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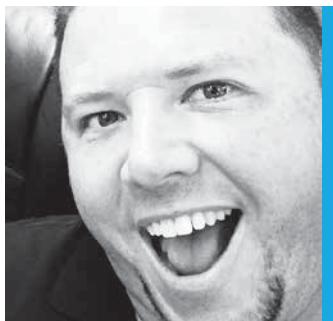
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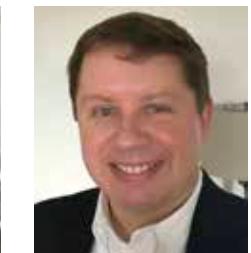
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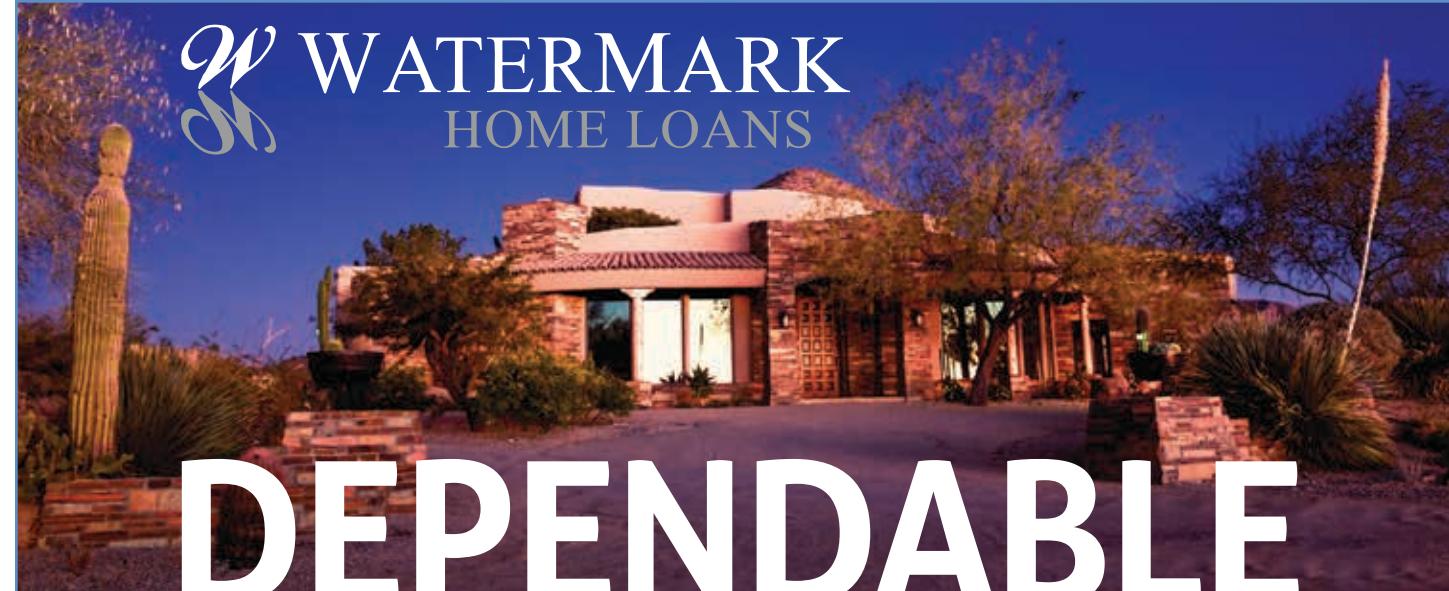
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Golden Nuggets



Shamile Hirsh

ProSmart Realty

Have you heard "Do what you love, and you'll never work another day in your life". Loving your job is a wonderful thing. Not only you are bringing home the bacon, but you also get the added

reward of feeling fulfilled, satisfied, accomplished, and the best part: you have given significance. My goal is to change someone's world one day at the time. One of my goals in my time on this planet is to achieve unconditional love for all of humanity, and in everything I do I try to maintain this meditation. One of my favorite quotes is Gandhi's "Be the change you wish to see in the world" and "The future belongs to those who believe in the beauty of their dreams" Eleanor Roosevelt. Keep dreaming, dream often and dream big.

Stay humble. I am a firm believer that success is temporary and is not the key to happiness. On the contrary, happiness is the key to success.

I have learned to appreciate every single individual that I have the opportunity to serve. The measure of a man's greatness is not the number of servants he has, but the number of people he serves.

Your success is an opportunity that resets every morning; the choice is yours and the opportunity for you to create it.



Kris Cartwright

Kris Cartwright Real Estate

"You don't inspire your teammates by showing them how amazing you are. You inspire them by showing them how amazing they are."

-Robyn Benincasa, World Champion Adventure Racer

It brings me joy every day when I can celebrate other people and raise them up to be more successful. I believe that by helping others to be successful you become a success yourself.



Christopher Rees

DPR Realty

Friends are family that you get to choose. They are an extension of your family. With most of my immediate family being hours away, having friends that will open their door for you any hour of the day, makes them family. And just like my family, I wouldn't be where I am today without my friends.



Marla Calley

Premier Title Agency

I believe that we are who we choose to be.

Nobody is going to come and save you. You've got to save yourself.

Nobody is going to give you anything. You've got to go out and fight for it.

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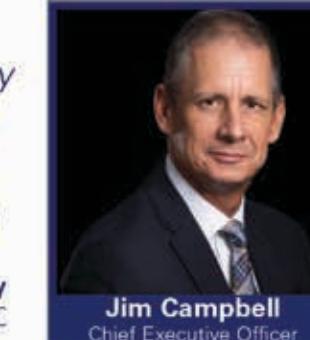
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PREMIER TITLE AGENCY

Innovation and Commitment



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By **Dave Danielson**

Each day, we set out to serve our clients in new ways as we continually grow and enhance the service we provide.

It means a lot when you partner with others who share this same approach.

That's where Premier Title Agency comes in.

If you already work with them, you know that Jerry Calley created Premier Title Agency with the support of his wife Marla and a heartfelt spirit of innovation and commitment to support the journey you and your clients make to the closing table.

The Leading Edge

Through the last few years, PTA has grown with a strong focus on teamwork and being on the leading edge.

"With Jerry and Tanner Herrick we have seven offices statewide, and we have our own title de-

partment, as well as our own commercial department and design team."

Today, Premier Title Agency has more than 80 employees. But for all the growth, individual attention and personal service remain the focus.

"When we started Premier Title Agency, we did so by partnering with Motherlode Holding Company, based in California. It was founded by Leo French in 1973. They take a very non-corporate approach, with the message, 'We're here to support you so you can do your job supporting your clients,'" Marla says. "We love that approach and the support of Motherlode Holding Company. We appreciate being a local organization where we make all of our own decisions to better serve our market."

That level of support helps everyone, including the members of the Premier Title Agency team.

"Premier Title Agency has been fortunate that many of the top escrow officers in the area want to join Jerry," Marla says. "We're proud to have the relationship with Motherlode Holding Company and the fact that their way of business has really set the example we carry and lets all of our escrow officers really expand and grow because they know they have that support behind them. This company really stands behind its people. And that allows our escrow officers to focus on being there for clients. It's a great feeling to know that we exhaust every avenue to meet client needs."

Partnership and Possibilities

Partnership is at the heart of the satisfaction Marla and Jerry feel for the work they and their team do.

"My job is to help our real estate agent partners with their marketing, visuals and social media



Marla Calley

66
We have a fantastic team and they know they can always be themselves and have a voice.



placements in the East Valley," she says. "We throw client appreciation parties, and we love to do house-warming parties—working with REALTORS® to create these events that usually result in new business. It's very rewarding to work behind the scenes to help other people."

Highlights at Home

Away from work, Jerry and Marla cherish time spent with their family. They have five sons and seven grandchildren.

In their free time, they have a passion for golf and are members of Arizona Country Club.

Giving back to the community is also a central part of who Jerry and Marla are. They focus a lot of their efforts supporting local drug abuse organizations.

Marla also has done a lot of volunteer work with Falling Leaf, an abuse program for women and children. Plus, she is an active member of the Women's Council of REALTORS® and enjoys chairing charity golf tournaments.

Change and Growth

As Marla reflects on where the Premier Title Agency is at today, she thinks about the foundation she had growing up with her father.

"My dad was a small business owner in Wyoming," Marla recalls. "His main advice has always been

to take care of your employees and let them do their jobs. I think that's one of the things that made us feel so at home with Motherlode Holding Company. They don't have an agenda, other than to support you."

She sees the way that approach lifts up the entire team.

"When you have an environment like that, I think that's when your true passion shows, and your gifts really shine through," Marla emphasizes.

"That's what I like about what we have at the Premier Title Agency. With our environment, we have a fantastic team and they know they can always be themselves and have a voice."

There's more to come.

"We want to continue growing and serving our partners and clients in the area," she says. "Along the way, we aren't rigid in the way we do things. We believe in change and growth."

That's an example of the spirit of innovation and commitment that is making a difference every day.

For more information about Premier Title Agency:
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Shamile HIRSH

LIFE-CHANGING SPIRIT

► featured agent

By Dave Danielson



Photo Credit Patrick McKinley



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to see in the world. 99
- GANDHI

It's not difficult to see the darkness around us. Take the nighttime sky, for example. As day melts away, there is nothing but an endless, black void for a time. But if you keep looking...if you have faith...you see stars...the first points of light that break through the darkness and illuminate the world.

