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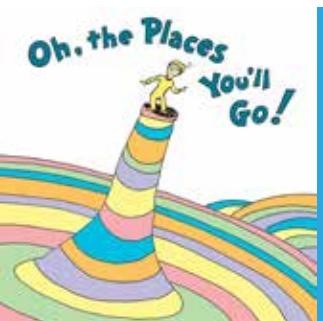
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## MEET THE EAST VALLEY REAL PRODUCERS TEAM



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## THE BASICS Everyone CAN FORGET



After years of being in the industry and meeting and getting to know top agents, I've learned that whether they're individual agents, members of teams, or team leaders, so many things that they do are the same.

First, they still use mentors and coaches. Some just have a couple agents they use to review ideas and goals, while others are in formal or informal mastermind groups. Few, if any, successful agents (or other business owners) truly do it alone.

Next, you must really understand that you only have so many hours in the day. Learning how to succeed in real estate goes hand-in-hand with learning to make the most of every minute. Increase your efficiency, profitability, and overall real estate success with these simple but super important tips:

Prioritize, prioritize, prioritize. Each day, create a to-do list of tasks based on how important they are and the deadline. Then, outline your professional and personal schedule based on those priorities.

Maintain your schedule and to-do list. Neither will serve any purpose if you don't keep them updated. Before your workday begins, revisit and update both. Keep them with you so that you can make changes, note cancellations, and add obligations as they come up.

Spend most of your time prospecting for new clients and contacting current ones. These two activities should consume about 80 percent of your time. Specifically, place the tasks that are needed to finalize a real estate deal at the top of your list. Such duties include: clearing

contingencies, property inspections, title checks, and ensuring that buyer financing is approved. These things directly impact your bottom line and the needs of your clients, so they should always come first.

Don't neglect your other duties. Remember that you are technically a small business owner. Make sure you leave enough time to manage your marketing efforts, maintain your client database, and complete administrative functions. While lower on your priority list, you should still allot about 20 percent of your time to these tasks to keep your business running well.

Put your clients first. Ultimately, you have to meet the needs of your clients. If they don't want to text or IM, or they insist on doing all paperwork in-person, don't ask them to do something that makes them uncomfortable.

Remember: What separates the top earners from the rest of the real estate crowd is how they spend their time. That doesn't mean that you have to become a workaholic. You can learn how to succeed in real estate and still have time for family, friends, and personal pursuits. A good place to start is by adopting these organization and time management strategies to maximize the hours you do spend on the job.

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# JAEGER STAGING

## ➤ partner spotlight

By Jacob Cabezudo

**They say, “If you do what you love, you’ll never work a day in your life.” This is surely the case with Margareth Jaeger, the owner of Jaeger Staging, which was voted the best HOUZZ service in 2019.**

With her 15-plus years of international real estate experience, Margareth has achieved mastery in what she loves—bringing families and agents joy with her specialized staging, professional photography, expert consulting, and more.

Kicking off her career in Europe, Margareth brings her extensive experience in staging, marketing, photography, project development, and management to her business. She worked in Germany and Switzerland prior to moving to Arizona to start her own business. Now, with Jaeger Staging, Margareth not only puts her passion into action, but she also gets to live the American dream.



Margareth with her daughter Klaudia in Krakow, Poland.

“I offer a one-stop business for agents and homeowners with everything that needs to be done when selling a house. I offer design consultation, repairs, painting, staging, and photography. I also create beautiful Airbnb listings. Just give me the key, and I will return ready to list a best-seller.”

Photography is one of Margareth’s greatest skills and a key feature that sets Jaeger Staging apart. Her pictures have won several awards and have been sold overseas. One of her favorite experiences was to capture the Aurora Borealis on camera. She is an FFA-certified drone pilot and is passionate about presenting the aerial views of the stunning Arizona landscape for real estate purposes.

At Jaeger Staging, Margareth is most concerned about how her customers feel as a result of her work. “Seeing the stunned faces of homeowners and REALTORS® when they get multiple offers in the first two to three days—I love it,” she lauded.

Marketing is a major focus for Jaeger Staging that goes hand-in-hand with Margareth’s emphasis on great photography, making a property as attractive as possible for potential buyers. “Cheap attracts cheap,” she says. It is this belief that drives her to go all-out to make a property look just right, not worrying about sparing costs on her end. “Any house can be sold fast and for more with the right preparation, staging, photography and the right marketing.”

Adventuring has defined her life from her success in Europe to her success in America. She received the 2019 Affiliate of the Year Award and Woman of Influence 2019 from the Scottsdale Homeowners Magazine. There is no question that Margareth is doing what she loves and is very good at doing it.

• • •

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"Do your job with love and passion and the success is guaranteed."

A social butterfly, Margareth is very open-minded and cultured—she speaks five languages! As with any business, communication is key, and Margareth has taken it upon herself to master it. "It has helped me to build an amazing international professional network and make amazing new friends in just two years since I've moved to Arizona."

In her free time, she loves to travel the open road, exploring scenic Arizona. Her favorite haunts are Sedona, Prescott, Monument Valley and Page. With

her eye for beauty and her talent for capturing those images on rectangular snapshots, traveling is a win/win.

As for her personal interests, whether it be improving her knowledge in finances or her professional life, Margareth has a long history of giving back to her community. Back in Europe, she often renovated and refurbished homes for the poor.

"I think we accomplish success when, at the end of a day, we can say, 'This was a good day. I look forward to doing it again tomorrow.'"

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► featured team

# S4 GROUP

By Jacob Cabezudo



The S4 team at My Home Group is a multi-faceted team—a driven group of individuals in all areas of real estate, each one with specific talents with a common goal toward helping people.

From short sales to luxury homes, they are virtually a one-stop shop. The S4 Group's co-owners, Kevin Craig and Jenny McCall, lead a specialized team of 17 agents to do just that. For the past decade, this S4 Group has been the catalyst behind the idea of homebuying—taking it from a dream to reality.



Jenny with her husband Dave and their kids, Alex, 19, Andy, 17, Lizzy, 15, Vayden, 8, and Scarlet, 5.



Kevin and Ronda with their three daughters, Kasey, Tarah and Amber.

Jenny bought her first house when she was 19, and throughout her 20s, she was a hairstylist while acquiring rental properties on the side. With seven properties under her belt and her third child on the way, real estate became the perfect way to create her own schedule and turn her side-hustle into her living. So, in 2006, she graduated from real estate school and the rest is history.

Kevin was an internal investigator and a behavioral analysis interrogation trainer at UPS before real estate. He trained others on communication and interrogation techniques with the goal of getting someone to confess to crimes. As an investigator, he felt as if he was the cop that pulled behind you at a red light. If you saw him, it meant you were in trouble. But after 27 years with UPS, he retired, and a week later, he started real estate school with his sights set on being the guy everyone wanted to see.

The S4 Group was conceived when the industry was on the downward spiral. "People were walking away from their homes and handing the keys to the bank," Kevin explained. "We figured out a way as a small group to keep people in their homes longer and help them get relocation funds from the government—we started doing short sales." Instead of having to foreclose, Kevin offered a "streamline short-sale solution" or S4, for people in these tough situations. From there, The S4 Group was created and became the go-to group for the Arizona Bankruptcy Court System.

Jenny brought her expertise in luxury to give the team an added dimension as the economy stabilized and has since partnered with Kevin to co-own the team. Kevin describes his partnership with Jenny as the greatest achievement of the team.

Jenny and Kevin jokingly say that they're married, just not to each other. Jenny plays the role of "Team Mom" and Kevin is the "Team Dad." Both have distinctly important roles in leading the S4 Group.

"What Jenny does is make sure the agents are coached to reach the goals that they set for themselves spiritually, emotionally, physically, and financially, as far as their business," Kevin said. "And then it's my role to help bring more food to the table and figure out where we can work the unique niches that we've already served—how we can expand those, how we can serve more people, and then help the agents grow that business or create other opportunities for the team."

