luxury home. In the process, I’ve gotten a chance to know some of the greatest people in the world because of what I do.”

Mahsheed earned her real estate license in 2006. But her story began growing up in the Bay Area near San Francisco, CA. As she came of age, she attended San Jose State, where she double majored in Business Marketing and Business Management and graduated at the ripe age of 21. “Around that time my dad and brother were living in Las Vegas and had a business here. I wanted to move away from where I grew up. I had a job as a contractor with Christian Dior fragrances,” Mahsheed explains. “I moved to Las Vegas and worked for them with their car business.”

After working with her family for three years, Mahsheed moved in a new direction — toward real estate. “My family encouraged me to get my license. It was the hardest thing I’ve ever done in my life,” she says. “The first three years were extremely difficult. But I was determined to make a success of it. I always had an entrepreneur mindset and wasn’t able to work under someone directly, therefore I saw no other path but to make it in real estate.”

As Mahsheed recalls, it wasn’t an easy road for her during that time. “I went through some hardships. It was making me afraid of trusting people. That’s how I discovered a spiritual

path,” she remembers. “One day I was bawling my eyes out and thinking I had nobody I could count on. Nobody I could genuinely, wholeheartedly trust. At that moment, I saw Joel Olsteen on TV. Later that day I saw his book in a store.”

As she dove into the book and read, Mahsheed liked what she was seeing. Something about it resonated with her on a deep level. “It was all about having faith, trusting, never giving up, and planting the right seeds,” she recalls. “I read his book and did more research on the law of attraction, the power of positivity and really anything that spiritually aligned me with a higher power and helped mold me into the best version of myself. I really did the work to get my mind in a better place. As I learned about integrity, the power in giving, really being of service and having a pure heart (in turn creating the right results), everything started to change for me.”

After gaining traction in the business, Mahsheed hit her stride and kept moving skyward. In fact, in 2021, she recorded around \$40 million in sales volume, which included her sales in Southern California as well. In 2020, Mahsheed opened her luxury brokerage in California.

When it comes to giving back, Mahsheed and her husband, Shaun, extend their love of kids and animals to their support of animal rescue efforts in the community, including Mayte’s Rescue. After each closing, Mahsheed donates a portion of her commission to the Nevada Childhood Cancer Foundation. She is committed to sharing her wealth and making a positive impact in her community, as she explains, “I know that part of my purpose is to give back and help those in need.”



In their free time, Mahsheed and Shaun like to work out together, travel, and spend time with their rescued Goldendoodle, Teddy. Family is at the heart of life for Mahsheed. “Before Shaun, I was focused on building my real estate business,” she smiles. “I’m lucky because I met my right partner at the right time. True love.”

Each day drives Mahsheed to achieve her best for those she serves and to support the kind of quality of life that she wants to live. “I’ve always dreamt of financial freedom. I want to be able to achieve greater levels of success in order to have the freedom in life to give back and spoil the people I love,” she points out. “You really have to be of service to

get there and to focus on being your best. In the process, it is very important to nurture your clients and relationships, and really be of service. Have a deeper impact than just one transaction. My business is my sanctuary.”

Mahsheed puts her honest, thoughtful approach to life and business to work each day ... in the process, looking for new ways to nurture opportunity.

“

I always had an entrepreneur mindset and wasn’t able to work under someone directly, therefore I saw no other path but to make it in real estate.

”