Our daily lives can be the same. It's not difficult to find cold, negative forces if you look for them. At the same time, there are points of light that shine through the darkness and they take the form of people like Shamile

Hirsh, who adds genuine light with her true, life-changing spirit.

Beyond the Surface of Success

Today, Shamile is an iconic industry leader. On the surface, you see her lofty achievements, designations and honors, including over \$1.5 billion in global sales volume.

But look closer and see the true story of a real person who has faced both happiness and adversity and chose a positive path for herself and those around her.

"Many times, we see successful people, and we assume that they are blessed, or they got lucky," Shamile says. "But the reality is that, like everyone else, they failed, they endured disappointments, they got judged, and they faced a life-changing crisis. The only difference in those people is that they took that moment of crisis and decided to build opportunity."

Life's Crossroads

As a little girl growing up in Mexico, life for Shamile was happy. She was blessed with strong, positive role models with her parents, including her father, who is a retired CPA, and her mother, now a retired doctor of education.

Coming of age, things suddenly changed when she faced the darkness firsthand. She endured many challenges in life and moved to America when she was 19. In the process, she and her young children faced the uncertainties of poverty.

"Being a Latina, a single mom at a young age and uneducated at that time made it hard to survive and excel in a competitive world as a minority. I went through many struggles and suffered great poverty and cases where I had to rely on food stamps to feed my kids," Shamile recalls. "My older children still remember the days we slept in one mattress and had 'popcorn parties' for breakfast, as I didn't have enough money to buy milk."

...



Rising Above

While the effects of what she faced naturally could have maintained a strong, negative hold on Shamile, her spirit was much stronger.

"Regardless of any of these challenges, the most important part is about embracing, recovering, learning, and building resilience through these wonderful life opportunities. The bigger the challenge, the bigger the opportunity to grow," Shamile emphasizes. "Strength and growth come from consistency and effort, and, most of all, challenging ourselves that, no matter the struggle, the only thing that matters is our attitude."

Shamile pushed forward, boosted her education, and worked as a clinical psychologist with diverse populations, dealing with sex offenders and the mentally ill. In college, she had gained on-air experience in Spanish radio. As time passed, she did voiceover work for national brands like Toyota and

Maybelline and even hosted a nighttime Telemundo show as what she describes as, "a Hispanic Dr. Ruth."

Taking a New Path

Her career in psychology led to work with the Arizona Court System, where she became a Superior Court special commissioner.

"In 2009, I was looking to do a different type of therapy, but it wasn't paying as well. My parents were investing and said, 'Why don't you get into real estate?' I looked at them like, 'You aren't talking to me, right? You want me to be a salesperson?' My father said, 'I don't want you to be a salesperson. I just want you to learn to invest and to help others. You will do great,'" Shamile remembers. "Growing up, I was exposed to my parents investing experiences in different regions. I learned at an early age that regardless of your background, diversifying in investing was the way to build wealth. So I took a leap of faith, got my license, and it went from there."

Fast forward to today, Shamile has built a remarkable career, including work in several key areas.

She works as a REALTOR® with tremendous knowledge and experience in financial analysis and commercial business.

She also serves the court system and is assigned to family cases. As she says, "I come in as special commissioner in cases where there is no jurisdiction. The court system is my primary client, and I get involved with the assessment of property, wills, estates, trusts and more."

Plus, Shamile also consults with a full range of investors, including individuals, industrial investors, and projects to better the community, including a local crisis center, methadone clinic, substance abuse center, and a family education clinic for foster care and adoption.

... In the process, she has been named among Who is Who in Luxury Real Estate Top 100, she received the NAHREP Greater Phoenix Top 50 Agent Award (2018-2019) where she earned first place, and she has earned the NAHREP Top 250 Agent Award, where she placed number 31 nationally. Shamile also earned REALTOR® of the Year Award honors for 2019 from *Real Producers*.

Life's Priorities

For all of the accolades, Shamile says, "I came from humble beginnings, and humility is important. I am a firm believer that success is temporary and is not the key to happiness. On the contrary, happiness is the key to success."

The heart of Shamile's happiness is her family. As she says, "My children are my pride and joy. They are my biggest accomplishments in life. They keep me focused to succeed."

Her children include her 24-year-old daughter, Vanessa, who is a nurse; her 20-year-old son, Alex, who earned Valedictorian honors in his class, and her 7-year-old son, Liam, who Shamile calls "the light to our life."

In her free time, Shamile has a heart for prayer and being involved in her church. She also likes taking part in coaching sessions and serving as an accountability partner. She also enjoys listening to podcasts, especially those from Tony Robbins. Workouts with her daughter are fulfilling, as well. Plus, she enjoys pastimes like journaling, writing, and international travel, having visited 29 countries.

In addition, Shamile has been involved with a wide range of local organizations, including the Adopt a Cop program, MADD, AZ Housing Coalition, Home Town Hero Project, the Hope Fund (including a great area of need at Phoenix Children's Hospital) and City Serve, including supporting United Food Bank and St. Mary's Food Bank.

Sharing Her Light

As she reflects on her career and considers the promise of tomorrow, Shamile continues to help others build through her genuine sense of care.

"I want to make an impact on people's lives and to create inspiration and awareness and create inten-



tion. If you can be someone who can inspire others to live intentionally, that's powerful in their lives. Because if you wake up with the intention to do something, you are already 25 percent of the way to having a task done," Shamile emphasizes. "If I can be the inspiration to ignite that intention to live or redirect their lives in a certain way, then I feel like I've done my job."

As she thinks about others, Shamile encourages them to "dream often and dream big," and to "believe in yourself."

As she says with a smile, "I want to be remembered by the way I gave people some tools to find within their life the answers for a forgotten past, a productive present, and a promising future."

Truly, Shamile Hirsh is making a difference in the world...with her life-changing spirit.



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LEBRON JAMES COULD HAVE PLAYED IN THE NFL. IN FACT, "KING JAMES" ACTUALLY PLAYED ON THE GRIDIRON IN ADDITION TO THE BASKETBALL COURT THROUGHOUT HIGH SCHOOL.

James played wide receiver as an underclassman at St. Vincent-St. Mary's. He was named first-team all-state as a sophomore. And as a junior, he helped lead the Fighting Irish to the state semifinals.

A wrist injury from a basketball game kept him from playing football his senior year. But that didn't stop several Division I programs from recruiting him. Including Notre Dame.

That's why many coaches and players have suggested that James could have made it in pro football. But would he have become the same superstar on the football field as he is on the court?

For a sports fan, it's a fun hypothetical to entertain. But instead, LeBron James focused 100% of his time and energy on basketball. As a result, he's gone on to become one of the best players of all time.

While I'm no ESPN analyst, I think James' current basketball stardom is a result of his decision to specialize.

THE KEY TO BEING KNOWN

Specialization is a principle often touted in professional services. Yet few people actually put its power into practice.

Many iconic companies are successful because they specialize.

Just think. Louis Vuitton and Gucci specialize in luxury fashion and exclusivity. Same with Mercedes Benz and BMW.

- Starbucks specializes in burnt, high-priced coffee.
- Apple specializes in beautiful, user-friendly technology.
- And McDonald's specializes in *systems* that produce consistent, unhealthy fast food.

to do is say their name, and you will immediately associate all kinds of feelings with them: Oprah, Trump, Cher.

OWN YOUR CATEGORY

Sure, you can try to "be all things to all people" like Wal-Mart or Amazon. But when you specialize, the benefits to your business outweigh being a generalist:

- You set the agenda.
- You get more referrals.
- Clients follow your terms.
- You become known easier.
- You don't have to negotiate your commissions.

SPECIALIZING IMPROVES YOUR MARKETING

A friend and former client of mine was the head of marketing for LeBron James' talent agency.

He has taken the power of specializing and applied it to social media. And he's used Facebook and Instagram to grow massive followings for his business.

Over the last 10 years, he's used his specialty in social media to raise over \$25 million in venture capital. And he has built and sold five major companies. Including the sale of one company to AOL and another one to Yahoo!

BE IN THE BUSINESS OF YOU

As you saw with LeBron James, the same principle applies to personal brands. For instance:

- Rachel Ray became popular for her quick and easy of 30-minute meals.
- Dave Ramsey is known for teaching people how to get out of debt.
- And Dr. Ben Carson is the world's most famous brain surgeon.

Some personal brands have become total empires. So much so that all I need

When you specialize in a particular skill or service for a group of people, you become an expert.

Marketing for your business becomes easier because your message is more focused.

Specializing means you are 100% clear about who you help and what kind of problems you solve for them.

This kind of recognition becomes priceless. You become seen as an authority, even a celebrity to your market.

CONSEQUENCES OF NOT SPECIALIZING

Of course, when you don't specialize all the opposite things happen. Consumers tend to view your service as a commodity. It becomes harder for past and current clients to refer new business to you.

And home sellers want to "price shop" – always trying to get you to lower your commission.

That's why you need to stand out amongst the sea of real estate agents. You can do this by specializing in a particular type of home you sell. Or a type of clientele you serve.

HOW TO FIND YOUR SPECIALTY

Perhaps you can specialize in a certain geographic area of town. Or maybe you cater to a particular subculture.

Maybe you have an interest in helping people going through a divorce. Or you could own the niche for a group of professionals who are relocating.

Do you speak a second language? If so, can you specialize in it?

Did you have a former career in a different industry? Maybe you were an engineer, accountant, or schoolteacher. How can you apply this experience to your real estate practice?

