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By Sarah Wind

FAIRWAY MORTGAGE JEFF Quincy



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going to tell
you what you
need to
hear, not
what you
want to hear.*
”

Jeff Quincy is a stellar lender that you want to have on your team. Not only is he a mover and a shaker, he takes a sincere interest in his clients and his referring agents. When you evaluate whether you want to refer a client to one lender over another, consider quality over quantity, and know that while Jeff handles a lot of loans, he takes time to educate every single client in order to help them have prosperous financial futures.

“I think the biggest thing for me and the foundation of my business is taking an educative approach, not just with my clients but with my referral partners, knowing that there’s a different way to approach the mortgage than the traditional 30-year-fixed with X amount down. For example, I help them understand that there are ways you can buy out your mortgage insurance, which increases a buyer’s purchasing power and investment options.

There are two categories of buyers that this helps. The first category is first-time homebuyers, and especially in Arizona right now with the increased prices, a lot of first-time homebuyers are getting priced out of the housing market completely. So when we get creative with those mortgage insurance buyouts or rate buy downs, this will increase their purchasing power so they can be competitive in this market.

The second category is move-up buyers; that is, people who have bought four or five homes. A lot of move-up buyers come to me and say, ‘I want to put 20% down.’ And the question I ask is, ‘Why?’ Their reason is because they don’t want to pay mortgage insurance, which is very wise. It’s realistic to say that someone could wind up paying \$200 a month in mortgage insurance for not putting 20% down. What they don’t understand is you can buy that mortgage insurance out with single premium mortgage

insurance for much less than the 20% down amount.

I routinely will show somebody that instead of putting \$60,000 down, they could put \$15,000 down and buy out the mortgage insurance for \$5,000. Then they will have \$40,000 in their pocket to invest. If they haven’t started planning for retirement yet I will connect them to a financial planner that can help them invest that \$40,000 and turn it into a few hundred thousand dollars 20 or 30 years down the road. And if I’m still alive then, they might call and thank me for structuring their mortgage today in a way that creates long-term wealth and a retirement strategy. People in this category say, ‘Jeff, I’ve learned more about how to look at a mortgage in 10 or 15 minutes with you than I have in four or five complete transactions in the past.’

My favorite part of the business is changing the trajectory of some-

...

body's life, whether it's a first-time buyer breaking the cycle of never owning or a move-up buyer who is finally able to see a way of building wealth through real estate that they previously haven't done because of lack of advice on different ways to structure the mortgage. Truthfully, this educative approach adds hours to the mortgage process. A lot of loan officers just turn and burn, trying to get as much volume in as possible. And you can't do that when you're taking extra time to educate every single client.

I like to be honest and forthright with my clients very early on in the interview process. My favorite line is, 'I'm always going to tell you what you need to hear, not what you want to hear.' Sometimes clients come to me and say, 'Another lender told me I didn't qualify because of X, Y, Z.' And then I run their application and tell them, 'It actually has nothing to do with X, Y, Z. This is exactly why you don't qualify. This is how we fix it. Let's get you on the path to get you there.' That's the only way we get from point A to point B, which is accomplishing the goal of closing on a house.

We hear so often in our industry that communication is lacking, and I agree with that. I would add that it is important that we deliver good news fast and deliver bad news faster. From time to time we have to deliver bad news, and so many people shy away from that because it is uncomfortable. My first boss taught me to take five or ten minutes to uncover every resource you can to find the solution, and as soon as you



Jeff and Cece in Bora Bora



Bailey, Jaycee and Bella



Jeff and Cece in Las Vegas

know there is no solution, deliver the bad news. The reaction is not going to be fun, but it's going to be much better than if they knew you could have provided that same answer a week earlier.

The best advice I ever received is to treat every client the same. I get agents that approach me and say, 'You're not going to like me for this, but I have somebody looking at \$80,000 or \$100,000 manufactured homes out in Florence.' And my answer is always, 'I don't care. I will not treat this client differently than I would someone who is buying a \$600,000 house.' Yes, I get paid less, but my focus is on providing great customer service."

In addition to Jeff's excellent customer service skills, he has a heart for youth to make healthy choices. "I was a board member for Release The Fear and I still financially support them. They are a great organization that a lot of people in the Valley don't know about. Their whole mission is to reduce recidivism; helping kids that have entered the correctional facilities from repeating those behaviors, and empowering youth to make better life choices through programs in schools."

When Jeff and his wife (who happens to be his loan officer assistant) are not hard at work in the office, they enjoy taking vacations near the water. He also has fun traveling to different sporting events, often on the spur of the moment.

Now that you've learned a bit more about how Jeff operates, don't hesitate to reach out and refer your homebuyers to him! Jeff.quincey@fairwaymc.com

A collage of images showing various food dishes, a couple, and a glass of wine. The text reads: "making the GOOD TIMES EASY SINCE 1992", "HEIDI'S EVENTS & catering", "CATERING | PLANNING SERVICES | RENTALS WEDDING | SPECIAL EVENTS | CORPORATE", "480-491-5254 | HEIDISEVENTS.COM", and "25 Years".

An advertisement for Creepy Crawly Pest Control. It features a green background with a gold coin in a bowl, a green tag with "Lucky" written on it, and a black spider on a web. The text reads: "You can't always be lucky. That's why you get insurance.", "Karla Flores can help! InsuranceExperts.team Karla@InsuranceUncorked.com Call Today 480-650-0018 Individuals, Families, Small Groups", "24 HOUR EMERGENCY PEST CONTROL NO CONTRACTS • FREE ESTIMATES Residential - Commercial - Industrial - Termite", "When it comes to getting rid of pests, good luck isn't enough.", "Creepy Crawly Pest Control", "Termite Inspections & Treatments Est. 1981 | LIC 5281", "Order your termite inspection and receive \$50 OFF treatment price! Just mention Real Producers. Offer valid when booked through March 2020.", "480-969-2926", "Creepy Crawly Pest Control Inc. 7650 S McClintock Dr #103-410 | Tempe, AZ 85284 CreepyCrawlyPestControl.com | Facebook @ ccpestcontrol".

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ELEAZAR MEDRANO



The Medrano Family

“The best advice that I’ve ever received,” Eleazar Medrano said, “is to make sure you focus on your people and take care of them.” Whether his people are the members of his team that he aims to improve each individually, or his wife and four kids whom he loves dearly, Eleazar is a leader, both in the industry and in his family.