...

...

At the S4 Group, agents don't work with individual leads. They are given their own sphere that they have been trained to work in. Often, they find that an agent has a "superpower" or fits very well with their niche. Kevin and Jenny take pride in the fact that their agents in the S4 Group are special and not just there to fill a chair.

"We're a small family," Kevin described the team. "So, it's not about how many agents we can cram into an office. It's really about having the right mix of agents, the right culture. We're not a recruiting-type group. It's about taking care of the family we've got."

"Self-discipline is the number-one thing people need in this business," Jenny said. Teaching the importance of scheduling and time management to the agents on the team and maximizing their potential is what she is most passionate about.

They also take pride in the growth they are able to facilitate with their agents and the team at large. Last year, they had an amazing \$60 million in volume, landing them in the top 1% of all real estate teams in Arizona.

The S4 Group sets itself apart in the relationships they have with many organizations and associations in the Valley. They have close partnerships with the Professional Association of Senior Referral Specialists, the National Academy of Elder Law Attorneys, the Arizona Fiduciary Association, and the Arizona State Bar Association. Involvement in these organizations is important to the success of every agent on the S4 team.

Outside of the business, both Kevin and Jenny are involved in their churches and are heavily focused on their personal growth and the growth of others. Kevin works with a youth group of young men aged 11-19, helping them grow spiritually and preparing them for adulthood. Jenny occasionally enjoys attending personal growth seminars, including a Global Leadership Summit through her church. She is a foster mom and an advocate for both children and animals.

Working together at the S4 Group, Jenny McCall, Kevin Craig, and their specialized agents have already helped many around the valley. For those wanting to achieve the success the S4 Group has earned, they believe that it is all about how bad you want it.

"You can do anything you set your mind to," Jenny declared. "Say you want to do luxury. All you have to do is start studying it and attending the events and talking about it, and pretty soon you'll be doing luxury. It's amazing what this business will allow you to achieve if you're willing to believe in yourself and work hard to get it."



Kevin Craig and Jenny McCall



Kevin and his wife of 38 years, Ronda.



Jenny with her dogs Luke (German Shepard), Bentley (Black and white dog) and Cody (Cocker Spaniel).

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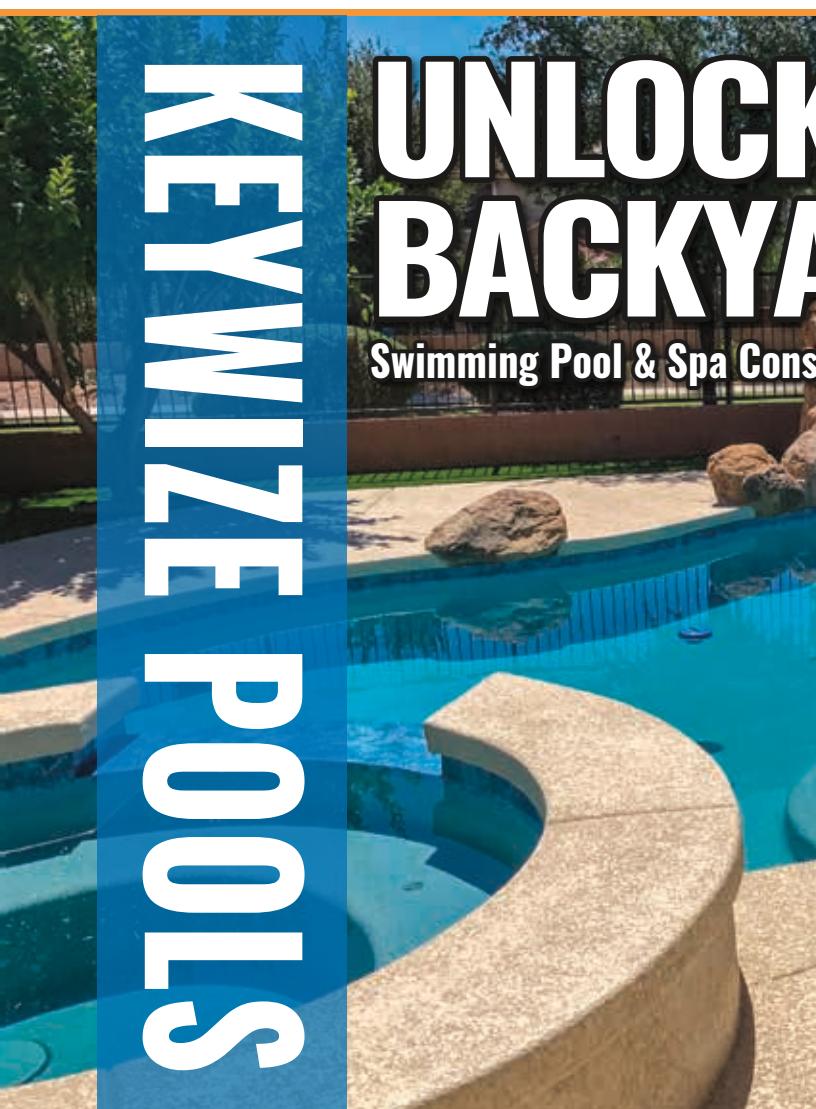
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# MARKET UPDATE

Nevermind the nice weather; according to recent ARMLS statistics, summer is officially here. The number of sales closed has risen over 30% from last month. On top of that, new inventory has also risen over 16%. That's almost 11,000 homes in greater Phoenix brought to market every month. Talk about buyer's paradise.

With that kind of smorgasbord of available inventory, a buyer might expect lower prices, but here's the thing—average new list prices are up 4.3% from last year. Median prices are up a little more than that at 5.4%. In real terms, the average new listing price is \$398,200 and the average new median list price is \$295,000.

As is the norm, actual closed sale prices are somewhat lower than the initial list, but still, they are up over 7% from last year, too. The average sales price is \$338,900 and the median sales price is \$267,000. Typical length on the market continues to hover around 72 days. That's list to close, so figure 45 days of escrow and in reality, you're looking at setting expectations with sellers to wait for about a month before they start getting anxious with no offers coming in.

On the rental front, more and more property managers elect to list via third-party websites rather than through ARMLS. This is evident in the number of new rentals on the market being down almost 12% from last year. Certainly, the rental market isn't down, just the ARMLS numbers. Average new lease amount is reported at \$1,639 with an observed 23 days on market. Other rental websites report similar rental numbers, but much fewer days on the market. With summer at the doorstep, rent prices are expected to go up and days on market are expected to go way down.

## SALES PRICE FORECAST

A slight increase is yet forecasted in May for both average and median sales prices. Finally, after coming down from last year's nearly 5% interest rate, buyers are starting to finally warm up to the prospect of homeownership again. We're down to around 4% now, which is about a half percent lower than it was this time last year.



coaching corner  
By Russell Hathcock

With the strength of the stock market and reinvigoration of people's portfolios, investors are coming back in force. This bodes well for both buyers and sellers. New home builds are becoming more available and iBuyers are starting to become a thing. Fix-and-flip investors are picking up the lower-hanging fruit and ostensibly gentrifying neighborhoods. Values go up and houses are kept in good repair. Everybody wins. About half of the buyers who purchased their homes at peak prices in 2006 are now listing their homes for sale for more than they paid. Officially, more than half of the properties currently active in ARMLS are either new construction or were previously purchased in the last 7.5 years. The market is recovering nicely and even showing signs of further growth.



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At the Foster Arizona Event.