Get creative. Think about your passions, experiences, and skillset.

Here are some other questions to help you find a specialty:

- Is your potential target market big enough to allow you to reach your income goals?
- Do you like working with this type of problem or people group?
- Is there someone who already owns this niche?
- If so, what can you do better or differently?
- Where can you answer an unmet need?

Ask yourself...

"HOW CAN YOU LEVERAGE YOUR BACKGROUND TO SERVE A SPECIFIC TYPE OF PEOPLE OR ANSWER A SPECIFIC TYPE OF PROBLEM?"

In the Advanced Home Marketing Institute®, we help agents distinguish themselves. We teach them how to answer:

- Why a prospect should choose you over all other options, including FSBO.
- How to leverage your specialty to win more new listings and referrals.
- How to brand and position yourself so your fees aren't an issue.

When you specialize in your real estate practice, business will get easier. You'll own the category you choose.

You'll be "top of mind" for your market. And as a result, enjoy more word of mouth. Best of all, you'll always be paid what you're worth.

If you haven't made the decision to specialize in your real estate practice yet, I encourage you to do so now.

If you take the time to answer the questions in this article, you'll be well on your way to dominating your niche.



Think Positive!

Today's world is filled with Negativity and struggles.

When Negativity is voiced out loud the magnitude and probability of that Negativity coming true is applied by a factor of 40. Let's do our small part in keeping optimistic, staying positive in tough times and come together. Wishing you a safe and healthy second half to 2020!

If you hadn't heard... Rates are at a Record Low AGAIN. If your Rate starts with a 4 or higher, it's worth a 5-10 Min Consultation w/ me.



STEVE GLOVER

Mortgage Adviser

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myarizonaloan.com

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► real story

By Sarah Wind

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CARTWRIGHT



Photo Credit
Devin Nicole Photography



Photo Credit
Devin Nicole Photography

SHOOTING, SHARING, AND SHOWCASING GREAT MOMENTS

Kris Cartwright has many talents, not the least of which is shooting sports action photography. Her photography talent, generosity, and creativity have contributed to her booming real estate business, and are proof that real estate agents can and should use their personal skills in conjunction with their business marketing tactics to think outside the box. Here is her story.

“I grew up in North Dakota and met my husband after college in West Texas. He was from Arizona. Work kept us moving around for a few years until we decided we wanted to move back to Arizona to start our family. We settled in Tempe and raised our three children there. I sold pharmaceuticals for 15 years until the travel became too demanding. I had always dreamed of selling real estate, so we made a family decision that selling real estate would give me more flexibility. In 1997, I was lucky enough to get my real estate license.”

“In 1999, my husband bought me my first digital camera. My kids were really involved in sports, so I started going to different games and learning to take action shots. I wanted to experiment with lighting by shooting high school football games at night under stadium lights because my daughter was going to be playing soccer at the same school. My kids were slightly embarrassed that I was doing this, so I would go to the opposing team’s side and shoot from there. I took a lot of action shots and some of them turned out really good. I would print out the good pictures and try to find the parents to give them the prints. One day my husband said, ‘This is crazy, Kris. You’re spending a fortune on printing out all these pictures!’ That’s when I came up with the idea of posting the photos on a website. First I had a Mac account and then switched to SmugMug.

“Over the last 20 years, I’ve been going to high school sporting events, taking pictures, and posting them online. I never stopped after my kids graduated from high school. After the game, I post the pictures and send the link out on Facebook so that

...

66 I've watched so many kids grow up and I've truly enjoyed giving back to the community in this way and being part of these kids' lives. 99



...

the kids and their parents and grandparents can download the pictures for free. The families are extremely grateful. I've watched so many kids grow up and I've truly enjoyed giving back to the community in this way and being part of these kids' lives."

How does this relate to Kris' real estate business? "My sports photography is a big part of my marketing. We have a neighborhood newspaper in South Tempe called the Wrangler News. For the last 18 years, I've been putting ads in the paper about every other week. I'll use a sports photo with a catchy phrase to advertise my real estate services. For example, once I used a photo of three girls colliding during a soccer game and I said, 'Feeling crowded? Need more space? Call Kris Cartwright for your real estate needs.' Another time I used a picture of some wrestlers and said, 'Wrestling with the idea of moving? Give me a call.'

"It's a way for me to get these kids in the paper and also promote me as a REALTOR®. A lot of people know who I am in the area just because they look to see what kids I feature in the ads. The community seems to really enjoy the pictures. The kids on the football team will say to me, 'Hey, Mrs. Cartwright, you can use me in your ad!' It's really fun. Many of the kids have come back and bought houses through me and their parents have also bought and sold houses through me."

The next time you're brainstorming about ways to expand your real estate business, think about what skills and hobbies you already enjoy and do well and how you could possibly use them to bless the community and grow your business at the same time.

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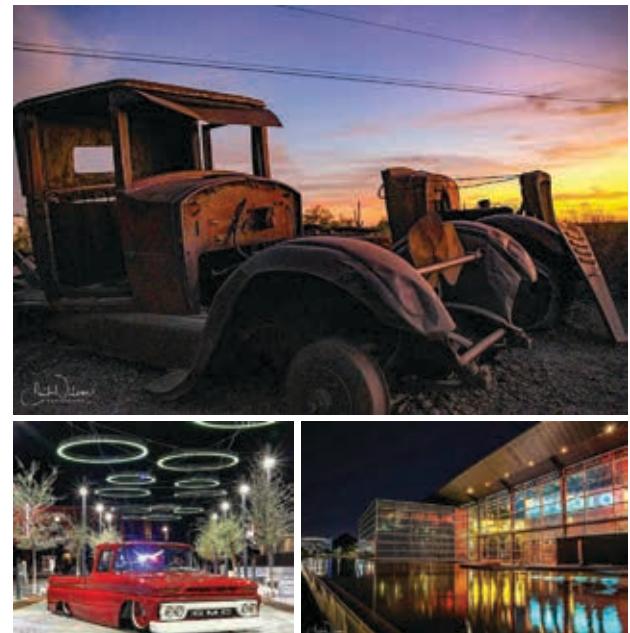
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CHRISTOPHER REES

on the rise 

By Sarah Wind



Photo Credit Patrick McKinley



Photo Credit Patrick McKinley

From biofuel manager to real estate agent, Christopher Rees has been tearing it up ever since he became licensed in 2016. Here is his story.

"I was born and raised in Phoenix and moved to the East Valley in my early teenage years. My dad started a business turning cooking oil into biodiesel, and it became the largest producer of biofuel in Arizona. I was the general operations manager, and to relieve stress when I got home, I would look at homes on Zillow on my iPad. My wife and I weren't interested in buying a different home; looking was simply like therapy to me."

"One day my wife was sitting next to me on the couch and she said, 'You are not happy. You haven't been happy for a while. Why don't you quit your job?' I said, 'Who is going to hire me for the same salary when I don't even have a college degree?' She looked at the iPad I was holding and said, 'Why don't you become a REALTOR®?'"

"The next day I put in my two weeks' notice and I started real estate school on October 5, 2015. My wife picked up a second nursing job and did everything she could to support my transition. She was a major reason why I moved into the real estate

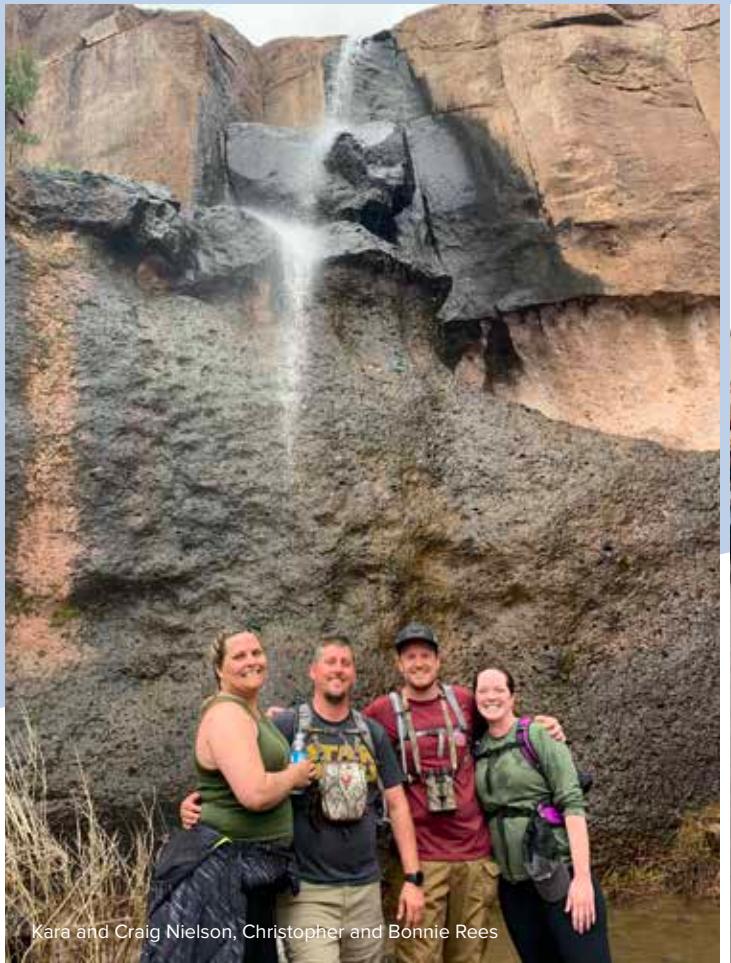
“When everybody’s happy in a transaction, to me, that is SUCCESS.”