Moving here from California to attend ASU in 1999, Eleazar was already surrounded by the real estate industry. His girlfriend at the time was a mortgage loan officer, and his sister

was an escrow officer. “They were like, ‘You’d be fantastic at selling houses.’ I didn’t really even care to know what it was like. But summer came and I had no classes, so I said, ‘Why the hell not?’”

“Lo and behold, I liked it, and I started selling houses to people that I went to school with. My first sale was actually a classmate of mine who was from one of my accounting classes. From there, I started selling houses to friends and family.”

In 2004, Eleazar completed his B.S. in Finance from ASU. He had to decide between moving to New York for an internship and staying in Arizona to care for his new daughter and continue to work his real estate business. It was a no-brainer, since being there for his daughter was the only thing that mattered.

“Real estate really wasn’t what I was expecting to do with my life, but at the end of the day, it was the best thing that could’ve possibly happened.”

...



Amanda and Eleazar



Eleazar with Emilia

...

Beginning his full-time real estate career, Eleazar found that he loved the idea of not having a nine-to-five job. “I take bold moves in life,” he said, “and that didn’t seem to go well with the corporate world. So real estate really gave me the flexibility to run a business the way I felt a business should be run.”

As he progressed, helping clients find their dream home and creating lasting bonds with them became one of the most rewarding aspects of his business. And now, he is most passionate about coaching in this stage of his career. “I really love giving back the knowledge and experience that I have and helping others find a way to success that is maybe quicker than what they would do on their own.”



The Medrano Family

“Don’t just build a team to build a team. Build one because you want to lead people. If you do it just to do it, you’re going to go through the growing pains that others have gone through in the past. You have to be willing to step out of your comfort zone and let others do what you used to do. You have to be able to teach and show them the way to grow and develop.”

One of the greatest sources of inspiration in Eleazar’s life is a group that he is a part of, “Wake Up Warrior.” Filled with a diverse group of entrepreneurs, Wake Up Warrior has had a profound effect on Eleazar for over a year that he has been part of it.

“I was focused on the wrong things,” Eleazar described. “When I was looking to grow and expand, I was so focused on my business when there are other things in life that drive business.” Warrior shifted his focus toward what he’s putting in his body, improving his spirituality, spending more quality time with his family and focusing on himself first thing every single morning. “I realized that when I do these things, the time that I spend at work producing with my team is so laser-focused, I get way more shit done!”

Eleazar has had a kid born in three different decades. His children are 19, 11, and 8 years old, as well as the newest addition to the “Medrano FamBam” born 1/2/2020. He coaches his son’s teams, goes on coffee dates with his oldest daughter, and gets pedicures with his middle daughter. As a family, they aim to go on four vacations per year.

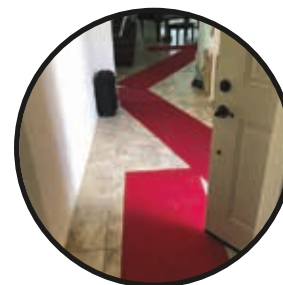
A loving father, a dedicated team leader and skilled REALTOR®, Eleazar Medrano strives to be at his best in all facets of his life. Because of that, the future of The Medrano Group and more importantly the Medrano family is very bright.

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The Medrano Group racked up an impressive \$27 million last year and is poised to continue their success into the 2020s. Numerical goals and achievements are all desired and attractive in this industry and are needed to be successful, but what is even more important to make a successful team, according to Eleazar, is your mindset and reasoning behind running your team.

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VIDEO ... for most of us we are terrified of this word because we don't want to mess up on camera! After talking with real estate professionals about this, I found it interesting that everyone had a similar challenge. I put together this roadmap that will help you not only get started with video, but more importantly, using it to get people to know, like, and trust you!

The first step to using video successfully is doing your market research. What are your customers' problems? You can find a ton of information by reaching out to them and asking about their current problems or think about problems that your previous clients had.

This is the most important part of the video because we need to make an impression that will last and build a relationship with them.

The second step is to create a plan to make sure you are touching and building these relationships through the video content that you are producing. Frequency matters, and you need to make sure you are staying on top of mind, building trust.

You've identified your customer's problems, now it's time to get creative with saying your same message in multiple

ways. Just like sales, people react differently to your message. The same is true with marketing, so you need to have at least 3-4 videos that you are running to prospects.

Lastly, the third step to using video to get people to know, like, and trust you is using paid advertising on Facebook, Instagram, LinkedIn, YouTube, and so many other places on the internet.

You should be touching three types of people:
People who don't know you (Cold)
People who have engaged (Warm)
People in your sphere of influence (Hot)

By using these three types of people you can bring more awareness and follow-up with people who started to engage with your content online, getting you closer to that relationship.

Video content has so many rewards attached to using it that can really help to leverage your time, energy, and resources to grow your business. I hope you enjoyed this article and if you'd like to get in contact, please email or call me.

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TY LUSK

From his childhood to a successful rise in real estate, Ty Lusk has faced adversity. And he wouldn't have it any other way. The road to success and happiness is never straight and obstacle-free. Ty's story is a perfect example of how one can traverse through dark times or unfortunate episodes in life and make the best of it.

Ty Lusk was born for real estate. The first time he door-knocked was at the age of four. "It was a Saturday morning, and I was eating Fruit Loops and watching TV," he remembers. He was watching the Jerry Lewis Telethon, and something inspired him to join the cause and raise money for Jerry's Kids that day.

For a little background, Ty was born with a cleft lip and palate. He had to undergo surgeries and speech therapy for most of his childhood, but his mom and dad made sure he didn't feel any different or less capable than any of the other kids. So, at the age of four, Ty and his best friend (who only had one arm) set out to raise money.

"My dad gave us this empty Folgers can, and we went door-to-door in the apartments. We came back probably an hour or an hour and a half later, and we had over \$70 in coins. Then he took us down to the TV station to put the money in."



Blessed as a profound extrovert from a young age, Ty was destined for a job in real estate. Given that, the following won't be much of a surprise.

Ty has been in the industry for nearly his entire adult life. He started out in lending in 1995. "It has been an interesting run," he describes his experiences since starting. "A lot of ups and downs. And a lot of changes." Beginning his career in a day and age where pagers were the latest means of communication, Ty has made it far in this business through the evolution of the industry and its technology as well as battles through adversity.