▶ real story

By Jacob Cabezudo



# LEILA WOODARD AND SHANE COOK

## J A C O B ' S   M I S S I O N / A S A   N O W

*Leila Woodard and Shane Cook are two local real estate agents that have a burning desire to create a beacon for children and families impacted by foster care with ASA Now.*

It takes a community banded together to start a movement for positive change. Since ASA Now's conception nearly three years ago, many have joined the effort to help foster children and families. ASA stands for advocacy, support, and assistance for families and children in need. Additionally, it represents the three founders: Anika Robinson, Susan Woodruff, and Angela Teachout.

From the beginning, the three were bent on providing everything they could to foster children and families.

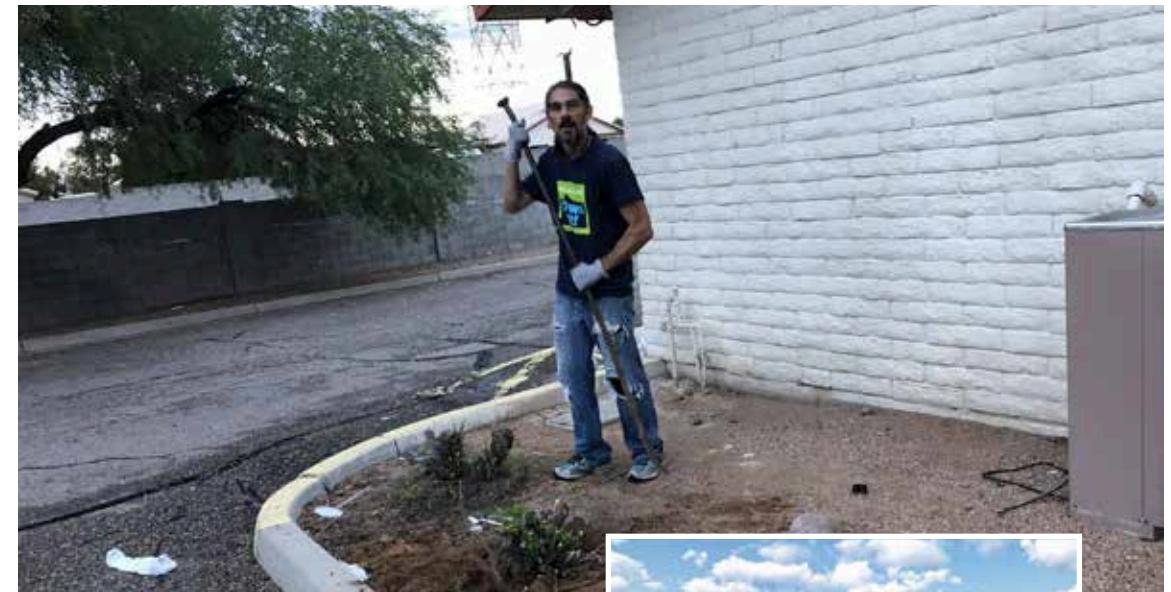
"They're foster parents themselves and have over 20 kids combined (biological and fostered)," Leila explained. "They just saw a big need for help and advocacy for not just the children, but entire families."



Fun time at a foster potluck.



Donations to ASA Now.



Shane putting in some physical labor at Jacob's Mission.



Jacob's mission rendering.

Shane Cook emphasized the three founders' motivation. "I don't know if passion is the right word. It's an undying commitment to serve those children with every ounce. And when you meet them, it's not very hard to become passionate about them."

A foster parent, Leila began making an impact on the foster care system before ASA Now became a nonprofit. "I would go to the Capitol with them and testify and share our foster child's story, who was hospitalized at the time with no advocacy, no therapy and no help."

With the blood, sweat, and tears of Anika, Susan, and Angela, and the testimony of Leila and others, "Jacob's Law" was passed, changing the system in which children would be on a waitlist for years for services and care.

"Anika, Susan, and Angela were three private individuals who helped get legislative law formed, introduced and passed without lobbyists or attorneys, which is unheard of," Shane said. Jacob's Law created a 21-day limit for children to wait to get the care and services they needed.

Shane and Leila have both played their part in helping ASA Now continue to grow and be a light for those in need. Leila has volunteered at birthday parties, collected food and clothing, renovated, and attending meetings with government officials to spread ASA Now's message. Shane has been volunteering there for over a year now. His father



Testifying on foster care bills at the Capital with members of ASA Now.

...  
invested enough money for ASA Now to purchase their community center building.

The establishment and opening of a community center is one of the organization's most important objectives: "Jacob's Mission." The center will provide care, training for new foster parents, support groups and much more as the center grows.

"This center can involve the whole community without having to foster a child," Leila stated. "You can read to the children, tutor, or teach art lessons ... we've seen miracles. When you put goodness out there, it's amazing what will happen."

Furthermore, the work done at ASA Now inspired many other companies and investors to make generous donations to fulfill Jacob's Mission. A local homebuilder donated interior furniture. A company provided tens of thousands of dollars in AC equipment. A couple even donated \$1 million to pay off the mortgage for the community center.

A NAR report revealed that over 70 percent of real estate agents involve themselves in some form of community service. Yet, consumers perceive agents almost as poorly as used-car salespeople. "The thing is, we're not talking about it," Leila emphasized. "Until we all start talking about it, the consumer is not really going to realize the good we're doing."

Getting the word out on your community efforts will not only help the organizations you volunteer and give



Closing Day on Jacob's Mission Community Center, Riley the Brave Book by Jessica Sinarski, Shane's cousin.

to, but it can also bring you more business. However, above all, agents should passionately and genuinely serve their community without expecting more business. "Giving without a specific expectation of reward is, in itself, rewarding," Shane said. "If you treat your business that way, it will be more successful."

Most of Leila and Shane's businesses are referral-based, and that can be chalked up to how generous and caring they are with the clients they work with in their business and the children and families they help at ASA Now.

If you want to help ASA Now with a donation, go to [asanow.org](http://asanow.org). For Leila and Shane, real estate is a passion of theirs, but nothing compares to the passion they have for serving the foster children and families at ASA Now.

"Service to others is the rent you pay for your room here on Earth." -Muhammad Ali

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# RICHARD BAIRD



Richard and Candace with their two children, Allie and Brayden.



Allie and Brayden

## on the rise

By **Jacob Cabezudo**

Anyone that knows Richard Baird will tell you that he is a naturally happy and joyful person. A rising top producer, cooking extraordinaire, and most importantly, loving family man, Richard spends the day with a smile, making each day better than the last. “I just enjoy life as it is,” he explained. “Just look at the positive sides of whatever I can find. There’s always something to be happy about—I have a loving family, roof over my head, and food in the fridge.”

At the age of 18, Richard started real estate school but didn’t finish. He went on to manage restaurants for several years before taking some time to be with his kid. With his wife working as a full-time nurse, he kept himself busy at home making furniture and food. Then, about four years ago, it finally came time to pick up where he left off with real estate.

In his first year as an agent, he sold \$3 million in volume. 2018 saw him sell an impressive \$10 million. With all the great numbers he has put up in his young career, Richard is most passionate about helping out his family and friends through his business.

“My business is big on referrals,” he said. “A lot of my deals are typically people that I know. I’m

passionate about taking care of friends, family and the community.”

One of the biggest tips Richard has when it comes to being successful in the industry is that you have to be ready to talk to everyone. The only way to get business is by putting yourself out there and being genuine. And you can’t be genuine when you’re nervous.

“Learn to be comfortable being uncomfortable,” he suggests to agents seeking success. “I see a lot of agents that are uncomfortable talking to people and going out. You have to be comfortable jumping into scenarios and just going with it and learning. Our market is constantly changing, and you learn daily in this business.”

...



Photo Credit Margareth Jaeger

•••

Staying in front of his clients is one of Richard's biggest keys to success. He has no fear of door-knocking, and follow-ups have been huge for both his hard and soft leads. Perhaps his greatest strength in his communication with clients is his emphasis on being there to relieve their stress by answering questions. Real estate is one of the biggest investments in your lifetime and can be stressful.