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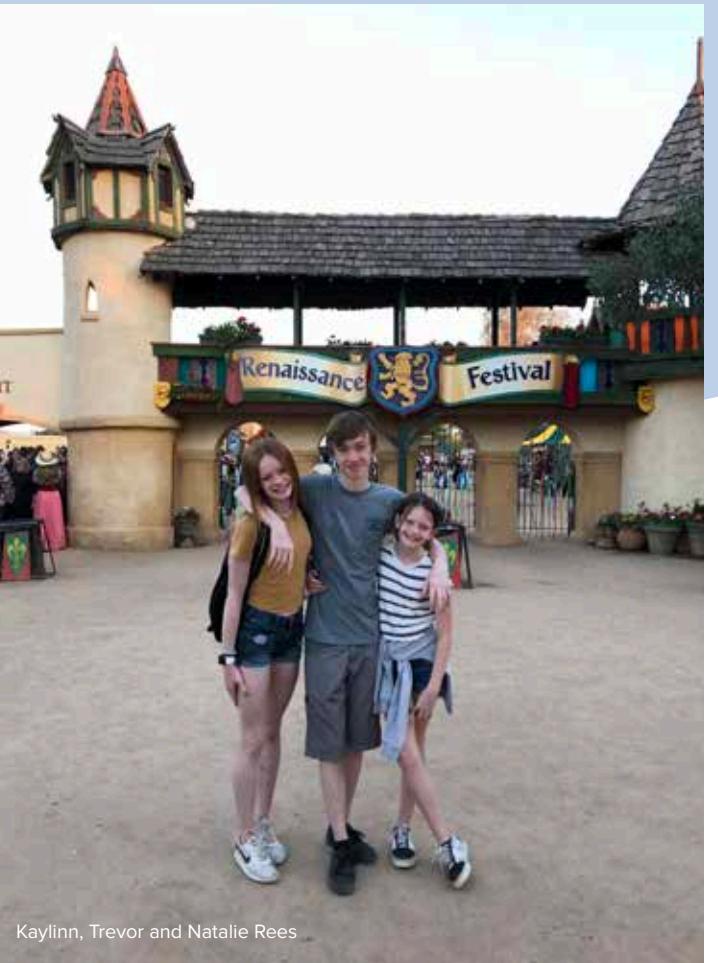
industry. From that point forward I haven't looked back. I've loved every minute of it, and I couldn't see myself doing anything else."

Beyond having a supportive spouse, there have been others who have supported Christopher's journey of growth as a person and REALTOR®. "As far as pursuing personal growth, Gary Vaynerchuk (or Gary Vee) is a motivational speaker that I listen to. He teaches a lot of principles that I appreciate and the way he speaks is very ear-catching."

"I am also coached through my office. I recently lost a great mentor in Tiffany Jones, who switched offices. Now I have Paul Newcom, and



Kara and Craig Nielson, Christopher and Bonnie Rees



Kaylinn, Trevor and Natalie Rees

... we are like two peas in a pod. I wouldn't be where I am at today in the real estate world without my big work sister Marisa Arthur. She's referred me to so many books and podcasts as well as coached me. She treats me like I'm one of her own."

A story that stands out to him from all his real estate transactions involved his seller's choice in who to accept an offer from. "My client was selling his home and we got multiple offers on the first day. One of the offers had a letter with it. The woman was a grandmother raising her grandchildren by herself because their mother wasn't able to. She was getting a VA loan, which wasn't the most favorable, and had lost out on five other homes. The agent said that if she didn't get this home, she was going to sign a new lease to stay in her rental because the home buying process had been so stressful. Even though we had multiple offers that were higher dollar amounts than hers, my client accepted her offer because he wanted to sell the house to her. That was one of my favorite moments in real estate."

Christopher and his wife Bonnie love spending time supporting their three kids in their activities. "My oldest son is 16 and he plays competitive hockey. I'm actually the head coach of his team, so hockey

practices and games are a big part of our lives. My 14-year-old daughter is a competitive dancer, so we spend a lot of time at dance competitions on the weekends. My 9-year-old daughter is taking guitar lessons and I decided to pick up the guitar so I can play with her, too. The only thing I haven't picked up is my daughter's dance skills. Mine are pretty awful."

When we asked Christopher what his number one key for success is in real estate he said, "Don't be a salesperson. You shouldn't be selling people's houses with your commission in mind. You should be introducing them to houses and they should be telling you which ones they want. It's my job to guide my clients through the process and protect them from buying a lemon house, but not to sell them a house they may not want."

When we asked Christopher what his definition of success is in life and in real estate, he said, "When everybody's happy in a transaction, to me, that is success. If one side is happy and the other side is not, that wasn't a successful transaction. Success in life is being happy with what you're doing. You can have all the money in the world and still be unhappy. To me, that is not being successful. You don't have to be rich to be successful."

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► question of the month

If you could own a second home anywhere, where would it be and why?



TIM EHLEN

RE/MAX ALLIANCE GROUP

Somewhere in Hawaii or Coronado Island, CA. Love the beaches in these areas.



KOURTNEY NESS

EXP REALTY

The beach! Probably Mission Beach or Oceanside, Huntington.



CHRISTINE ANTHONY

KELLER WILLIAMS ARIZONA REALTY

Newfound Lake or Lake Winnipesaukee in NH because I grew up going there every summer.



HOLLY SADLON

RUSS LYON SOTHEBY'S INTERNATIONAL REALTY

Laguna Beach, California so I could summer there and spend time with my California friends.



JILL CESKY

PLATINUM LIVING REALTY

A motor home so I am not stuck in one place!



MARY MARKOU

KELLER WILLIAMS INTEGRITY FIRST REALTY

My place is Niagara-on-the-Lake Ontario, Canada. We have a home there. And we also do some rental to people we know or referred.



BRENT HEIDEN

IANNELLI & ASSOCIATES REAL ESTATE

We would love to own a second home on Maui due to the great climate, natural beauty, tranquil beaches and variety of activities available on the island.



KELLY OXFORD

CONWAY REAL ESTATE

Portland, Oregon, to be close to my daughter and to have a summer getaway home.



CINDI DEWINE

RUSS LYON SOTHEBY'S INTERNATIONAL REALTY

I would have a second home on the water in San Diego. Not too far and just relaxing.



GEORGE AKERS

REAL LIVING SJ FOWLER REAL ESTATE

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THERE AND BACK AGAIN

(A R E - R E A D - A - T H O N)

Okay, I have to admit it. I have not purchased many books this year.

Since the world caught its cold, I have found myself poring over the pages of my favorite books from the last few years collectively. Going through them again has been like visiting old friends. There are notes and ideas I have forgotten about. Highlighted principles not yet put into play, glowing back at my face like a guilty reminder that I am behind on this and that!

About a month and a half ago I found myself not wanting to search out new information, or new books, or new shows. The world was and is currently forcing NEW breaking news, NEW procedures, NEW policies, NEW curfews at what seemed like every hour on the hour. My heart, mind and soul needed words I had been through before.

I started going through my favorite books of the past few years: *Love Does* by Bob Goff, *Atomic Habits* by James Clear, *The Last Arrow* by Erwin McManus, *The Greatest Salesman in the World* by Og Mandino, *Building a Storybrand* by Donald Miller, *Emigrant Edge* by Brian Buffini and a few others. As I re-read a chapter here and a chapter there, the world's current events became mentally manageable. Rereading pages I had already gone through was like going back to a school you used to go to visit teachers you loved from years past. I came across some practices, systems and habits that I



have implemented very well in my life as well as become reminded of items I am still putting off! There have seemed to be more proud moments

of "Wow, I am doing that and didn't even know I was" than the "Oh I need to work on that."

Somewhere in April and May the family and I decided to watch all of the Lord of the Rings movies and something stood out, one of the main characters was writing a book titled, *There and Back Again*. The title alone seemed to fit what I'd been doing with books. Then the next day hearing a quote from Brian Buffini's podcast, "I can't control what is going on in the world, I can only control how I react and my attitude towards it." Hearing that made me feel exposed for statements I'd been throwing out for weeks: When is this going to open and when is this going to happen?

I had been walking around spewing all of this frustration and anger on my family and friends.

I realized I still had the same goals and dreams I did at the start of the year. What was going on in the world didn't change that. It simply meant THE

WAY I have to go about achieving them was going to look different. I had to shift. As I read each of the books from my past I realized all of these authors mentioned above tell stories of plans and goals that were interrupted, changed and even some failure. It was good for my mind to retrace their words and apply it to current times.

If you're struggling with restlessness, frustration or being easily distracted, I encourage you to go back to the books that inspired you last month or last year. Revisit what moved you then and I bet you'll find it still moves you now and right now is when we need you to be moved

the most. The world needs focus, organized and motivated people right now more than ever. Nobody knows the long term effects this year's events will have on the future. But many people have lived a lot of hardship and shared their lives through writing about it. I am going to continue to pour over their words and ideas. The world needs me to be mentally sharp right now. It needs you to be as well. Who moved you with their words, go re-read them again. It's okay to call an audible and make a change. Look where you've been to help you get where you're going. I believe the pages we have read in the past have clues written on them that could unlock our future.