For the past fifteen years he's been a REALTOR®, with Keller Williams for most of them. However, for two years, he chose to temporarily change brokerages and adjust to the



Ty with his fiancé Dina

recession and changing market. "I went to be an REO specialist, and that was just to survive," he recalled. "I called my dad and said, 'This is like the end of the world. I'm not doing any business.' And he said, 'Suck it up, son. You got this. You were going to have harder things happen in your life at some point.' It was a humbling experience for me."

During the financial meltdown, Ty worked at Uncle Bear's Bar and Grill and played his guitar wherever he could to pay his mortgage. He bar-

tended and served customers at the restaurant. He looks back on his time there very fondly.

"Being a server, and serving music, food and drinks to other people ended up being the greatest investment of time and the greatest blessing, because of all the people I was able to interact with and meet. Then I was able to build relationships with them, and what do you know, I stick with real estate. And all of a sudden, these people I was serving beers to were like, 'Hey man, I've been thinking about moving. Can you help me out?'"

The leads started to snowball, and Ty eventually re-focused on real estate full-time. Looking back on those tough times, Ty is glad to have gone through

and grow from them. "I feel so fortunate that we were alive at a time where life was tough and we came out, pulled up our bootstraps and did something about it."

Ty turned those tough times on their head and reached massive success. As a successful agent, one of Ty's biggest focuses is helping other agents on the Klaus Team as the director of sales. "What's most important to me is how we can help people build their business to affect their lives in a much more positive way. The numbers are important, but more important is what's going on in their lives."

Some advice Ty would give to up-and-coming agents is, "Focus on the activities that you're doing, not on the early results. I see people get burned out when things don't work out in 60 or 90 days." Ty emphasizes that you can't always control the result, yet you can always control the things you do and the processes to put yourself in a position for great results.

Ty recently got engaged to his girlfriend of two years, Dina, who also works in the industry, and the two couldn't be more excited to spend the rest of their lives together.

Outside of his business, Ty prides himself on getting heavily involved with charities. His goal is to support 12 charities every year. A few of the organizations he supports are ASA Now, Jacob's Mission, Care Fund, Boys Hope Girls Hope, KW Cares, and Klaus Team Cares. For the latter, the Klaus Team adopted over 50 families for Christmas last year.

"Above all else, I want to be remembered as somebody who brought out the best in other people—that inspired others to do good and do more. My biggest goal in life is to touch a billion people. I probably won't meet a billion people ... but dare to dream big. I want to be the person who saw the best in people, shared positivity, inspired, influenced, and led other people."

► on the rise
By Sarah Wind

JOHN EVENSON



In the school of hard knocks, we can either back down and give up, or toughen up and get stronger. Staying strong and not giving up built a resiliency in John Evenson that is evident in his current career as he is changing people's lives on his 43-person team at Revelation Real Estate. Here is his story.

"I grew up in a very broken family with two addicted parents and two younger siblings. We lived in a single-wide trailer with no indoor plumbing or air conditioning. I stole from stores to eat, I was bullied, and I was spit on. I fought to get through life, literally and figuratively. And because of that tough stuff I knew that I wasn't going to fail in real estate.

"When I was 23, I bought my first 850-square-foot house in the ghetto and moved my brother, sister, and best friend in. I adopted both of my siblings and became like a parent to them. I ran my own small business detailing cars and then ran a detail shop at a dealership in Michigan. I also bartended and was a bouncer.

Eventually I met my wife, and we drove to Arizona the day after we got married in August 2012 and never returned to Michigan. About six months into our marriage she said, 'No more bartending gigs.' I got a job at the post office and I actually still work for the post office. For a number of years, I was working 12-15-hour days, but then I worked my way up the ladder, was assigned to a route, and only worked four hours a day. At that point, I decided to pursue real estate with the extra time I had on my hands and I got licensed in 2016.



John teaching at EFG University

"I interviewed at six brokerages and five out of the six of them would not give me the time of day because I worked a full-time job. I didn't expect them to think I was a rock star, but I knew what my life was about and how much determination I had. It's hard to tell someone that and get them to believe you when they've only talked to you for five minutes. Ironically, the man that selected me came to work for me three years later on my team.

Now, I take people on my team that get turned down by six other brokers. As long as they have a good attitude and something I can work with, I will take them. Most brokerages will not take on new people if they haven't produced a deal in six months because of their basic overhead costs, but I will invest in that person because I *was* that person. When I built my team, I wasn't thinking, 'They're going to pay my bills, and I can stop selling real estate.' I still produce. I still work seven days a week. But I'm changing people's lives."

A challenge for many teams is how to retain good agents once they have been trained. Here is John's secret. "Most people stay on a team just long enough to be trained before they go out on their own. This turnover creates a lot of work for the team leader. I want to build a team with longstanding team members who can pour back into the team, and in or-

...

...

der to do this I have a profit-sharing model that provides monetary incentives for all of our team members. I am proud to say that I have team members that have been with me for three years and are a humongous asset to us.”

If you’re wondering what drives John to keep producing, it goes back to the mantra he sets before him. “I’m not sure if I saw this phrase somewhere or heard someone say it, but the best advice I ever received is ‘Don’t quit.’ If you quit, there’s somebody else neck and neck with you. One of you will quit, and one of you will succeed. That’s what I put in front of my face every day.

I have two people who I would say are the most inspirational people that I know. One is a good friend of mine named Justin Silvey. We met when I was 17 years old, and he started a roofing business when he was 18 years old. He went through some serious life struggles and bounced back, and today he’s a multimillionaire who owns 48 rental properties. If there would be somebody that could outwork me, it would be him.



The Evenson Family

My most recent inspirational person would be Chuck Fazio, the founder of Revelation Real Estate. That guy is amazing. He has an absolute plethora of knowledge. But the thing about him is he’s so humble. He’ll show up in a V-neck and jeans. You’d never know he was highly successful. You’d never know he was the number one agent in the field when he was selling. You wouldn’t even know he owns this building. When I interviewed three years ago, he showed up with toilet bowl cleaner and a rag and knocked on the window. I asked who that was, and my interviewer said,

“That is the owner of the building. He’s cleaning the office bathroom.” I said, ‘Sign me up. That’s who I want mentoring me.’ Seeing the owner doing that and nothing being above him is why I knew that is where I wanted to be. Since I’ve been here, my life has changed. I’ve learned so much from that guy.