"I've had a ton of success going in and saying, 'Okay, here's what's going to happen ... just let me know if you have any questions. I'm here to answer questions about contracts, if you need help with paperwork or where to go for the title, I won't charge you anything. I'm just here to help.' And that's landed me some solid listings just by helping and not rushing them into anything."

Richard lost his father at the age of 10. But rather than let that unfortunate scenario crush him, it made him more driven to be a great father himself. "It made me who I am," he said. "It's definitely me establish my family values and how important being a father is—my family's everything to me. My wife and two children are my rocks." Despite how busy he can be with work, he still cuts out enough time to cook dinner for his family and tuck the kids into bed at night.

One of Richard's favorite pastimes is cooking. With a culinary degree under his belt, it's no sweat for him to craft some good meals for his family and for large groups. For example, Richard puts together boxes of pulled pork sliders or breakfast burritos to give to the needy. You will often find him taking his kids and the food he has cooked out on the streets to give the food to the homeless.

He's not only giving to others but also teaching his children the act of giving. He's not one to brag about his generosity and charity, but his care for his community is sensational.

As for his future in business, Richard wants to continue to make sound investments. Whether it's acquiring rental properties, potentially opening a restaurant, or fixing up cars, he simply wants to do what makes him happy and helps his family.

In real estate, Richard's looking to have an awesome effect for years to come. He wants to first increase his sales, start a team, and then further down the line, help a wider group of agents with mentoring programs and training.

For up-and-coming REALTORS®, Richard advises that you build a strong network of helpful people, whether it be a good partner or mentor. Once you get to know other agents, he explains, then you start to create your own style. "When I got into it, I didn't know what I was doing. I didn't know what kind of REALTOR® I was."

But Richard discovered that using canned scripts wasn't his style, and prefers to work with his clients in a relaxed, non-aggressive manner. He is always willing to go the extra mile in helping others. And that's what he wants to be remembered for. "One of my big things is trying to make a small impact in life. I always say that I'm only here for 80-85 years—whether it's giving someone five bucks, bringing somebody in the house, or helping them buy a house, big or small, it's just to help somebody."

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# What is your retirement and long term wealth-building strategy?



#### **KELLY JENSEN, KJ ELITE REALTY**

My retirement philosophy has been to have at least three sources of steady income, and preferably five, when fully retired. Make sure your retirement plan is diversified enough to balance out the ups and downs of the stock market and real estate market. I began planning for retirement while attending college in the '80s and working for a man who became a mentor to me. The man worked for a city I was working for while going to college. He convinced me to "make a plan and work the plan," which is what I did until I retired from the City of Mesa with full retirement benefits in 2014. While working for Mesa, I also started a deferred compensation plan where you save money tax-deferred. Since retiring from Mesa, I started a couple more retirement incomes including a self-employment plan (SEP) for my brokerage, and this year started buying homes to lease out with a positive monthly cash flow. Lastly, even though I've heard my whole life that Social Security probably won't be around when I actually retire, my annual statements from them show a nice monthly benefit. I'm still working my new plan with my selected five sources of income that I've underlined. It's never too early to start planning



#### **LORI BLANK, LORI BLANK & ASSOCIATES**

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#### **CHRISTINE ANTHONY, RUSS LYON SOTHEBY'S INTERNATIONAL REALTY**

I believe it is important to diversify. My husband is a dentist with a long-time practice in Mesa and we recently purchased one we are "growing" in Gilbert. Part of that strategy is for my husband to manage the newer practice, and eventually to sell the Mesa practice, but still work there and see patients as long as he is enjoying it and able to do so. We own a commercial building which will also provide future lease income for as long as we hold it, and of course, over time we have invested in the stock market through long-term IRA plans as well as 401ks. Most recently, we decided to purchase a home and plan to remodel it, anticipating that we will realize substantial

a retirement strategy but it may become too late if you don't get started!

equity in a few years' time. I plan to continue to work in real estate as long as I can and as long as it is enjoyable to me (which it is), and because there are great benefits to using our mind and bodies to stay healthy and young!

#### **LEILA WOODARD, VISION REALTY**

I am 36 years old and have been contributing to retirement for about six years with my husband. My parents never had a retirement plan and now they need to retire and are in a terrible situation. I have two kids, so retirement is important, but my first priority is getting them through school. I do contribute to a SEP IRA every year, plus invest in different stock and retirement investments. We are acquiring investment properties—both rentals and flips—and I want to work on paying down my principal home's balance.

#### **SCOTT COOK, RE/MAX**

I personally don't want to work until I am 70, even though I enjoy what I do. I have a fantastic financial advisor who has sat down with me to go over how much I need to put away in different annuities, stocks, IRAs, and mutual funds every year to have the ability (if I want) to retire at 50-55. He works to educate me in what I am

doing as well as to grow my money. I also have a couple rentals and plan to acquire more. I tease my wife that our rentals will pay for our prescriptions when we are old. I'm not counting on social security, that's for sure!



#### **CAROL ROYSE, KELLER WILLIAMS REALTY EAST VALLEY**

My retirement strategy is ... why retire? When you love what you do, it is not work. So why give up something I love? Besides, helping just under 400 families in 2018 was a true joy and I cannot imagine not being involved in the lives of so many home buyers and sellers. I will never retire!



#### **STACIA EHLEN, RE/MAX SOLUTIONS**

We are trying to build our wealth through real estate investments. Our goal is to purchase one property we can rent out at least every two to three years. In 20 years, we hope to have the properties paid off and use the rental income

...

as retirement income. We've had a few listings in the past few years, where the sellers have determined that they wanted to sell to a third party instead of listing with us. We've been able to make offers to the sellers where we buy the homes and give them a better net than the third party, but we're still purchasing at a discount. It is a win-win for everyone!



**KRIS MILLER, HOMESMART INTERNATIONAL**

Being a REALTOR® has served me well over the last 30 years. I've been full time, part time, inactive, and expired! Looking toward retirement, I know I couldn't be in a better profession. I plan to work hard and help as many people BUY OR SELL for the next two years that I can. I am cleaning up and organizing my client list, my referral list of tradespeople, and watching for the right agent to cross my path. When I locate that agent, I would like to share my client list with them and in return, take a percent of any business that is completed from the list. I plan to operate on the honor system, so it has to be the right agent.

**BENJAMIN ANTON, WEST USA REALTY**

Retirement hack. Use 401k if you plan on making less than your current annual salary when you retire. Use Roth IRA if you plan on making more than your annual salary in retirement.



**KINDAR ASHFORD, EXP REALTY**

When you become a REALTOR®, no one talks to you about your retirement plans/goals. That is until I was introduced to eXp Realty. To have a built-in retirement and growth strategy is amazing! The ability to save and purchase stock is a game changer for my retirement plan.



Executing a plan like this will give my clients ongoing service from an agent who believes its all about them and who will work tirelessly to provide the best possible outcome. By keeping an active license, it allows me to accept referral fees, to work part-time if I chose, mentor new agents and a number of other things. In other words, it will allow me to design my retirement any way I chose. For me, my retirement will mean switching my focus, but it will not mean becoming inactive!