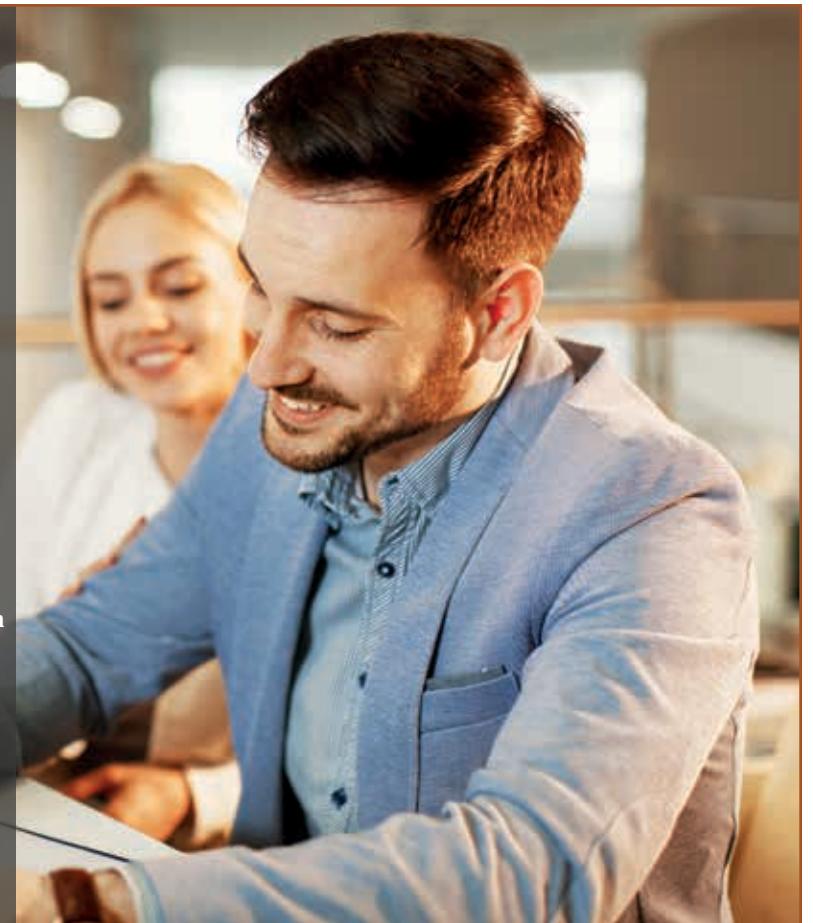
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weserv monthly update

By Roger Nelson, CEO of the West and SouthEast REALTORS® of the Valley Inc.

WeSERV: A TRIP DOWN MEMORY LANE

Last year, The West and SouthEast REALTORS® of the Valley (WeSERV) became the fifth largest REALTOR® Association in the country. It was a monumental accomplishment for all parties involved. However, how did our surrounding Association chapters get to this point in history? Well, our Association historians did some research and found an incredible timeline that highlights key points in our history. This astounding trip through nostalgia was both rewarding and intriguing because it gave our leadership a profound appreciation for the men and women before us, who laid the foundation of our REALTOR® Association and of organized real estate in Arizona.

The 1940s

May 9, 1946: Board of Directors charters the Mesa Real Estate Board.

November 12, 1946: Board of Directors charters the Cochise County Real Estate Board.

January 29, 1947: Board of Directors charters the Glendale Board of REALTORS®.

The 1950s

May 9, 1952: Board of Directors approves a name change from Cochise County Real Estate Board to Cochise County Board of REALTORS®.

May 9, 1952: Board of Directors approves a change in the jurisdiction for the Cochise County Board of REALTORS®.

May 9, 1952: Board of Directors charters the Tempe Real Estate Board.

November 13, 1956: Board of Directors approves a change in the jurisdiction for the Glendale Board of REALTORS®.

May 28, 1957: Board of Directors approves the dissolution of the Tempe Real Estate Board, and the members join the Mesa Real Estate Board.

November 5, 1957: Board of Directors approves a change in the jurisdiction for the Glendale Board of REALTORS®.

November 5, 1957: The Board of Directors approves a change in the jurisdiction for the Mesa Real Estate Board.

February 4, 1958: Board of Directors approves a name change from Mesa Real Estate Board to Mesa-Chandler-Tempe Real Estate Board.

The 1960s

February 1, 1966: Board of Directors approves a name change from Mesa-Chandler-Tempe Real Estate Board to Mesa-Chandler-Tempe Board of REALTORS®.

January 28, 1969: Board of Directors approves a change in the jurisdiction for the Glendale Board of REALTORS®.

May 13, 1969: Board of Directors approves a change in the jurisdiction for the Mesa-Chandler Tempe Board of REALTORS®.

The 1970s

November 16, 1971: Board of Directors approves a name change from Glendale Board of REALTORS® to Glendale-West Maricopa Board of REALTORS®.

November 13, 1973: Board of Directors approves a change in the jurisdiction for the Cochise County Board of REALTORS®.

May 3, 1976: Board of Directors charters the Casa Grande Board of REALTORS®.

November 17, 1979: Board of Directors approves a change in the jurisdiction for the Cochise County Board of REALTORS®.

The 1980s

April 28, 1980: Board of Directors approves a name change from Cochise County Board of REALTORS® to Cochise Board of REALTORS®.

February 2, 1981: Board of Directors approves a change in the jurisdiction for the Mesa-Chandler-Tempe Board of REALTORS®.

February 5, 1982: Board of Directors approves a change in the jurisdiction for the Glendale-West Maricopa Board of REALTORS®.

February 5, 1982: Board of Directors charters the Sun City Area Board of REALTORS®.

April 22, 1990: Board of Directors approves a change in the jurisdiction for the Mesa-Chandler-Tempe Board of REALTORS®.

The 1990s

November 12, 1990: Board of Directors approves a name change from Cochise Board of REALTORS® to Sierra Vista Area Association of REALTORS®.

November 11, 1991: Board of Directors approves a name change from Sun City Area Board of REALTORS® to Sun Cities Area Board of REALTORS®.

June 20, 1995: Board of directors approves a name change Mesa-Chandler-Tempe Board of REALTORS® to Southeast Valley Regional Association of REALTORS®.

The 2000s

2000/2001: Board of Directors approves a name change from Sun Cities Area Board of REALTORS® to Lake Pleasant Regional Board of REALTORS®.

2005: Board of Directors approves a name change from Casa Grande Board of REALTORS® to the Western Pinal Association of REALTORS®.

2006: Board of Directors approves a merger between the Glendale-West Maricopa Board of REALTORS® and the Lake Pleasant Regional Board of REALTORS® to form the West Maricopa County Regional Association of REALTORS®.

2000s: Board of Directors approves a name change from Sierra Vista Association of REALTORS® to the Southern Arizona Association of REALTORS®.

December 1, 2018: Board of Directors approves a merger between the Western Pinal Association of REALTORS® and the West Maricopa County Regional Association of REALTORS®.

October 29, 2019: Board of Directors approves a merger between the Southeast Valley Regional Association of REALTORS® and the West Maricopa County Regional Association of REALTORS® to form the West and Southeast REALTORS® of the Valley.

June 3, 2020: Board of Directors approves a merger between the Southeast Arizona Association of REALTORS® and the West and Southeast REALTORS® of the Valley.

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WeSERV: PRESIDENT'S PERSPECTIVE



By Dena Greenawalt – 2020 WeSERV President

We are now halfway through the year as our newly merged association – WeSERV. It has been a busy six months, and we have had some great successes despite a lot of it being done in the middle of a pandemic. The purpose of this column is to make sure our members know what's happening at the Association, what benefits are available to them that they may not know about, and how they can get involved if they want to do so.

Did you know that the Association has partnered with various businesses to provide you with discounted services/products? These include everything from Health and Wellness to Software to Gift Baskets for clients. We are also working with Verizon. We offer free Online CE Classes through the Dodd School of Real Estate as well as discounts through other online options. Log in and check out all the discounts available to you.

We are working on rescheduling a few speakers for our Speaker Series designed to help you grow your business. Stay tuned for email announcements of upcoming events.

Giving back to our communities is one of our core values. We are always looking for volunteers to be involved with various projects – so watch your email for opportunities. We recently did a blood drive where we ran a brokerage contest with the prize of selecting a First Responder group to award. Gilbert Police Department and MCSO K-9 Unit each

received lunch on behalf of the Gilbert Office of Realty One Group (Shane Dodd – Broker) and Coldwell Banker – West Valley (Amanda Thomason).

We also raised \$15,000 in partnership with the Arizona Food Bank Network which serves communities all over the state of Arizona. Thus it covers all of our areas of service.

We are working hard to create new opportunities to get involved with the association to learn and grow your business, and we advocate for our industry. This includes interviewing local candidates running for office. We endorse those who are REALTOR®, private property rights-, and real estate industry-friendly. We know you work hard for your clients and we want to provide you with as many tools as possible.

We are here to serve you, provide resources, and assist you any way we can. Do not hesitate to reach out to staff, the Board of Directors, or me. I would be delighted to talk with you about any concerns or requests you might like to discuss.

Lastly, visit our website WeSERV.REALTOR or our Facebook page for announcements. Watch for weekly emails containing a list of classes, events and what is happening at the Association. I hope you'll join me at the next **"Donuts with Dena"** held monthly.

Dena Greenawalt – 2020 WeSERV President.