Making money is not success. Success is when you’re the best in the business and you share your knowledge with someone else without expecting anything in return, and you make them better. That truly is success.”

At the end of the day, we all want to feel good about the way we conduct business. John knows that if he isn’t authentic in what he says to people, or isn’t true to his word, he isn’t going to be able to sleep peacefully at night. That’s why his hashtag is #keepitrealtor.

“I would like my life legacy to be my reputation. I’m a man of my word. If I say I’m going to do it, I’m going to do it. That’s the standard for my wife, my clients, and other agents I interact with. That’s what I want to be remembered by.”



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AMERICAN TITLE

Laurie MARLOWE

Since she began her real estate career, Laurie Marlowe has been a standout among her peers. As a senior account manager for American Title, she represents them to the fullest and will be celebrating 22 years in the industry in 2020.

“I’ve been around long enough to have survived the ups and downs in the market and quite a few changes in the industry,” Laurie explains. “I feel like my role as a title rep and my years of experience working with so many REALTORS® are extremely beneficial to the people I work with. I know that time management and advertising dollars are the two things agents struggle with the most, so helping them in those areas has always been my main focus.

“One thing some REALTORS® may not realize is that title reps are commission-based salespeople, too.”

Laurie stated, “To be successful, we all need to spend our time and marketing dollars on the activities and the people who are going to be generating more escrows for us (for our title company). Through coaching, attending classes, meetings, and events, I try to keep up on what makes other agents successful in this ever-changing industry and then share ‘the best of the best’ with my REALTOR® clients. It’s a huge benefit to them because it allows them more time to focus on selling homes!

“I also like to help new agents avoid some of the pitfalls I experienced as a newbie years ago by knowing what works and what doesn’t work—or even just by sharing the most efficient ways to help them implement their marketing ideas. The success rate for brand new agents is pretty low, so we empathize with that and try to help them make money as soon as possible before they lose their momentum.

“I firmly believe that real estate is a team effort at every level, so if your biggest business partners, your title rep and your lender aren’t actively participating in helping you build your business, you’re missing out!”

She added, “Just like a REALTOR® who’s been in the business for a while, I could only handle so much business by myself, so I had to form my own marketing team to continue to grow my numbers. My marketing coordinator, Randi, and social media director, Janele, are both smart, organized, and goal-oriented ladies, so between the three of us and our varied experiences, we have different strengths and perspectives on things and a lot of creativity comes out of that. We work together well, and



Randi Martinson and Laurie Marlowe



Janele, Laurie and Randi

we have a blast doing it. Being a leader for them and watching them grow in this business is one of the most fulfilling things I’ve ever done and I’m excited for their futures.”

Laurie’s marketing team will be staked out at the upcoming Inman Connect conference in New York to help further sharpen their skills and bring back some new tools to share with their agents. She has also been a client of Tom Ferry coaching and uses his methods to help her REALTORS® get ahead of their competition. “I’m a firm believer in accountability and coaching. Even the most successful people in the world have coaches. It’s helpful to anyone to have that outside perspective of their business, and even their personal life. This business, this world, can be so distracting with so many shiny objects all around us. Having a coach help you dissect everything and identify your obstacles, and then develop new habits and systems to actually achieve your goals is priceless.” This drive, along with her integrity and love of the business, consistently positions Laurie as American Title’s #1 producer and a go-to in the industry.

Laurie values authenticity in her life and in her relationships with her clients. “I love what I do, and I take great pride in

helping our REALTOR® clients grow and succeed. It’s a tough business and there’s nothing cookie-cutter about it. People jump into real estate from all kinds of different backgrounds, so it’s important for them to realize quickly what their strengths and weaknesses are so they can form their own unique business plan. I believe in working smart, not hard. This business can be incredibly rewarding and so much fun if you do it right!”

FAVORITE QUOTES

- **“If you are your authentic self you have no competition.”** I’ve always been an over-achiever and never satisfied with my accomplishments no matter how great. Then I finally accepted the fact that I’m not going to be the prettiest, the fittest, the smartest, the richest, or have the perfect family life, and I won’t always be appreciated, but I’m OK with that! I just need to do me the best I can, and let others do them. I’m really trying to slow down these days and enjoy my own individuality and the uniqueness of those around me. I can get along with just about anyone and I have quite a variety of friends in my life—authentic friends.

- **“A lion never loses sleep over the opinion of sheep.”** Not that I don’t care what other people think of me, because I definitely do and I’ve certainly lost sleep over it, but I try to remind myself that *not ALL people are my people!*

FAVORITE BOOK

Extreme Ownership: How US Navy SEALs Lead and Win. “On any team, in any organization, all responsibility for success and failure rests with the leader. The leader must own everything in his or her world. There is no one else to blame. The leader must acknowledge mistakes and admit failures, take ownership of them, and develop a plan to WIN.”

CLIENT TESTIMONIALS

“Laurie has a fantastic marketing team. They have been helping me get my name out there for the last eight years. Everything from marketing materials, client parties, helping me fine-tune ideas, turning those ideas into reality and even telling me when my idea is no good. When they say they are going to do something, they always do. From Facebook help, various groups for advice, video marketing and more, I’ve never been disappointed with their service, designs, or timeline on completing a job. They also bring the fun back into the business. Combine that with a fantastic title team to back them up and that makes sending my business their way a true no-brainer.”
-Matt Long

“I LOVE American Title. I have been a loyal client for several years and would never consider using another title company. Laurie Marlowe and her team take great care of my marketing needs and always with a smile. Scott and Theresa are the BEST escrow officers in town. It is comforting to know they always have my back and take care of my clients.”
-Kathleen Bliss Porter

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

WeSERV

MONTHLY UPDATE

WeSERV Springs into Action for Membership Engagement & Development

The West and SouthEast REALTORS® of the Valley (WeSERV) is closing out the first quarter of 2020. It's been an exciting three months filled with preparation, planning, and delegating tasks to ensure that our upcoming projects and events are bigger and better than ever. It's also essential for us at WeSERV to be diligent in terms of providing our members with the knowledge and resources they need to better themselves on a professional level and share acknowledgment to those individuals who are representing the WeSERV name in a strong light.

Our 2020 WeSERV President, Dena Greenawalt, understands the importance of keeping our members informed on what's occurring within the Association on a local, state, and national level. That's why each month, she hosts her "Doughnuts with Dena" session to meet members, share insight about the Association, and answer any questions that might be a concern. Dena makes it a point to travel to our different Association chapters to gain perspective from all our member demographics. It's incredible to see our Association President show the willingness to host these type of sessions because it aligns with our mission statement: Provide services that lead to member prosperity.

