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MEET THE EAST VALLEY REAL PRODUCERS TEAM



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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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▶▶ 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.

“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.



Margareth with her daughter Klaudia in Krakow, Poland.

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.

...



"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 refurnished 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 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.”

...



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.

...

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 Shepherd), Bentley (Black and white dog) and Cody (Cocker Spaniel).

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MARKET UPDATE



coaching corner
By Russell Hathcock

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.

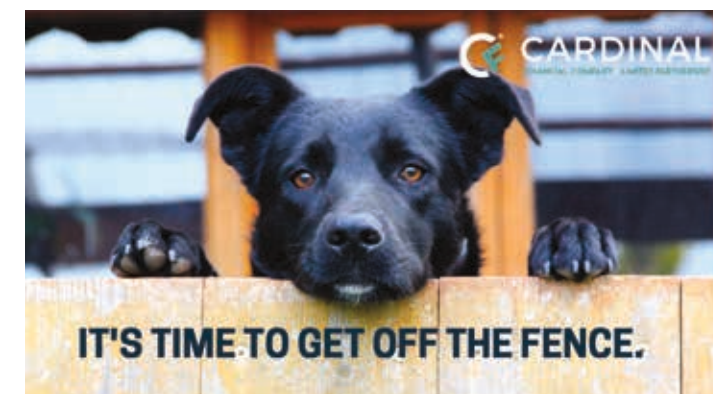
As is the norm, actual closed sale prices are somewhat lower than the initial list, but still, they are up over 7% from last year, too. The average sales price is \$338,900 and the median sales price is \$267,000. Typical length on the market continues to hover around 72 days. That's list to close, so 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.

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

JACOB'S MISSION/ASA NOW

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.

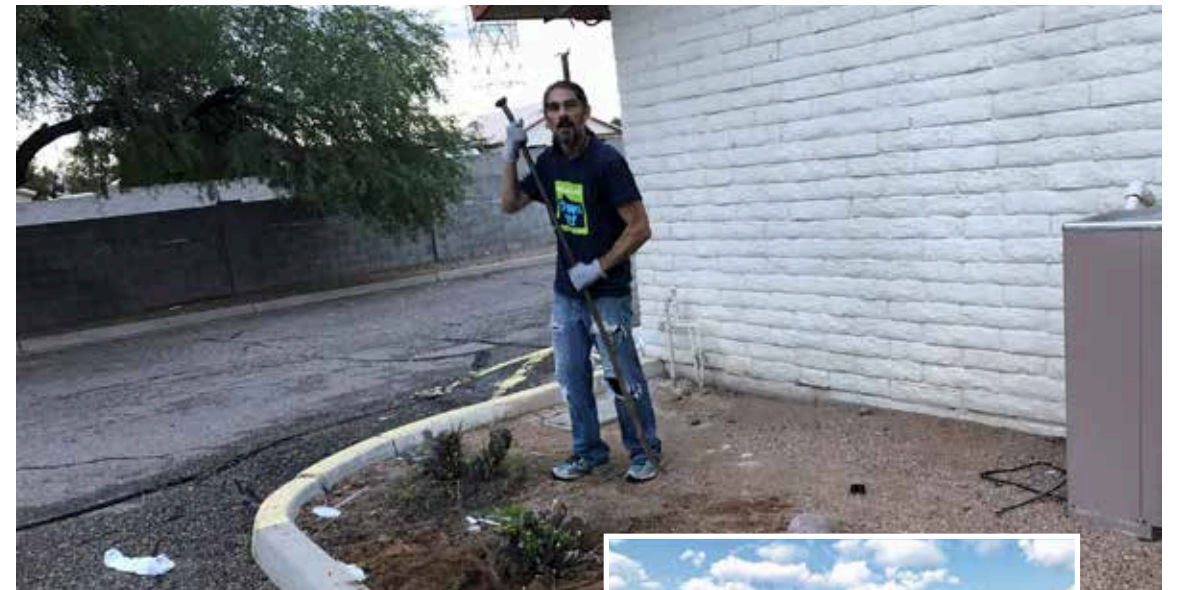
"They're foster parents themselves and have over 20 kids combined (biological and fostered)," Leila explained. "They just saw a big need for help and advocacy for not just the children, but entire families."



Fun time at a foster potluck.



Donations to ASA Now.



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

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.



Jacob's mission rendering.

"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.

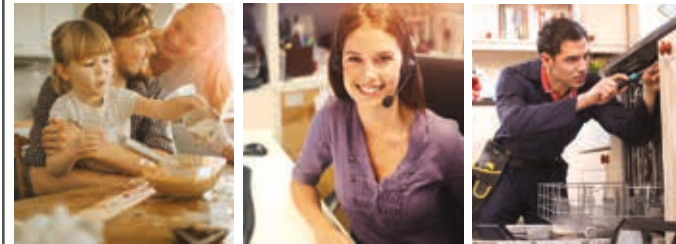
to, but it can also bring you more business. However, above all, agents should passionately and genuinely serve their community without expecting more business. "Giving without a specific expectation of reward is, in itself, rewarding," Shane said. "If you treat your business that way, it will be more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



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

LORI BLANK, LORI BLANK & ASSOCIATES

SEP is the answer for me. It is tax-free money put into a SEP every year. The more you make, the larger your SEP can be. You can purchase an investment home with a SEP. Some special rules to follow but it is a great way to build for your retirement.



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



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!

Building wealth is easy: Save more than you make and invest in real estate. It is what we, as agents, know best, so increase your wealth by owning real estate.



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!



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.



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.