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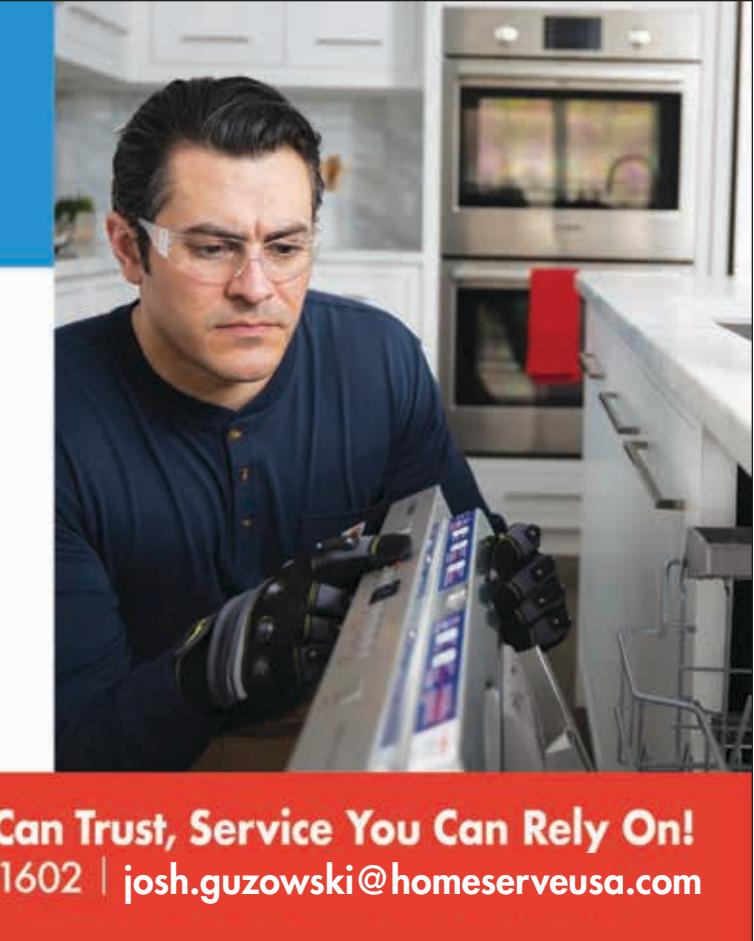
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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020	#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020			
1	Rebecca Hidalgo Rains	Berkshire Hathaway	41,220,337	105	35	Cathy Carter	RE/MAX	11,838,420	18			
2	Kenny Klaus	Keller Williams	37,857,460	116	36	Amy Laidlaw	Realty Executives	11,791,970	30			
3	Beth M Rider	Keller Williams	37,149,100	104	37	Jennifer Wehner	eXp Realty	11,712,900	31			
4	Mindy Jones Nevarez	Keller Williams	28,399,682	73	38	Shawn Rogers	West USA	11,707,300	30			
5	Mary Jo Santistevan	Berkshire Hathaway	27,501,015	68	39	Bruno Arapovic	Home Smart	11,523,000	45			
6	Carol A. Royse	Keller Williams	26,573,121	68	40	David Morgan	Home Smart	11,434,999	43			
7	Rick Metcalfe	Canam Realty Group	26,068,365	93	41	Darwin Wall	Realty One Group	11,325,300	21			
8	Denver Lane	Balboa Realty	25,284,656	69	42	Johnny Nicholson	Redfin	11,170,770	30			
9	Shanna Day	Keller Williams	23,938,890	33	43	Lauren Rosin	West USA	11,085,935	31			
10	Jody Sayler	Just Selling AZ	22,220,200	53	44	Rodney Wood	Realty One Group	11,083,500	31			
11	Heather Openshaw	Keller Williams	22,000,600	57	45	Rob Hale	Elite Realty	11,010,300	39			
12	Janine M. Igliane	Keller Williams	21,033,791	52	46	Henry Wang	Revelation Real Estate	10,697,895	27			
13	Shannon Gillette	Launch Real Estate	20,747,707	35	47	Justin Cook	RE/MAX	10,664,595	29			
14	Brian J Cunningham	List 3 K	19,329,094	48	48	Grady A Rohn	Keller Williams	10,518,390	23			
15	Charlotte Young	Revelation Real Estate	18,987,800	49	49	Diane Bearse	The Bearse Team	10,348,500	22			
16	Frank Gerola	Venture REI	18,836,600	41	50	Kelly Khalil	Redfin	10,318,970	30			
17	Joanne Hall	Lennar Sales	17,690,220	51	Disclaimer: Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.							
18	Jason Mitchell	Jason Mitchell Group	17,523,230	52								
19	Robin R. Rotella	Keller Williams	16,790,299	43								
20	Rachael L Richards	Rachael Richards Realty	16,514,705	41								
21	Ben Leeson	Arizona Experience Realty	16,372,473	37								
22	Randy Courtney	Weichert Realtors	15,692,600	33								
23	Lacey Lehman	Realty One Group	14,839,465	49								
24	Damian Godoy	Argo Real Estate	14,640,499	41								
25	Bob & Sandy Thompson	West USA Realty	14,200,000	39								
26	Eric Brossart	Keller Williams	13,748,700	30								
27	Shawn Camacho	United Brokers Group	13,389,748	33								
28	David Arustamian	Russ Lyon	13,067,300	25								
29	Daryl R Snow	Realty One Group	12,609,799	34								
30	Michaelann Haffner	Michaelann Homes	12,560,400	35								
31	Douglas Hopkins	Realty Executives	12,542,110	39								
32	Jason Crittenden	Realty One Group	12,516,936	36								
33	Blake Clark	Homesmart Lifestyles	12,385,400	35								
34	Kathy Camamo	Amazing AZ Homes	12,229,084	35								



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Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
51	Kyle J. N. Bates	My Home Group	10,169,201	34
52	Carey Kolb	Keller Williams	10,162,200	27
53	Mike Schude	Keller Williams	10,148,788	30
54	Steve Hueter	eXp Realty	10,116,724	26
55	Renee Merritt	Keller Williams Arizona Realty	10,081,029	18
56	Carole Hewitt	Homie	10,009,800	25
57	Gina McMullen	Redfin	10,008,540	30
58	Cynthia Ann Dewine	Russ Lyon	9,975,216	21
59	Timothy J Cusick	Homelife	9,945,539	21
60	W. Russell Shaw	Realty One Group	9,883,900	33
61	Benjamin Arredondo	My Home Group	9,828,900	29
62	Alisha B Anderson	West USA	9,772,100	26
63	LaLena Christopherson	West USA	9,745,000	13
64	Jason Vaught	Realty Executives	9,737,300	28
65	Richard Johnson	RE/MAX	9,703,700	24
66	Dean Thornton	Redfin	9,670,450	25
67	Bonny L. Holland	Keller Williams	9,548,645	15
68	Jody Poling	DPR Realty	9,476,800	13
69	Phillip Shaver	Go Sold Realty	9,332,500	29
70	Lorraine Ryall	KOR Properties	9,051,000	18
71	Brett Tanner	Home Selling Team	9,049,100	30
72	Jared A English	Congress Realty	9,032,350	22
73	Heather Rodriguez	Coldwell Banker	9,030,150	18
74	James Bill Watson	Keller Williams	8,992,500	18
75	Karl Tunberg	Midland Real Estate Alliance	8,934,200	19
76	Shivani A Dallas	Keller Williams	8,801,250	24
77	Tina M. Sloat	Tina Marie Realty	8,799,700	26
78	Jason L Penrose	Remax	8,792,500	26
79	Gus Palmisano	Keller Williams	8,784,925	25
80	Ivy Coppo	Blandford Homes	8,777,106	11
81	Nicholas R Kirby	Keller Williams	8,621,500	21
82	Jonas Funston	Venture REI	8,585,600	22
83	Julia Spector-Gessner	Revelation Real Estate	8,553,070	20
84	Scott Morgan	Heritage Real Estate	8,529,222	21

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
85	Beverly Berrett	Berkshire Hathaway	8,500,000	20
86	Tyler Blair	My Home Group	8,440,299	31
87	Jera M Banks	HomeSmart	8,386,300	21
88	Stephanie Sandoval	HomeSmart	8,359,995	22
89	Russell Mills	Gentry Real Estate	8,260,440	24
90	Lauren Sato	Revelation Real Estate	8,249,400	23
91	Michael J. D'Elena	Revelation Real Estate	8,201,900	25
92	Robyn Brown	Argo Real Estate	8,201,700	18
93	Peter Kamboukos	eXp Realty	8,199,500	27
94	Matthew G Murray	Revelation Real Estate	8,184,090	22
95	Jennifer Felker	RE/MAX	8,164,990	14
96	Gordon Hageman	My Home Group	8,118,510	20
97	Thomas Popa	Thomas Popa & Associates	8,000,000	13
98	Mark Captain	Keller Williams	7,892,249	25
99	Tiffany Mickolio	My Home Group	7,888,844	24
100	Rebekah Liperote	Redfin	7,886,500	22