Springtime also provides WeSERV the opportunity to recognize those particular members who are pushing the envelope when it comes to real estate sales and

success. Our Young Professionals Network (YPN) volunteers are currently burning the midnight oil to host their annual 40 Under 40 Award Ceremony. It's a chance for WeSERV and YPN to show recognition for individuals and teams throughout the Association who elevated the real estate selling spectrum in 2019. This year's 40 Under 40 theme is "Turning the Clock Back 100 Years - Glamorous 1920s."

The WeSERV West Valley Chapter President's Roundtable & Sales Awards Luncheon is also fast approaching. The luncheon celebrates WeSERV members who, in 2019, sold more than \$2.3 Million in real estate volume. This prestigious award is broken into four categories: Bronze, Silver, Gold, and Platinum. WeSERV's Southeast Valley Chapter will also be wrapping up its Multi-Million Dollar Producer Award, which is designed to recognize outstanding REALTOR® members of the Association for their sales volume in 2019.

Lastly, with National Fair Housing Awareness Month being in April, WeSERV wants to be at the forefront of spreading awareness that equal and fair housing in Arizona and throughout the nation matters. That's why WeSERV will be partnering up with the Phoenix REALTORS® and the Scottsdale Area Association of REALTORS® to host a Fair Housing Fair in early May. The fair provides the three Associations the opportunity to advocate on behalf of fair housing effectively.

MARCH

WeSERVE March Class Calendar, Chandler Location

You Be the Judge, Part 2

Event Date: March 4

Event Time: 9:00am - 12:00pm

Event Description: Real Estate Legal Issues
3.00 Credits

Instructor: Ben Gottlieb

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

VA Transaction-Contract Issues

Event Date: March 4

Event Time: 1:00pm - 4:00pm

Event Description: Contract Law 3.00 Credits

Instructor: Jimmy Vercellino

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Transaction Desk®

Event Date: March 5

Event Time: 9:00am - 11:00am

Event Description: Non-Accredited

Instructor: Liz Hill

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

New Member Orientation

Event Date: March 5

Event Time: 3:00pm - 4:30pm

Event Description: Non-Accredited

Instructor: Torey Gannon

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Agency Law & Ethics

Event Date: March 6

Event Time: 9:00am - 12:00pm

Event Description: Agency Law 3.00 Credits

Instructor: Marlene Olsen

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

The Commissioner & The Code

Event Date: March 6

Event Time: 1:00pm - 4:00pm

Event Description: Commissioner's Standards
3.00 Credits

Instructor: Marge Peck

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

GRI: Agency

Event Date: March 9

Event Time: 9:00am - 4:00pm

Event Description: Agency Law 6.00 Credits
Instructor: Andy Israel

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Advanced Transaction Desk®

Event Date: March 9

Event Time: 9:00am - 11:00am

Event Description: Non-Accredited

Instructor: Kelly Soriano

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

This SOLD House

Event Date: March 11

Event Time: 9:00am - 12:00pm

Event Description: Disclosure 3.00 Credits

Instructor: Tim O'Neall

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Are You Being Fair?

Event Date: March 11

Event Time: 1:00pm - 4:00pm

Event Description: Fair Housing 3.00 Credits

Instructor: Mark DeMichele

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Tax-Reduction Strategies

Event Date: March 12

Event Time: 9:00am - 11:30am

Event Description: Self-Improvement

Instructor: Maine Shafer

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Buyer Consultation

Event Date: March 12

Event Time: 9:00am - 11:00am

Event Description: Non-Accredited

Instructor: Mark Poisson

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Affiliate Certification

Event Date: March 13

Event Time: 8:00am - 9:00am

Event Description: Non-Accredited

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

New Member Orientation

Event Date: March 13

Event Time: 1:00pm - 2:30pm

Event Description: Non-Accredited
Instructor: Torey Gannon

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

New Member Orientation

Event Date: March 16

Event Time: 9:00am - 10:30am

Event Description: Non-Accredited

Instructor: Liz Hill

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

Transaction Desk®

Event Date: March 17

Event Time: 9:00am - 11:00am

Event Description: Non-Accredited
Instructor: Keri Means

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

HomeSmart Class

Event Date: March 17

Event Time: 11:00am - 2:00pm

Event Description: Accredited
3.00 Credits

Instructor: Bill Gray

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

CIPS Designation Course 3 of 5

Event Date: March 18

Event Time: 9:00am - 5:00pm

Event Description: Non-Accredited

Instructor: Mark Kitabayashi

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

Corporate Relocation

Event Date: March 18

Event Time: 9:00am - 4:00pm

Event Description: Multiple Categories 6.00 Credits

Instructor: Laura Kovacs

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Biz. Etiquette: Asian Culture

Event Date: March 18

Event Time: 11:30am - 1:00pm

Event Description: Self-Improvement
Instructor: Mark Kitabayashi

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

AIRBNB, VRBO, Short Term Lease

Event Date: March 23

Event Time: 9:00am - 12:00pm

Event Description: Real Estate Legal Issues
3.00 Credits

Instructor: Patrick MacQueen

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

What Did That Say?