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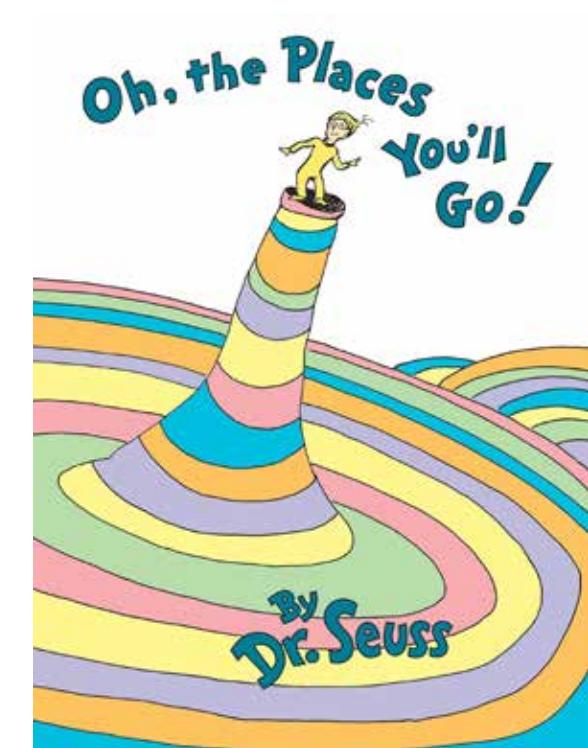
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# OH, THE PLACES YOU'LL GO!

By Dr. Suess

*“Congratulations, Today is your day. You’re off to great places! You’re off and away!”*

When was the last time you read a book to your kids and ended up getting more out of it than they did? Back in March, my kids were preparing for Suess Week at school (usually done the week of Dr. Suess's birthday of March 2nd). To help them prep for all things Dr. Suess I grabbed "Oh, The Places You'll Go," as I read it to them I couldn't believe how well it correlates with everything real estate! As the words came out of my mouth, my mind couldn't stop thinking about how I could easily recall something real estate related on every page. I can hardly look at it as a children's book any longer.



► book review

By Chris Reece



As previously mentioned, the first page congratulates the reader with the first word! Then commands that "Today is your day!" Page 2 jumps into "...with brains in your head and feet in your shoes you can steer yourself any direction you choose. ...YOU are the guy who'll decide where to go." Each day as a REALTOR® we decide if we're going to work that day. We choose how our deals will affect our lives.

Suess through the next few pages takes us through how we might decide what streets and towns to travel through but all the while we're moving our feet through different places. "Out there things can happen and frequently do to people as brainy and footsy as you. And when things start to happen don't worry. Don't stew. Just go right along. You'll start happening too."

You will start happening too!!! Isn't that the truth, taking action creates deals, picking up the phone, knocking on doors, personal notes and so on. Action is the birth-giver to production!

"As brainy & footsy as you..." I love how he continues to bring us back to our minds and feet. They work together, as he continues things start to happen, even you. Our feet and brains can be some of our most productive tools! When one doesn't want to work with the other he encourages us to continue through the muck and the mire. I enjoyed

how much he covered that the journey is filled with disappointment, waiting, losing and falling behind. "And when you're in a Slump, you're not in for much fun. Un-slumping yourself is not easily done." "I'm afraid that some times you'll play lonely games too. Games you can't win 'cause you play them against you."

"All Alone! Whether you like it or not, Alone will be something you'll be quite a lot... But on you will go though the weather be foul. On you will go though your enemies prowl... On and On you will hike. And I know you'll hike far and face up to your problems whatever they are... KID, YOU'LL MOVE MOUNTAINS! ...you're off to Great Places! Today is your day! Your mountain is waiting. So ...get on your way!"

The night I read it to them it was almost bedtime. With each turn of the page I was mentally asking myself if I had the attitude of this book in mind as I went through my day. I immediately noticed portions of my day I could have done better. Before

I began to beat myself up I knew this would be the attitude I would lead with tomorrow!

I know it's a children's book but I would bet a lot of money the Dr. wrote it with the parents in mind. So many times in this business we feel as though we're all alone, even with great support around us. We can easily take so much of the weight and burden of each transaction wherever we go. We have successful weeks and can feel like we are moving mountains, only to get our tax bill and find ourselves back in a hole.

Dr Suess, thank you for the reminder that today is my day, my name isn't Bray or Mordecai Ali Van Allen O'shea. It's Chris Reece, if you need me, I'll be moving mountains and selling homes up and down the streets! (my lame attempt at rhyming!).

Do yourself a favor, find some kids to read this book to, you'll get more out of it than them I promise.

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► pamela's monthly update

By Pam Frestedt CEO of SEVRAR

## SUMMERTIME

### Brings Membership Development Opportunities to SEVRAR

We at the Southeast Valley Regional Association of REALTORS® (SEVRAR) are committed to providing our members with opportunities to enhance their business through education courses, networking mixers, and servicing our surrounding communities in every way possible. Our excellent staff and committed volunteer team have been burning the midnight oil to ensure that we do our absolute best when it comes to membership engagement.

During the next few months, SEVRAR will be hosting a plethora of networking events that will surely be a hit with all of our members. Our Young Professionals Network (YPN) is laying down the groundwork for their summer education event "Brunch & Burn: Set Your Business on Fire." The morning will include some of our top 2019 40 Under 40 winners and seasoned real estate agents as they share insight on how they managed to propel their business to the next level. Our Affiliate Committee is gearing up for their second annual Affiliate Bowling Tournament, which will take place in July and provide a more relaxed, fun-filled environment for networking opportunities.

Our Community Outreach Committee has been hard at work with multiple community service

projects throughout the East Valley. The committee recently visited Feed My Starving Children in Mesa and assisted with combating world hunger. Each volunteer sported their best hairnet that morning and packaged 17 boxes of food that were shipped to the Philippines. It is incredible to see the giant hearts that our volunteers possess when it comes to people helping people.

In addition, our Community Outreach Committee had the pleasure of donating 30 mechanical lockboxes to the City of Chandler that will provide support to members of the public who are elderly or in assisted-living situations. The lockboxes allow emergency personnel or family members the ability to enter the home in the event of an emergency. The Community Outreach Committee is still accepting gently used mechanical lockboxes. If you are interested in donating, please contact our Senior Member Services specialist, Melissa Zwick, at [mzwick@sevrar.com](mailto:mzwick@sevrar.com).

Lastly, our Affiliate Committee recently announced the Affiliate Scholarship recipients during their May committee meetings. The two winners were presented with a \$2,000 college/university scholarship that they will be able to use during their first fall semester. The Affiliate Committee takes pride in providing young, ambitious scholars the support to further their education.

I invite you to attend any of our fun-filled SEVRAR events, Professional Development classes, or committee meetings to get the most of your membership.

# JUNE

## schedule details

### GRI: Risk Management

Event Date: June 6  
Event Time: 9:00 am–4:00 pm  
Event Description: Accredited  
14.00 Credits  
Instructor: David Compton  
Location: SEVRAR

### New Member Orientation

Event Date: June 7  
Event Time: 8:00 am–9:30 am  
Event Description: Non-Accredited  
Instructor: Keri Means  
Location: SEVRAR

### GRI: The Contract Class

Event Date: June 11  
Event Time: 9:00 am–4:00 pm  
Event Description: Accredited  
14.00 Credits  
Instructor: Holly Mabery  
Location: SEVRAR

### TBD

Event Date: June 11  
Event Time: 10:30 am–1:30 pm  
Event Description: Accredited  
3.00 Credits  
Location: SEVRAR

### Real Estate Advertising Laws

Event Date: June 12  
Event Time: 9:00 am–12:00 pm  
Event Description: Real Estate Legal  
Issues 3.00 Credits  
Instructor: Mark Winsor  
Location: SEVRAR

### Real Estate Negotiation Expert

Event Date: June 13  
Event Time: 9:00 am–4:00 pm  
Event Description: Non-Accredited  
Instructor: Evan Fuchs  
Location: SEVRAR

### 40 Under 40: Brunch & Burn

Event Date: June 13  
Event Time: 10:00 am–11:30 am  
Event Description: Self-Improvement  
Location: SEVRAR

### New Member Orientation

Event Date: June 13  
Event Time: 5:00 pm–6:30 pm  
Event Description: Non-Accredited  
Instructor: Torey Gannon  
Location: SEVRAR