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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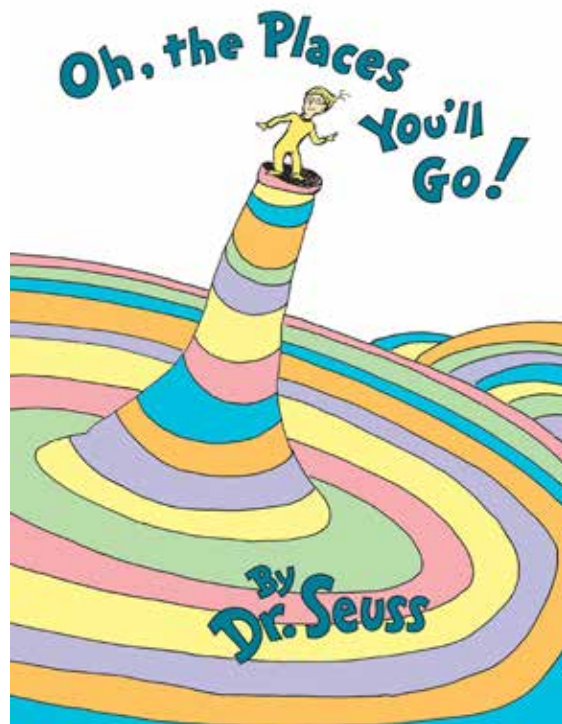
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OH, THE PLACES YOU'LL GO!



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.

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.

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S U M M E R T I M E

Brings Membership Development Opportunities to SEVRAR



►► pamela's monthly update

By Pam Frestedt CEO of 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.

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.

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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

HomeSmart Class

Event Date: June 18
Event Time: 11:00 am–2:00 pm
Event Description: Accredited
3.00 Credits
Location: SEVRAR

Agency Law & Ethics

Event Date: June 19
Event Time: 9:00 am–12:00 pm
Event Description: Agency Law
3.00 Credits
Instructor: Marlene Olsen
Location: SEVRAR

New Member Orientation

Event Date: June 19
Event Time: 12:30 pm–2:00 pm
Event Description: Non-Accredited
Instructor: Derek Anglin
Location: SEVRAR

HOAs and All That Jazz

Event Date: June 19
Event Time: 1:00 pm–4:00 pm
Event Description: Real Estate Legal
Issues 3.00 Credits
Instructor: Patrick MacQueen
Location: SEVRAR

Contract Writing Essentials

Event Date: June 20
Event Time: 9:00 am–12:00 pm
Event Description: Contract Law
3.00 Credits
Instructor: Jim Zirbes
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

Converting For Sale By Owners

Event Date: June 27
Event Time: 9:00 am - 11:00 am
Event Description: Non-Accredited
Instructor: Mark Poisson
Location: SEVRAR

What Does Agency Mean?

Event Date: June 27
Event Time: 9:00 am–12:00 pm
Event Description: Agency Law 3.00
Credits
Instructor: Keri Means
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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SUNDAY	MONDAY	TUESDAY
26	27	28
02	03	04
09	10	11 GRI: The Contract Class 9:00 am–4:00 pm TBD 10:30 am–1:30 pm
16	17 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	18 HomeSmart Class 11:00 am–2:00 pm
23	24 Improv for REALTORS® 11:00 am–12:30 pm	25 Surviving an ADRE Audit 8:00 am–9:30 am
30		

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
29	30	31	01
05	06 GRI: Risk Management 9:00 am–4:00 pm	07 New Member Orientation 8:00 am–9:30 am	08
12 Real Estate Advertising Laws 9:00 am–12:00 pm	13 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	14 Affiliate Certification 8:00 am–9:00 am	15
19 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	20 Contract Writing Essentials 9:00 am–12:00 pm Keep Current with HOA's 1:00 pm–4:00 pm	21	22
26 Termites: The Uninvited Guest 9:00 am–12:00 pm	27 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	29

TOP 200 STANDINGS

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

#	First Name	Last Name	Office Name	Total # 01/01/2019 - 04/30/2019	Total \$ 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 # 01/01/2019 - 04/30/2019	Total \$ 01/01/2019 - 04/30/2019
35	Rachael	Richards	Rachael Richards Realty	22.5	\$8,002,000
36	Angela	Larson	Keller Williams Realty Phoenix	27	\$7,849,300
37	Scott	Dempsey	Redfin Corporation	18	\$7,847,200
38	Kimberly	Healy-Franzetti	West Usa Realty	12	\$7,793,157
39	Jennifer	Felker	RE/MAX Infinity	15	\$7,782,000
40	Eric	Williams	Realty Executives	9	\$7,724,797
41	Kathy	Camamo	Amazing AZ Homes	26	\$7,513,956
42	Jason	Witte	Realty One Group	24.5	\$7,475,950
43	Shawn	Camacho	United Brokers Group	28	\$7,472,500
44	Shivani	Dallas	Keller Williams Integrity First	19.5	\$7,150,400
45	Henry	Wang	Revelation Real Estate	19.5	\$6,972,200
46	Paul	Whittle	American Allstar Realty	24	\$6,953,338
47	Jill	Dames	Realty One Group	20	\$6,942,900
48	Janine	Igliane	Keller Williams Realty East Valley	17.5	\$6,689,476
49	Randy	Courtney	Weichert, Realtors - Courtney Valleywide	17	\$6,677,350
50	Mike	Mendoza	Keller Williams Realty Sonoran Living	16	\$6,656,012

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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 # 01/01/2019 - 04/30/2019	Total \$ 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 Realty 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 # 01/01/2019 - 04/30/2019	Total \$ 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 Rei, 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

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

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

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

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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 # 01/01/2019 - 04/30/2019	Total \$ 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 # 01/01/2019 - 04/30/2019	Total \$ 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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