Event Date: March 23

Event Time: 1:00pm - 4:00pm

Event Description: Contract Law 3.00 Credits

Instructor: Keri Means

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Agency Case Studies

Event Date: March 25

Event Time: 9:00am - 12:00pm

Event Description: Agency Law 3.00 Credits

Instructor: Mark DeMichele

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

ADRE & The Code of Ethics

Event Date: March 25

Event Time: 1:00pm - 4:00pm

Event Description: Commissioner's Standards
3.00 Credits

Instructor: Marge Peck

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

Listing Consultation

Event Date: March 26

Event Time: 9:00am - 11:00am

Event Description: Non-Accredited

Instructor: Mark Poisson

Location: 1733 E. Northrop Blvd., Chandler, AZ 85286

New Member Orientation

Event Date: March 26

Event Time: 12:00pm - 1:30pm

Event Description: Non-Accredited

Instructor: Torey Gannon

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

Advanced Transaction Desk®

Event Date: March 27

Event Time: 9:00am - 11:00am
Event Description: Non-Accredited

Instructor: Keri Means

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

Fair Housing 202

Event Date: March 31

Event Time: 9:00am - 12:00pm

Event Description: Fair Housing
3.00 Credits

Instructor: Brian White

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

House to Home Horrors

Event Date: March 31

Event Time: 1:00pm - 4:00pm

Event Description: Disclosure
3.00 Credits

Instructor: Tim O'Neall

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

Transaction Desk®

Event Date: March 31

Event Time: 2:00pm - 4:00pm

Event Description: Non-Accredited

Instructor: Liz Hill

Location: 1733 E. Northrop Blvd.,
Chandler, AZ 85286

MARCH

SUNDAY	MONDAY	TUESDAY
01	02	03
08	09 GRI: Agency 9:00am - 4:00pm Advanced Transaction Desk® 9:00am - 11:00am	10
15	16 New Member Orientation 9:00am - 10:30am	17 Transaction Desk® 9:00am - 11:00am HomeSmart Class 11:00am - 2:00pm
22	23 AIRBNB, VRBO, Short Term Lease 9:00am - 12:00pm What Did That Say? 1:00pm - 4:00pm	24
29	30	31 Fair Housing 202 9:00am - 12:00pm House to Home Horrors 1:00pm - 4:00pm Transaction Desk® 2:00pm - 4:00pm

WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
04 You Be the Judge, Part 2 9:00am - 12:00pm VA Transaction-Contract Issues 1:00pm - 4:00pm	05 Transaction Desk® 9:00am - 11:00am New Member Orientation 3:00pm - 4:30pm	06 Agency Law & Ethics 9:00am - 12:00pm The Commissioner & The Code 1:00pm - 4:00pm	07
11 This SOLD House 9:00am - 12:00pm Are You Being Fair? 1:00pm - 4:00pm	12 Tax-Reduction Strategies 9:00am - 11:30am Buyer Consultation 9:00am - 11:00am	13 Affiliate Certification 8:00am - 9:00am New Member Orientation 1:00pm - 2:30pm	14
18 CIPS Designation Course 3 of 5 9:00am - 5:00pm Corporate Relocation 9:00am - 4:00pm Biz. Etiquette: Asian Culture 11:30am - 1:00pm	19	20	21
25 Agency Case Studies 9:00am - 12:00pm ADRE & The Code of Ethics 1:00pm - 4:00pm	26 Listing Consultation 9:00am - 11:00am New Member Orientation 12:00pm - 1:30pm	27 Advanced Transaction Desk® 9:00am - 11:00am	28
01	02	03	04

Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
35	Wade Frontiera	Homelight	2,297,500	8
36	Gordon Hageman	My Home Group	2,280,000	5
37	Bob& Sandy Thompson	Revelation Real Estate	2,246,000	6
38	Randy Courtney	Weichert Realtors	2,185,000	4
39	Tom Daniel	Visionary Properties	2,165,000	3
40	Johnny Nicholson	Redfin	2,156,000	5
41	Gina McKinley	Remax	2,149,500	6
42	Beth S. March	C21	2,102,758	5
43	Richard Johnson	Coldwell Banker	2,069,000	5
44	Janine M. Igliane	Keller Williams	2,058,000	6
45	Robin R. Rotella	Keller Williams	2,054,800	5
46	Damian Godoy	Argo Real Estate	2,032,250	6
47	Jill Vicchy Heimpel	RE/MAX	2,023,000	7
48	Shannon Gillette	Launch Real Estate	2,021,000	4
49	Jason Zhang	Gold Trust Realty	2,006,500	4
50	Lauren Rosin	West USA	2,002,500	4

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
51	Duke Padilla	West USA	2,000,000	6
52	Douglas Hopkins	Realty Executives	1,993,000	6
53	Blake Clark	Blake Clark Team	1,990,000	6
54	David Arustamian	Russ Lyon	1,970,000	6
55	Mark W. Burrignt	Coldwell Banker	1,950,000	4
56	Rodney Wood	Realty One Group	1,937,900	6
57	Russell Mills	Gentry RE	1,934,000	5
58	Alan Aho	Call Realty	1,871,000	8
59	Stephanie Sandoval	Home Smart	1,868,900	6
60	Nancy Niblett	Revelation Real Estate	1,856,500	3
61	Mark G. Wyant	Keller Williams	1,825,550	5
62	Sixto Aspeitia	Realty One Group	1,817,000	6
63	Angelica Bermudez	Realty Executives	1,777,500	4
64	Zachary A Markee	Balboa Realty	1,768,479	4
65	Rebecca Elwood	Coldwell Banker	1,767,490	5
66	Bob Turner	Home Smart	1,759,900	2
67	Kevin Weil	Remax	1,757,900	5
68	Lindsay A Mozena	Realty One Group	1,740,000	2
69	Mark Captain	Keller Williams	1,732,000	5
70	Rebecca H. Rains	Berkshire Hathaway	1,719,900	4
71	Henry Wang	Revelation Real Estate	1,698,000	5
72	Ben Leeson	Arizona Experience Realty	1,696,614	4
73	Ryan Loeding	Keller Williams	1,665,000	4
74	Dean Thornton	Redfin	1,662,400	4
75	Timothy Unroe	My Home Group	1,648,900	4
76	Robert Lazor	ProSmart Realty	1,643,516	3
77	Becky Engstrom	Coldwell Banker	1,635,000	3
78	Elizabeth A Stern	Springs Realty	1,633,400	5
79	Joanne Hall	Lennar Sales	1,621,960	5
80	Wendy J Macica	Revelation Real Estate	1,620,000	6
81	Sherry Butler	San Tan Valley Real Estate	1,618,500	4
82	Eric Brossart	Keller Williams	1,597,000	4
83	Danny Perkinson	Perkinson Properties	1,593,000	4
84	Steven Bernasconi	Keller Williams	1,593,000	4

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
85	Marty F Logan	Venture REI	1,587,000	3
86	Braden Johnson	Respect Realty	1,581,000	4
87	Mark Stanley	Revelation Real Estate	1,566,000	4
88	Patricia Gaye Lewis	Manara Properties	1,561,800	4
89	Daryl R Snow	Realty One Group	1,555,000	4
90	Michele M Edison	United Brokers Group	1,545,000	3
91	Nicholas R Kibby	Keller Williams	1,543,000	4
92	Jeremy Poehls	eXp Realty	1,540,000	2
93	Caleb Williams	My Home Group	1,535,000	4
94	David Hoefer	Century 21	1,515,000	3
95	Beth A. Heitkamp-Madson	Keller Williams	1,506,400	7
96	Mary P. Jackson	Weichert Realtors	1,502,000	4
97	Dorrie J Sauerzopf	Fleming & Associates	1,501,000	3
98	Keri Stoffel	Realty One Group	1,465,300	3
99	Pamm Seago-Peterlin	Century 21	1,461,500	3
100	Grant Phipps	Goldbahr Real Estate	1,450,000	1