### Affiliate Certification

Event Date: June 14  
Event Time: 8:00 am–9:00 am  
Event Description: Non-Accredited  
Location: SEVRAR

### HomeSmart Class

Event Date: June 17  
Event Time: 9:00 am–12:00 pm  
Event Description: Accredited  
3.00 Credits  
Instructor: Bill Gray  
Location: SEVRAR

### To Disclose or Not to Disclose

Event Date: June 17  
Event Time: 9:00 am–12:00 pm  
Event Description: Disclosure  
3.00 Credits  
Instructor: Keri Means  
Location: SEVRAR

### VA Loans

Event Date: June 17  
Event Time: 1:00 pm–4:00 pm  
Event Description: General Education  
3.00 Credits  
Instructor: Jimmy Vercellino  
Location: SEVRAR

### Keep Current with HOAs

Event Date: June 20  
Event Time: 1:00 pm–4:00 pm  
Event Description: Disclosure  
3.00 Credits  
Instructor: Marlene Olsen  
Location: SEVRAR

### Improv for REALTORS®

Event Date: June 24  
Event Time: 11:00 am–12:30 pm  
Event Description: Self-Improvement  
Instructor: Ryan Johnson  
Location: SEVRAR

### Surviving an ADRE Audit

Event Date: June 25  
Event Time: 8:00 am–9:30 am  
Event Description: Non-Accredited  
Instructor: Panel  
Location: SEVRAR

### Termites: The Uninvited Guest

Event Date: June 26  
Event Time: 9:00 am–12:00 pm  
Event Description: Disclosure  
3.00 Credits  
Instructor: David Bair  
Location: SEVRAR

### Career Canines FH & ADA

Event Date: June 27  
Event Time: 1:00 pm–4:00 pm  
Event Description: Fair Housing  
3.00 Credits  
Location: SEVRAR

### New Member Orientation

Event Date: June 28  
Event Time: 9:00 am–12:00 pm  
Event Description: Non-Accredited  
Instructor: Christie Ellis  
Location: SEVRAR

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calendar of events

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
W E N D U R E	26	27	28	29	30	01
	02	03	04	05	06	08
	09	10	11	GRI: The Contract Class 9:00 am–4:00 pm  TBD 10:30 am–1:30 pm	Real Estate Advertising Laws 9:00 am–12:00 pm	Real Estate Negotiation Expert 9:00 am–4:00 pm  40 Under 40: Brunch & Burn 10:00 am–11:30 am  New Member Orientation 5:00 pm–6:30 pm
	16	17	18	19	20	22
	HomeSmart Class 9:00 am–12:00 pm  To Disclose or Not to Disclose 9:00 am–12:00 pm  VA Loans 1:00 pm–4:00 pm	HomeSmart Class 11:00 am–2:00 pm	Agency Law & Ethics 9:00 am–12:00 pm  New Member Orientation 12:30 pm–2:00 pm  HOAs and All That Jazz 1:00 pm–4:00 pm	Contract Writing Essentials 9:00 am–12:00 pm  Keep Current with HOA's 1:00 pm–4:00 pm	21	
	23	24	25	26	27	29
	Improv for REALTORS® 11:00 am–12:30 pm	Surviving an ADRE Audit 8:00 am–9:30 am	Termites: The Uninvited Guest 9:00 am–12:00 pm	Converting For Sale By Owners 9:00 am–11:00 am  What Does Agency Mean? 9:00 am–12:00 pm  Career Canines FH & ADA 1:00 pm–4:00 pm	28	New Member Orientation 9:00 am–12:00 pm
	30					

# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–April 30, 2019

#	First Name	Last Name	Office Name	Total #	Total \$		
						01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
1	Derek	Dickson	Offerpad	427	\$103,946,926		
2	Carol A.	Royse	Keller Williams Realty East Valley	88.5	\$29,709,215		
3	Rick	Metcalfe	Canam Realty Group	89	\$25,616,940		
4	Dawn	Faraci	Lennar Sales Corp	70	\$24,016,045		
5	Kenny	Klaus	Keller Williams Integrity First	74	\$18,874,885		
6	Karl	Tunberg	Midland Real Estate Alliance	26.5	\$18,541,930		
7	Rebecca	Rains	Berkshire Hathaway Homeservices Arizona Properties	52	\$16,761,071		
8	Brian	Cunningham	List 3k, LLC	42.5	\$15,378,320		
9	Mindy	Jones Nevarez	Kw Integrity First Realty	40	\$14,588,638		
10	Kelly	Pedraza	West Usa Realty	4	\$12,599,000		
11	Becky	Kolb	Keller Williams Integrity First	29	\$11,378,050		
12	David	Arustamian	Russ Lyon Sotheby's International Realty	24	\$11,099,500		
13	Robin	Rotella	Keller Williams Integrity First	35.5	\$10,665,250		
14	Van D.	Welborn	Redfin Corporation	16	\$10,645,300		
15	Darwin	Wall	Realty One Group	13.5	\$10,579,000		
16	Shannon	Gillette	Launch Real Estate	21	\$10,399,279		
17	Mary Jo	Santistevan	Berkshire Hathaway Homeservices Arizona Properties	25	\$10,398,950		
18	Benjamin	Arredondo	My Home Group Real Estate	32	\$10,243,200		
19	Zachary	Cates	Revelation Real Estate	20	\$10,237,500		
20	Kristine	Smith	Kb Home Sales	37	\$10,229,512		
21	Jason	Crittenden	Realty One Group	27	\$10,056,800		
22	Renee'	Merritt	Russ Lyon Sotheby's International Realty	9	\$9,613,888		
23	Spencer	Lindahl	Main Street Renewal, LLC	42	\$9,598,994		
24	Sandy & Bob	Thompson	Revelation Real Estate	28	\$9,428,400		
25	Catherine	Renshaw	Lennar Sales Corp	22	\$9,069,005		
26	Daniel	Brown	My Home Group Real Estate	27.5	\$8,991,500		
27	Tyler	Blair	My Home Group Real Estate	30.5	\$8,860,650		
28	Bonny L.	Holland	Keller Williams Realty Sonoran Living	9	\$8,777,275		
29	Donna	Mortensen	Redefy	24.5	\$8,558,325		
30	John	Payne	United Countryreal Estate-Arizona Property & Auction	3	\$8,524,900		
31	Alan	Kittelman	Realty Executives	44	\$8,433,800		
32	Lacey	Lehman	Realty One Group	29.5	\$8,356,796		
33	Kelly	Jensen	Kj Elite Realty	25	\$8,061,500		
34	Terry	Young	Revelation Real Estate	21.5	\$8,022,230		

#	First Name	Last Name	Office Name	Total #	Total \$		
						01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50

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# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–April 30, 2019