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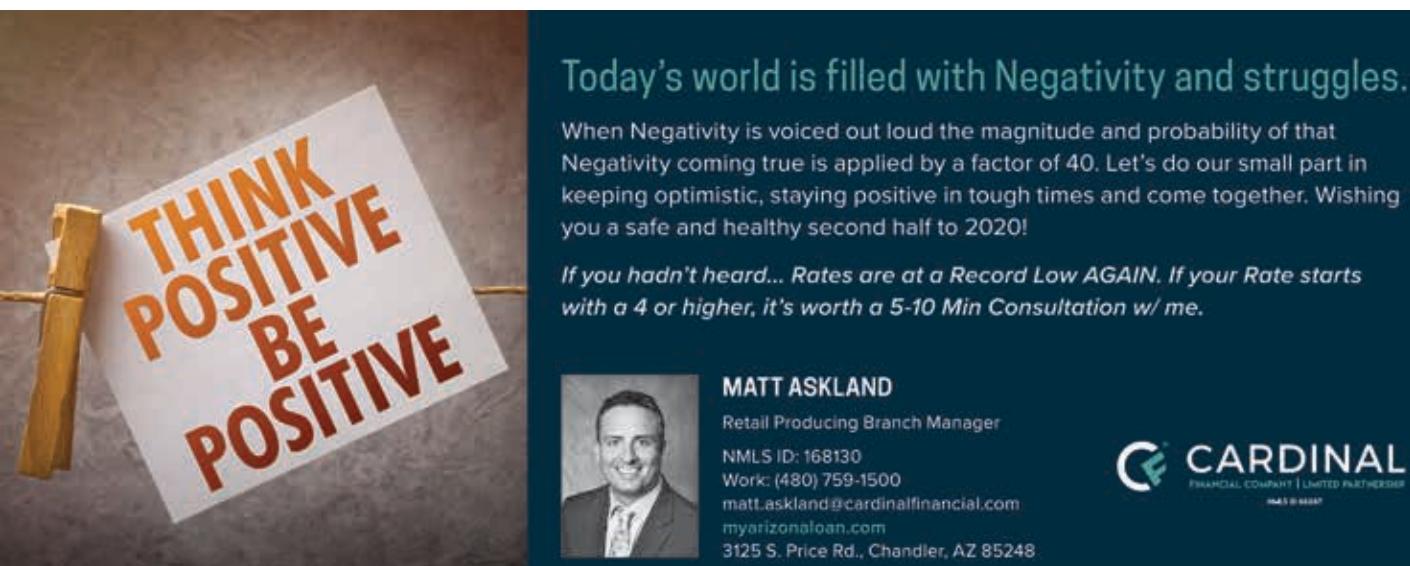
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Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020	#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
101	Tara Hayden	Redfin	7,759,900	18	119	Benjamin Graham	Revelation Real Estate	7,006,862	16
102	Bill Olmstead	Keller Williams	7,713,700	20	120	Mo Yaw	Realty Executives	6,974,774	17
103	Kirk Erickson	Schreiner Realty	7,698,090	20	121	Carol Gruber	Revelation Real Estate	6,872,800	23
104	Ben Swanson	RE/MAX	7,690,860	26	122	William G Barker	Farmsworth Realty & Management	6,848,700	22
105	Andrew Cooper	Gentry Real Estate	7,645,000	19	123	Cara Wright	Revelation Real Estate	6,826,000	10
106	Erika Uram	Keller Williams	7,568,506	18	124	Becky Engstrom	Coldwell Banker	6,809,177	15
107	Sixto Aspeitia	Realty One Group	7,560,500	25	125	James A Carlsto	Hague Partners	6,763,400	19
108	Andrew Watts	Coldwell Banker	7,556,040	15	126	Marci Burgoyne	Crown Key Real Estate	6,741,400	18
109	Thomas M Speaks	Revelation Real Estate	7,512,290	18	127	Adam B Coe	West USA	6,723,690	16
110	Jamie K Bowcut	Hague Partners	7,332,400	23	128	John Gluch	Platinum Living Realty	6,691,248	19
111	Vincent Fumusa	HomeSmart	7,329,025	18	129	Elizabeth A Stern	Spring Realty	6,684,000	20
112	Rachel Krill	Revelation Real Estate	7,318,054	16	130	Randy Duncan	Realty Executives	6,672,800	19
113	Alan Aho	Call Realty	7,282,400	27	131	Karen C. Jordan	Thomas Popa & Associates	6,667,000	10
114	Scott R Dempsey	Redfin	7,217,520	19	132	Michael Kent	RE/MAX	6,595,000	24
115	Thomas A Mastromatto	Mountain Lake Realty	7,179,650	35	133	Pamm Seago-Peterlin	Century 21	6,587,500	15
116	Becky Kolb	Keller Williams	7,140,100	16	134	Jerry Thomas Beavers	Realty One Group	6,567,399	18
117	Jaime R Robinson	DPR Realty	7,126,250	21	135	DeAndre K. Harvey	Tru Realty	6,539,852	18
118	Cheryl Kypreos	HomeSmart	7,097,500	29	136	Cindy Flowers	Keller Williams	6,531,400	22
Disclaimer: Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
<p>Today's world is filled with Negativity and struggles.</p> <p>When Negativity is voiced out loud the magnitude and probability of that Negativity coming true is applied by a factor of 40. Let's do our small part in keeping optimistic, staying positive in tough times and come together. Wishing you a safe and healthy second half to 2020!</p> <p><i>If you hadn't heard... Rates are at a Record Low AGAIN. If your Rate starts with a 4 or higher, it's worth a 5-10 Min Consultation w/ me.</i></p> <p>MATT ASKLAND Retail Producing Branch Manager NMLS ID: 168130 Work: (480) 759-1500 matt.askland@cardinalfinancial.com myarizonaloan.com 3125 S. Price Rd., Chandler, AZ 85248</p> <p>CARDINAL FINANCIAL COMPANY LIMITED PARTNERSHIP NMLS # 8888</p>									
119	Benjamin Graham	Revelation Real Estate	7,006,862	16	120	Mo Yaw	Realty Executives	6,974,774	17
121	Carol Gruber	Revelation Real Estate	6,872,800	23	122	William G Barker	Farmsworth Realty & Management	6,848,700	22
123	Cara Wright	Revelation Real Estate	6,826,000	10	124	Becky Engstrom	Coldwell Banker	6,809,177	15
125	James A Carlsto	Hague Partners	6,763,400	19	126	Marci Burgoyne	Crown Key Real Estate	6,741,400	18
127	Adam B Coe	West USA	6,723,690	16	128	John Gluch	Platinum Living Realty	6,691,248	19
129	Elizabeth A Stern	Spring Realty	6,684,000	20	130	Randy Duncan	Realty Executives	6,672,800	19
131	Karen C. Jordan	Thomas Popa & Associates	6,667,000	10	132	Michael Kent	RE/MAX	6,595,000	24
133	Pamm Seago-Peterlin	Century 21	6,587,500	15	134	Jerry Thomas Beavers	Realty One Group	6,567,399	18
135	DeAndre K. Harvey	Tru Realty	6,539,852	18	136	Cindy Flowers	Keller Williams	6,531,400	22
137	Katrina L McCarthy	Realty One Group	6,512,168	14	138	Becky Bell	Keller Williams	6,478,981	17
139	Maureen Waters	RE/MAX	6,462,306	14	140	Angela Tauscher	West USA	6,447,100	19
141	Rachele M. Oram	HomeSmart	6,435,800	12	142	William Ryan	William Ryan Homes	6,407,110	15
143	Jason Dawson	Realty Executives	6,399,000	14	144	Jill Vicchy Heimpel	RE/MAX	6,362,000	21
145	Leila A. Woodard	Vision Realty Pros LLC	6,353,700	19	146	Mike Mendoza	Keller Williams	6,350,500	13
147	Stephanie Cook	Haven Realty	6,317,900	11	148	Jason LaFlesch	Results Realty	6,313,950	16
149	Curtis Johnson	Curtis Johnson Team	6,285,900	22	150	Lori Blank	Lori Blank & Associates	6,236,000	16



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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
151	Barbara Schultz	Coldwell Banker	6,145,700	18
152	Elizabeth Amb	Paramount Properties of Arizona	6,136,527	21
153	Katie S Zaharis	Hub Realty	6,128,700	6
154	Danielle Bronson	Redfin	6,118,080	18
155	David Courtright	Coldwell Banker	6,111,600	16
156	Hilary C Sutter	My Home Group	6,086,900	16
157	Jason Zhang	Gold Trust Realty	6,078,500	13
158	Arthur Welch	Superstars Realty	6,061,600	22
159	Rebecca Elwood	Coldwell Banker	6,048,490	16
160	Trevor Bradley	Stunning Homes Realty	6,039,340	19
161	Jill McFadden	Gold Canyon Homes and Land	6,024,550	12
162	Jon Sherwood	West USA	6,013,100	19
163	Stacia Ehlen	RE/MAX	6,005,700	15
164	Kristie Falb	HomeSmart	5,987,200	17
165	Elizabeth Rolfe	HomeSmart	5,987,100	15
166	Daniel Callahan	RE/MAX	5,955,935	21
167	Marie Nowicki	RE/MAX	5,909,000	16
168	Elmon Krupnik	Stunning Homes Realty	5,904,950	18
169	Andrew R Bloom	Keller Williams	5,901,400	9
170	Amy N Nelson	Keller Williams	5,841,800	19
171	Jesse Martinez	Rachael Richards Realty	5,805,732	16
172	Nick Bastian	Realty Executives	5,803,000	17
173	Mark Newman	Newman Realty	5,792,400	14
174	Bret Johnson	Realty Executives	5,784,075	17
175	Steven Bernasconi	Keller Williams	5,773,700	16
176	David Hans Kupfer	Keller Williams	5,767,900	13
177	Heather Werner	Ravenswood Realty	5,763,371	17
178	John A Sposito	Home Group	5,724,900	13
179	Frederick P Weaver IV	eXp Realty	5,719,511	17
180	Brian Kingdeski	Gentry Real Estate	5,703,200	20
181	Beth Butner	Berkshire Hathaway	5,700,402	11
182	Andrea Deely	Redfin	5,698,950	15
183	Alondra Churcher	Conway Real Estate	5,678,716	16
184	Lisa Miguel	West USA	5,652,015	12