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
101	Michelle Meglio Macklin	Platinum Living Realty	1,450,000	1
102	Chris Tiller	Russ Lyon	1,448,000	3
103	Randy Duncan	Realty Executives	1,438,200	4
104	Jera M Banks	Home Smart	1,425,500	5
105	Kelly R. Jensen	Elite Realty	1,421,300	5
106	Julie Sims	Coldwell Banker	1,399,500	5
107	Stacia Ehlen	Remax	1,395,000	3
108	Julia Spector-Gessner	Revelation Real Estate	1,394,900	3
109	Rob Hale	Elite Realty	1,394,900	5
110	Ben Swanson	Remax	1,394,000	6
111	Grady A Rohn	Keller Williams	1,383,000	3
112	Richard Collins	Keller Williams	1,382,963	5
113	DeAndre K. Harvey	Tru Realty	1,379,890	4
114	Steven Coons	Springs Realty	1,379,000	4
115	John Capriotti	The Daniel Montez Real Estate Group	1,375,001	3
116	Mitch Klann	West USA	1,370,000	2
117	Jack R Pearl	Home Smart	1,358,410	2
118	Rachael L Richards	Rachael Richards Realty	1,354,500	4

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#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
119	Marie Nowicki	Revelation Real Estate	1,351,000	4
120	Robert Mitchell	Showtime Realty Professionals	1,345,578	4
121	Mark David Sloat	Realty One Group	1,341,000	3
122	Scott R Dempsey	Redfin	1,338,920	4
123	Cindy Flowers	Keller Williams	1,334,500	4
124	Lisette Lent	Realty Executives	1,333,000	3
125	William G Barker	Farnsworth Realty & Management	1,330,000	4
126	Ying Lin	The Housing Professionals	1,308,500	4
127	Geoffrey Adams	Realty One Group	1,303,000	5
128	Tricia Bonlender	Revelation Real Estate	1,295,000	3
129	Lauri Myers	Hub Realty	1,290,000	3
130	Matthew G Murray	Revelation Real Estate	1,283,500	4
131	Patrisha A Leybovich	eXp Realty	1,275,900	3
132	Ryan Rosscup	Realty One Group	1,270,000	2
133	Catherine Darby	Keller Williams	1,269,900	3
134	David Courtright	Coldwell Banker	1,268,500	4
135	Michelle Arzac	Keller Williams	1,265,500	3
136	Lauren Sato	Revelation Real Estate	1,265,000	3
137	Cyndi Brand	DRH Properties	1,261,700	6
138	Daniel T Birk	Realty Executives	1,261,000	3
139	Skyler Keyser	Keller Williams	1,249,000	4
140	Kim Panozzo	Home Smart	1,245,900	3
141	Alyson Titcomb	Alyson Titcomb & Company	1,243,000	3
142	Marc Slavin	Realty One Group	1,240,900	4
143	Brittany M Meyer	DPR Realty	1,235,300	4
144	Jeff Jones	AZ Home Seekers	1,234,900	2
145	Erin R Thorson	West USA	1,225,000	3
146	Biman Saha	Home Smart	1,221,200	3
147	Beth A Backus Roth	United Brokers Group	1,220,000	3
148	Elizabeth Rolfe	Home Smart	1,209,000	3
149	Linda Johnson	West USA	1,202,000	3
150	Mackenzie K Keenan	Home Smart	1,198,000	2

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Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
151	Stephen Helmstadter, Sr.	Helmstad Realty	1,193,950	3
152	Ping Wei	GPM Realty Investment	1,188,000	2
153	Manjeet S Bhatia	Home Smart	1,184,900	2
154	Kristie Falb	Home Smart	1,184,800	5
155	Benjamin Eberhard	Revelation Real Estate	1,167,000	3
156	Karen C. Jordan	Thomas Popa & Associates	1,160,000	2
157	Roger Johnson	Russ Lyon	1,157,500	3
158	Tiffany Mickolio	My Home Group	1,155,000	3
159	Annmarie Johnson	Revelation Real Estate	1,151,500	3
160	Greg Autrey	Realty West	1,150,000	1
161	Gary Chen	Arizona United Realty	1,150,000	1
162	Judy A. Sanaiha	Realty One Group	1,150,000	1
163	Chris Lundberg	Redeemed Real Estate	1,144,900	3
164	Geoffrey Mackenzie	Redfin	1,141,725	4
165	Christine Holwell	Revelation Real Estate	1,140,000	2
166	Michele Wilkerson	AZ Lane Realty	1,140,000	3
167	Steve Hill	Realty One Group	1,140,000	3
168	Jordan Kampsen	Millenium Three Real Estate	1,134,900	3
169	Heather Marlowe	Keller Williams	1,129,000	3
170	Rich E Kort	United Brokers Group	1,127,795	3
171	Janice Savage	United Brokers Group	1,125,900	3
172	Daniel Moon	United Brokers Group	1,122,500	3
173	Jim E Smith	Keller Williams	1,120,000	3
174	Larry Fisher	West USA	1,120,000	2
175	Kathy A. Campbell	Coldwell Banker	1,119,080	3
176	Bhavana Patel	Home Smart	1,119,000	3
177	Michelle Shelton	Life Real Estate	1,117,000	2
178	Ramon J. Nunez	Stunning Homes Realty	1,110,000	4
179	Alison Hamlet	Jarson & Jarson	1,100,000	1
180	Leela M. Smith	Toll Brothers Real Estate	1,100,000	1
181	Nicole M Richardson	Keller Williams	1,100,000	2
182	Melynda Wolter	Revelation Real Estate	1,098,000	3
183	Clinton J Gumm	Snow Realty & Property Management	1,097,500	2
184	Denise Ovalle	Buyer One	1,096,000	3