#	First Name	Last Name	Office Name	Total #	Total \$		
						01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
51	Shawn	Rogers	West Usa Realty	23.5	\$6,611,440		
52	Bob	Lisk	Network Realty	9	\$6,610,658		
53	Justin	Cook	RE/MAX Solutions	24	\$6,568,925		
54	Timothy J	Cusick	Homelife Professionals	16	\$6,538,606		
55	Kelly	Khalil	Redfin Corporation	17	\$6,515,300		
56	Don	Juvan	Gentry Real Estate	32	\$6,486,701		
57	Kraig	Klaus	Keller Williams Integrity First	21	\$6,456,150		
58	Charlotte	Young	Revelation Real Estate	16.5	\$6,358,280		
59	Brett	Tanner	Keller Williams Realty Phoenix	25	\$6,354,420		
60	Kirk	Erickson	Schreiner Realty	18	\$6,354,000		
61	Carol	Gruber	Revelation Real Estate	25	\$6,273,500		
62	Tara	Hayden	Redfin Corporation	17	\$6,234,625		
63	Shanna	Day	Keller Williams Realty East Valley	10.5	\$6,214,100		
64	Bill	Olmstead	Keller Williams Realty East Valley	17	\$6,200,700		
65	Damian	Godoy	Argo Real Estate Professionals	23	\$6,192,350		
66	Lori	Blank	Lori Blank & Associates, LLC	17	\$6,140,450		
67	Beverly	Berrett	Berkshire Hathaway Homeservices Arizona Properties	18.5	\$6,127,268		
68	Carlie	Goulet	Keller Williams Realty Phoenix	15.5	\$6,105,750		
69	Dawn	Carroll	Lori Blank & Associates, LLC	16.5	\$6,051,750		
70	Christy	Rios	Keller Williams Integrity First	14	\$6,049,390		
71	Gina	Mckinley	RE/MAX Fine Properties	22	\$6,023,250		
72	Jody	Poling	Hyres International, LLC	7	\$6,010,500		
73	Amy N	Nelson	Keller Williams Realty East Valley	18	\$5,951,390		
74	James	Watson	Keller Williams Sonoran Living	17	\$5,903,899		
75	Michael	D'Elena	North & Co	16.5	\$5,897,050		
76	John	Karadsheh	Kor Properties	10	\$5,744,875		
77	Heather	Openshaw	Keller Williams Integrity First	18.5	\$5,740,034		
78	Richard	Johnson	Coldwell Banker Residential Brokerage	14	\$5,714,500		
79	Jill	Mcfadden	Delex Realty	13	\$5,664,100		
80	Cara	Wright	Revelation Real Estate	9	\$5,631,350		
81	Michael	Barron	RE/MAX Infinity	17	\$5,612,710		
82	Brock	O'Neal	West Usa Realty	16	\$5,608,900		
83	William	Nager	Stunning Homes Realty	17	\$5,600,815		
84	Jason	Laflesch	Results Realty	12.5	\$5,545,750		

#	First Name	Last Name	Office Name	Total #	Total \$		
						01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
85	Russell	Mills	Gentry Real Estate	18	\$5,531,445		

86 Michael Kent RE/MAX Infinity 21.5 \$5,494,850

87 Lorraine Ryall Kor Properties 10 \$5,481,900

88 Scott Cook RE/MAX Solutions 16 \$5,476,000

89 Rob Hale Elite Results Realty 22 \$5,469,550

90 James Sanson Keller Williams Realty Phoenix 25 \$5,459,700

91 Annette Holmes Rachael Richards Realty 14 \$5,445,375

92 Gina McMullen Redfin Corporation 15 \$5,426,900

93 Marc Slavin Realty One Group 14 \$5,385,650

94 Stacia Ehlen RE/MAX Solutions 14 \$5,367,699

95 Geoffrey Adams Realty One Group 21.5 \$5,318,258

96 Jonas Funston Venture Rel, LLC 15 \$5,272,920

97 Tina Sloat Tina Marie Realty 16 \$5,244,000

98 Stephany Bullington Revelation Real Estate 13.5 \$5,242,550

99 Frank Bennett Jr Frank Bennett Realty 22 \$5,230,000

100 Michaelann Haffner RE/MAX Infinity 14 \$5,199,000

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# TOP 200 STANDINGS

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#	First Name	Last Name	Office Name	Total #	Total \$
				01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019

101	Michael	Cunningham	West Usa Realty	14	\$5,189,431
102	Curtis	Johnson	Exp Realty	16	\$5,172,465
103	Cynthia	Dewine	Century 21 Arizona Foothills	13	\$5,138,495
104	Dean	Thornton	Redfin Corporation	15	\$5,135,399
105	Natascha	Ovando-Karadsheh	Kor Properties	9	\$5,119,125
106	Scott	Morgan	Revelation Real Estate	17	\$5,114,374
107	Eleazar	Medrano	Homesmart	17.5	\$5,072,950
108	Gus	Palmisano	Keller Williams Integrity First	15	\$5,048,100
109	Steve	Helmstadter	Helmstad Realty	11	\$5,010,000
110	Josh	Randall	Keller Williams Realty East Valley	13	\$4,999,985
111	Jody	Sayler	Just Selling Az	20	\$4,995,250
112	Templeton	Walker	Stunning Homes Realty	16.5	\$4,975,925
113	Heather	Taylor	Prosmart Realty	12	\$4,956,500
114	Ben	Swanson	RE/MAX Precision	22	\$4,939,400
115	Kelly	Money	Redfin Corporation	13.5	\$4,933,204
116	Robert	Burk	Desert 2 Mountain Realty	3	\$4,875,000
117	Jarl	Kubat	West Usa Realty	21	\$4,874,900
118	Mark	Captain	Keller Williams Legacy One	17	\$4,862,175

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#	First Name	Last Name	Office Name	Total #	Total \$
				01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
119	Michael	Hernandez	Revelation Real Estate	16	\$4,858,500
120	David	Larsen	West Usa Realty	11	\$4,819,815
121	Christine	Holwell	Revelation Real Estate	13	\$4,810,900
122	Kim	Webster	Coldwell Banker Residential Brokerage	21	\$4,808,850
123	Max	Dewitt	Realty One Group	18	\$4,735,845
124	Thomas M	Speaks	Revelation Real Estate	14	\$4,722,990
125	Sanjog	Gopal	Oz Realty	23	\$4,701,100
126	Jasson	DellaCroce	My Home Group Real Estate	14	\$4,674,240
127	Jaime	Blikre	My Home Group Real Estate	15	\$4,634,744
128	Katherine	Walsh	Keller Williams Legacy One	15.5	\$4,606,200
129	Nate	Randleman	Revelation Real Estate	18	\$4,604,200
130	William G	Barker	Farnsworth Realty & Management Company	16	\$4,592,750
131	Kandi	Andresen	Rachael Richards Realty	12.5	\$4,559,300
132	Karl	Freund	Kenneth James Realty	10.5	\$4,557,900
133	Jason	Zhang	Gold Trust Realty	9	\$4,486,000
134	Jim	Hunt	United Brokers Group	5	\$4,466,400
135	Mike	Santistevan	Berkshire Hathaway Homeservices Arizona Properties	10.5	\$4,463,050
136	Ben	Leeson	Arizona Experience Realty, LLC	11.5	\$4,455,424
137	Barbara	Schultz	Coldwell Banker Residential Brokerage	18	\$4,423,400
138	Cindy	Flowers	Keller Williams Integrity First	17	\$4,420,400
139	Benjamin	Marquez	Exp Realty	10	\$4,387,399
140	Roger	Marble	Marble Real Estate	11	\$4,381,610
141	Katie	Shook	Redfin Corporation	14	\$4,365,950
142	Rebecca	Kallhoff	RE/MAX Precision	15.5	\$4,337,000
143	Mark	Toon	RE/MAX Alliance Group	13	\$4,330,990
144	Steven	Bernasconi	Keller Williams Integrity First	13.5	\$4,253,255
145	Frank	Merlo	Berkshire Hathaway Homeservices Arizona Properties	10	\$4,212,015
146	Rachel	Krill	Revelation Real Estate	14	\$4,170,990
147	Tracy	Lane	Century 21-Towne & Country	52	\$4,152,400
148	Pamm	Seago-Peterlin	Century 21 Seago	13	\$4,146,950
149	Robyn	Brown	Argo Real Estate Professionals	11	\$4,140,000
150	Julie	Gallego	Redfin Corporation	12	\$4,136,000