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
185	David Larsen	West USA	5,633,890	18
186	Daniel J. Porter	RE/MAX	5,632,890	12
187	Jeremy A Wilson	Century 21	5,602,090	11
188	Gina Donnelly	Donnelly Group Real Estate	5,600,000	14
189	Danny Perkinson	Perkinson Properties	5,599,370	17
190	Bryce A. Henderson	Four Peaks	5,583,900	16
191	Kimberly Sue Bloomquist-Ehlbeck	Keller Williams	5,574,000	11
192	Chris Lundberg	Redeemed Real Estate	5,566,300	17
193	Steve Helmstadter	Helmstad Realty	5,560,950	14
194	Paul Aslaker	Keller Williams	5,559,900	14
195	Amber Perks	Berkshire Hathaway	5,559,649	13
196	Christopher S. Tiller	Russ Lyon	5,533,930	13
197	Joshua Asanovich	Keller Williams	5,505,000	16
198	William Carter	Keller Williams	5,504,500	15
199	Kristy Martinez	Coldwell Banker	5,485,400	16
200	John A Hetherington	Just Selling AZ	5,482,400	15

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
201	Nate Hunsaker	West USA	5,480,650	11
202	Cynthia Worley	Stella Realty Group	5,469,000	10
203	Caryn L Kommers	Bold Realty	5,451,300	17
204	Katie Lambert	eXp Realty	5,442,400	16
205	Bob Turner	HomeSmart	5,401,900	9
206	Jeffrey M Sibbach	eXp Realty	5,400,599	16
207	Stephany J Bullington	Revelation Real Estate	5,393,400	13
208	Steven Coons	Spring Realty	5,386,499	17
209	Heintje Tjahja	HomeSmart	5,354,000	17
210	Sarah Gates	Keller Williams	5,351,899	12
211	Brook Wiggins	My Home Group	5,334,000	11
212	Beth S. March	Century 21	5,319,344	13
213	Caleb Williams	My Home Group	5,302,400	13
214	George Socrates Trezos	The Maricopa Real Estate Company	5,302,400	16
215	Benjamin Eberhard	Revelation Real Estate	5,271,500	14
216	Michael Barron	Infinity & Associates RE	5,260,500	12
217	Mary Newton	Keller Williams	5,257,550	22
218	Angela Larson	Keller Williams	5,242,500	25
219	Michael W Cunningham	West USA	5,232,486	10
220	Kevin Wilson	Brewer & Statton Property Management	5,227,000	19
221	Janet Ann Kowalek	Realty Executives	5,204,390	17
222	Dean Selvey	RE/MAX	5,149,174	17
223	Hope A. Salas	Keller Williams	5,115,900	14
224	Mondai Adair	My Home Group	5,115,400	15
225	Tyler D Whitmore	O48 Realty	5,109,555	14
226	Ronald Bussing	Realty One Group	5,067,600	15
227	Brock O'Neal	West USA	5,061,471	15
228	Naveen Kalagara	Kirans & Associates Realty	5,058,450	10
229	April McNeil	United Brokers Group	5,053,980	12
230	Erika Lucas-Goff	Lucas Real Estate	5,052,953	11
231	Sharyn Younger	Copper Summit Real Estate	5,029,000	9
232	Leslie Turner	Sonoran Premier Properties	4,998,900	15
233	Tamera L Brethower	My Home Group	4,976,500	14
234	Kaushik Sirkar	The Sirkar Group	4,974,700	13

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
235	Aimee N. Lunt	RE/MAX	4,970,000	10
236	Katherine Menchaca	Conway Real Estate	4,961,000	12
237	Beth Rebenstorf	Realty One Group	4,932,300	12
238	Annmarie Johnson	Revelation Real Estate	4,920,300	14
239	Andrea Salgado	Keller Williams	4,920,285	17
240	Daniel Brown	My Home Group	4,912,000	15
241	Natascha Ovando-Karadsheh	KOR Properties	4,908,000	9
242	David Hoefer	Century 21	4,898,000	12
243	Amanda Pinkerton	Realty One Group	4,892,400	13
244	Terra A. McCormick	Revelation Real Estate	4,892,275	16
245	Jasson Dellacroce	My Home Group	4,886,000	17
246	Carrie Faison	My Home Group	4,876,300	13
247	Michele Keith	HomeSmart	4,853,185	10
248	Richard Collins	Keller Williams	4,852,263	14
249	Kristi Jencks	BIG Helper Realty Group	4,835,899	14
250	Joseph J. Tropple	Realty One Group	4,830,900	14

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Suite 275
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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1-June 30, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020	#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
251	Kelly Saggione	Realty Executives	4,829,600	12	269	Wade Frontiera	Wade Frontiera Realty	4,667,500	16
252	Gary R Smith	Keller Williams	4,825,140	16	270	Stephanie Wyatt	Coldwell Banker	4,665,900	10
253	Nancy Niblett	Revelation Real Estate	4,817,300	9	271	Shauna L Slevin	Stunning Homes Realty	4,663,877	15
254	Frank Merlo	Berkshire Hathaway	4,804,700	12	272	Kevin Barry	Keller Williams	4,659,000	16
255	Kelly R. Jensen	Elite Realty	4,790,700	17	273	Jerry A Oliver	Altus Realty	4,650,490	9
256	Alexander M Prewitt	Hague Partners	4,786,700	12	274	Stacie C Whitfield	List Flat RE	4,648,600	12
257	Devin Guerrero	Realty One Group	4,771,890	10	275	Kurt G Sabel	Pivotal Real Estate Solutions	4,647,522	12
258	Torie Ellens	My Home Group	4,769,350	17	276	Jason G. Williams	HomeSmart	4,639,700	13
259	Robert Reece	United Brokers Group	4,766,500	15	277	James G Townsend	Realty One Group	4,631,999	15
260	Ty Green	Coldwell Banker	4,765,400	15	278	Debbie Brown	HomeSmart	4,613,900	10
261	Gina McKinley	RE/MAX	4,757,500	14	279	Rita L. Stevenson	The Hogan Group	4,604,000	4
262	Stacie Neumann	Russ Lyon	4,751,575	15	280	Evie Brown	Foothills Realty	4,602,900	15
263	Lindsay M Bingham	My Home Group	4,751,276	12	281	Lisa Fonseca	Lori Blank & Associates	4,591,500	13
264	Mallory R. Dachenhausen	Elpis Real Estate	4,738,500	8	282	Kimberly Shallue	HomeSmart	4,590,000	14
265	Kirk A DeSpain	Kirk DeSpain Real Estate	4,734,200	12	283	Jean Grimes	Century 21	4,586,799	13
266	Heather M Corley	Redfin	4,730,500	13	284	Pam Olmstead	HomeSmart	4,581,990	13
267	Edward J. Surchik	Realty Executives	4,722,500	15	285	Tom Daniel	Visionary Properties	4,573,900	11
268	Meredith Lane	Launch Real Estate	4,700,000	2	286	Ashley McKee	Realty Executives	4,557,300	14

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#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 06/30/2020	Total Unit Sales 01/01/2020 - 06/30/2020
269	Wade Frontiera	Wade Frontiera Realty	4,667,500	16
270	Stephanie Wyatt	Coldwell Banker	4,665,900	10
271	Shauna L Slevin	Stunning Homes Realty	4,663,877	15
272	Kevin Barry	Keller Williams	4,659,000	16
273	Jerry A Oliver	Altus Realty	4,650,490	9
274	Stacie C Whitfield	List Flat RE	4,648,600	12
275	Kurt G Sabel	Pivotal Real Estate Solutions	4,647,522	12
276	Jason G. Williams	HomeSmart	4,639,700	13
277	James G Townsend	Realty One Group	4,631,999	15
278	Debbie Brown	HomeSmart	4,613,900	10
279	Rita L. Stevenson	The Hogan Group	4,604,000	4
280	Evie Brown	Foothills Realty	4,602,900	15
281	Lisa Fonseca	Lori Blank & Associates	4,591,500	13
282	Kimberly Shallue	HomeSmart	4,590,000	14
283	Jean Grimes	Century 21	4,586,799	13
284	Pam Olmstead	HomeSmart	4,581,990	13
285	Tom Daniel	Visionary Properties	4,573,900	11
286	Ashley McKee	Realty Executives	4,557,300	14
287	Donna Jeffries	HomeSmart	4,553,900	11
288	Kevin Weil	RE/MAX	4,552,800	14
289	Robin M. Drew	RE/MAX	4,546,000	15
290	Kristen Hekekia	Premier Real Estate Opportunities	4,529,000	11
291	Jenny Ekern	Realty One Group	4,526,900	9
292	Dawn Matesi	United Brokers Group	4,518,500	11
293	Jeff Myal	eXp Realty	4,506,000	15
294	Mark David Sloat	Realty One Group	4,492,990	12
295	Megan Haynes	Keller Williams	4,483,000	10
296	Mark W. Burright	Coldwell Banker	4,480,423	11
297	Kim Lewellen	Century 21	4,478,314	11
298	Steven Halen	Homesmart Lifestyles	4,472,890	11
299	Michael Hargarten	Highgarden Real Estate	4,467,474	13
300	Matthew Kochis	Keller Williams	4,459,400	12



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