# TOP 200 STANDINGS

Teams and Individuals Closed date from Jan. 1–April 30, 2019

#	First Name	Last Name	Office Name	Total #		Total \$	
				01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
151	Gregory	Hagopian	RE/MAX Solutions	13	\$4,116,450		
152	Elmon	Krupnik	Stunning Homes Realty	15	\$4,094,500		
153	Bryce	Henderson	Four Peaks Brokerage Company	14	\$4,094,165		
154	Sergio	Santizo	My Home Group Real Estate	11.5	\$4,090,900		
155	Marci	Burgoyne	Crown Key Real Estate	12	\$4,078,368		
156	Doug	Lewis	RE/MAX Infinity	7	\$4,058,000		
157	Gordon	Hageman	My Home Group Real Estate	12	\$4,039,070		
158	Adam	Coe	Revelation Real Estate	15.5	\$4,030,100		
159	John	Fabirkiewicz	Marketplace Homes	10	\$4,019,388		
160	Paul	Aslaber	Keller Williams Realty Sonoran Living	15	\$4,014,200		
161	Connie	Wong	Delex Realty	8	\$3,992,750		
162	Shamra	Harrison	Revelation Real Estate	17	\$3,980,000		
163	Douglas	Hopkins	Realty Executives	12	\$3,977,200		
164	Barbara A	Shadoan	RE/MAX Classic	17	\$3,962,300		
165	Michele	Edison	United Brokers Group	6.5	\$3,961,000		
166	Ryan	Rosscup	Realty One Group	14	\$3,960,750		
167	Tanner	Milne	The Menlo Group Commercial Real Estate	9	\$3,955,335		
168	Deanna	Calkins	Revelation Real Estate	10	\$3,949,400		
169	Christopher	Cline	Purplebricks	12.5	\$3,940,495		
170	Jessica	Santa Cruz	Revelation Real Estate	13	\$3,934,300		
171	Amy	Pradetto	Keller Williams Realty Phoenix	3	\$3,901,500		
172	Robert	Reece	United Brokers Group	11	\$3,888,811		
173	Gregory	Crespo	Purplebricks	10.5	\$3,875,950		
174	Lisa	Fonseca	Lori Blank & Associates, LLC	11.5	\$3,870,000		
175	Kristina	Sabo	United Brokers Group	11.5	\$3,855,000		
176	Tim	Esteban	Homesmart	12.5	\$3,843,800		
177	Hani	Aldulaimi	Keller Williams Realty East Valley	8	\$3,831,000		
178	Tyler	Whitmore	O48 Realty	13	\$3,804,700		
179	Frank	Gerola	Venture Rei, LLC	11	\$3,788,150		
180	Beau	Tanner	Thg Realty, LLC	2	\$3,780,000		
181	Kelly	Courvisier	Homesmart	9	\$3,777,900		
182	Dalen	Linnerson	Midland Real Estate Alliance	2	\$3,757,450		
183	Robert	Hershey	Revelation Real Estate	7	\$3,753,500		
184	Michael	Shimono	My Home Group Real Estate	11	\$3,731,400		

#	First Name	Last Name	Office Name	Total #	Total \$
				01/01/2019 - 04/30/2019	01/01/2019 - 04/30/2019
185	Kent	Norgard	Farnsworth Realty & Management Company	14	\$3,705,750
186	Mary	Almaguer	Apache Gold Realty, LLC	18.5	\$3,691,750
187	Suzanne	Klinkenberg	Coldwell Banker Residential Brokerage	11	\$3,688,900
188	Pat	Hune	1st Southwest Realty, LLC	8	\$3,685,399
189	Brooke	Bogart	Keller Williams Realty East Valley	13	\$3,681,026
190	Kiran	Vedantam	Kirans And Associates Realty LLC	9	\$3,678,750
191	Edward	Surchik	Realty Executives	14	\$3,675,500
192	Marcela	Moat	West Usa Realty	9	\$3,673,390
193	Amy	Laidlaw	Realty Executives	12	\$3,664,570
194	Nicholas	Kibby	Keller Williams Realty Phoenix	12	\$3,656,929
195	Daniel	Callahan	RE/MAX Classic	17	\$3,651,625
196	Jim	Smith	Keller Williams Integrity First	11	\$3,645,000
197	Laurie	Neal	Homesmart Lifestyles	14.5	\$3,642,246
198	Allen	Willis	Ensign Properties Corp	17	\$3,634,900
199	Preston	Mann	Lra Real Estate Group, LLC	15	\$3,621,000
200	Diane	Olson	Glass House International	13	\$3,617,295

**Disclaimer:** Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data.



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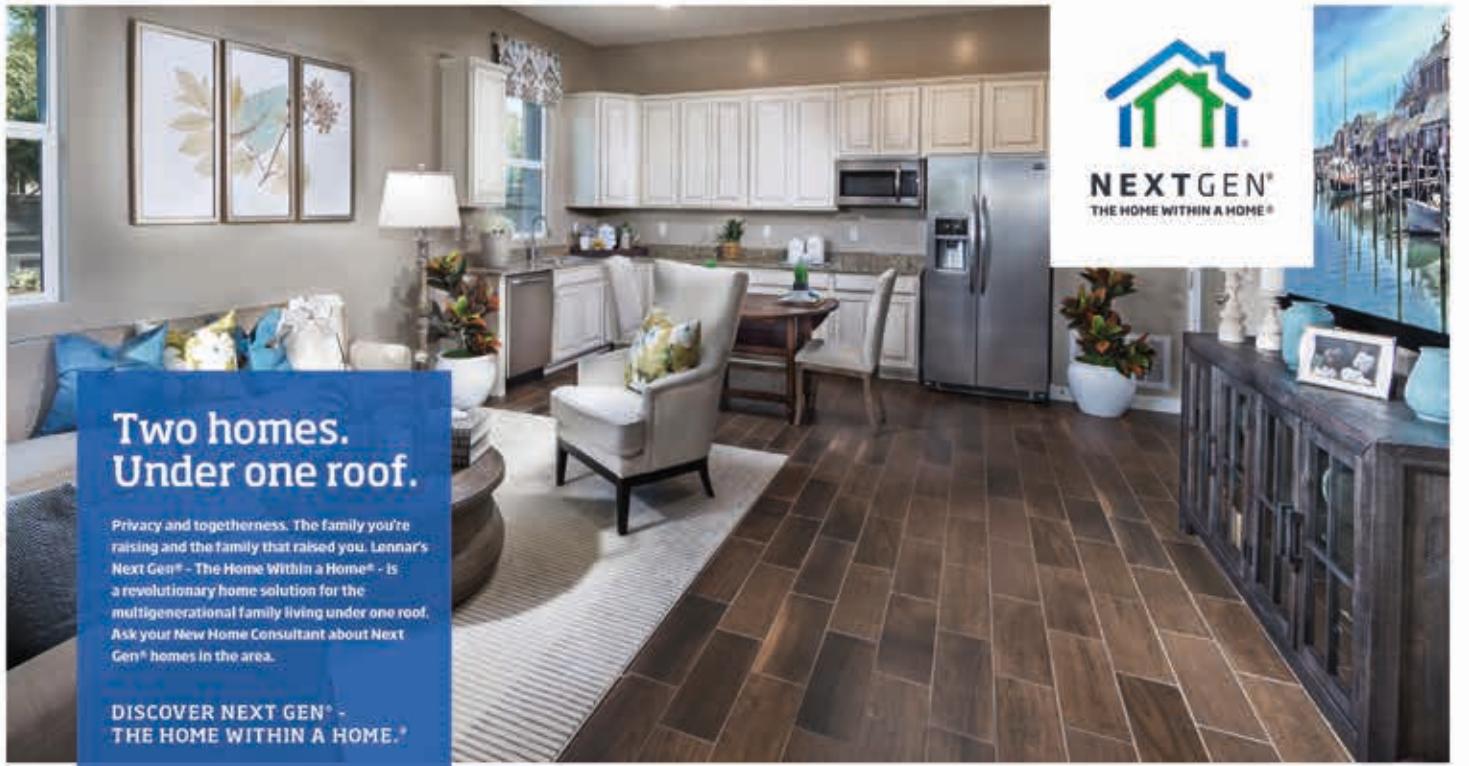
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