#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
185	Allyn B Barnum	Realty Executives	1,095,000	3
186	Gina Donnelly	Donnelly Group Real Estate	1,084,000	3
187	Jarl R Kubat	West USA	1,079,000	5
188	John H. Cox	Call Realty	1,076,500	2
189	Kirk Erickson	Schreiner Realty	1,075,000	2
190	Trevor Bradley	Stunning Homes Realty	1,074,990	3
191	Nate Hunsaker	Revelation Real Estate	1,074,750	3
192	Myranda C North Molina	Home Smart	1,072,000	1
193	Timothy Bradtke	Picture Perfect Realty	1,072,000	1
194	Diane Fitzsimmons	Delex Realty	1,070,890	3
195	Benjamin Arredondo	My Home Group	1,070,000	4
196	Kristi Jencks	BIG Helper Realty Group	1,070,000	3
197	Mary Ellen Millard	West USA	1,070,000	2
198	Heintje Tjahja	Home Smart	1,069,000	3
199	Travis M Flores	Keller Williams	1,065,000	4
200	Robert A Knapp	DPR Realty	1,064,000	5

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Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
235	Stephany J Bullington	Revelation Real Estate	997,000	3
236	Sheila Steinle	Home Smart	997,000	3
237	Michael W Cunningham	West USA	995,326	2
238	Gladys V Rosas	JK Realty	991,000	2
239	Jody M Kuhman	DPR Realty	990,000	2
240	Michael Montecalvo	Revelation Real Estate	985,000	2
241	Zachary Wilson	Realty One Group	980,000	2
242	Michael Barron	Infinity & Associates Real Estate	979,000	3
243	Sean Morris	Coldwell Banker	978,800	2
244	Audrey L Bird	Century 21	978,000	2
245	David Larchez	Silverhawk Realty	977,529	2
246	Jared A English	Congress Realty	971,950	3
247	Diane Bearse	Realty Executives	967,000	2
248	Kaushik Sirkar	Call Realty	963,200	3
249	Kelly R. Mattice	RE/MAX	960,000	2
250	Sandi King	Home Smart	958,400	3

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Teams and Individuals Closing Dates From January 1 - January 31, 2020

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
251	Preston J Mann	LRA Real Estate Group	955,500	3
252	Clifferd Parker Stewart	Offerpad	954,900	3
253	Arthur Welch	Superstars Realty	954,000	4
254	Michael Silver	RE/MAX	953,490	3
255	Chelsey Speirs Hernandez	Elite Results Realty	950,900	3
256	Kerry Jackson	Revelation Real Estate	947,500	4
257	Kathleen Larson	Realty One Group	945,500	3
258	Denise Tharalson	eXp Realty	944,000	2
259	Anita C Bargaen	Keller Williams	943,007	3
260	Edyi Nickola	Keller Williams	938,000	3
261	Darrell G Young	Realty One Group	935,000	1
262	Sharon A Moncur	Haven Realty	935,000	1
263	Carlie Goulet	Keller Williams	930,000	2
264	Susan A Stewart	Queen Valley Properties	930,000	3
265	Thomas Popa	Thomas Popa & Associates	930,000	2
266	Patricia Muth	Gentry RE	929,743	1
267	Jenna R. Lassen	NextHome Source	927,500	2
268	Danielle Mampel-Wehbe	My Home Group	926,000	3

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#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 01/31/2020	Total Unit Sales 01/01/2020 - 01/31/2020
269	Amy Golba	Century 21	925,000	1
270	Amber S. Labrum	West USA	925,000	1
271	Lisa Racz	United Brokers Group	925,000	2
272	Joan Austin-Mauldin	Hague Partners	923,875	3
273	Carol Comley	Century 21	922,500	3
274	Carol Gruber	Revelation Real Estate	919,800	3
275	Brent Heiden	Iannelli and Associates	913,000	5
276	Tommy J Nunez	Home Smart	912,000	3
277	Jonas Funston	Venture REI	910,500	3
278	Morgan B. Wolters	My Home Group	909,000	2
279	Matthew Kochis	Keller Williams	907,900	2
280	Richard F Barker	Keller Williams	906,900	3
281	Melissa Mckenna	AZ Call Realty	905,000	3
282	Nick Bastian	Realty Executives	905,000	2
283	Cheryl Kypreos	Home Smart	904,000	4
284	Carly K. Gibbs	Keller Williams	900,000	2
285	Evan A Brimley	Brewer & Stratton Property Management	900,000	2
286	Lori Blank	Lori Blank & Associates	900,000	3
287	Amy Laidlaw	Realty Executives	899,000	3
288	Shea M Hillenbrand	Venture REI	899,000	3
289	Vicky Wang	Bliss Realty & Investments	894,000	3
290	Joseph A Maggiore	Desert Dimensions Properties	890,000	2
291	Robyn Brown	Argo Real Estate	890,000	2
292	Stephen Horn	Keller Williams	890,000	2
293	Rod Hofeling	Remax	888,000	2
294	Mike Mendoza	Keller Williams	887,500	3
295	Glenn Loper	Home Smart	885,000	2
296	Andrew Cooper	Gentry RE	882,000	1
297	Heidi Roberts	Realty One Group	882,000	1
298	Marcus McBeth	Venture REI	880,000	2
299	Yuan Zhao	West USA	880,000	2
300	Jeannette Sesseg0	DPR Realty	874,500	2

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Inspector's CORNER

DON'T IGNORE YOUR ROOF!

Most of us do not think about our roof until they leak. But like your car and HVAC system, it will last longer with a little maintenance. With our recent rains, many people are having leaks that could have been prevented with a little maintenance on the roof.

Some items one can do themselves depending on the roof type, other parts should be hired out. But you should have a roofer walk and examine the roof at least every other year. Maintained roofs last much longer, and postponing a \$5,000 or more roof replacement job several years can really save you money. Keep vegetation like tree branches away from and not touching your roof. This can cause mechanical damage and increase debris build up.

Clean off debris from your roof, even pitched roofs can lode up with debris. This prevents water from properly shedding off the roof, and can back up into valleys and flashings. And if you have gutters, clean them out yearly. Most roofs in our area are tile, and they can crack and break. There are several causes such as thermal expansion, micro cracks in the concrete that fatigue, etc.

These should be replaced. Also they can slip out of position (this is mainly seen while on the roof looking down on the tiles) and a roofer can adjust them and secure them as needed.

It is important that the underlayment is examined when cracked tiles and slipped tiles are noted. This underlayment is our water proofing layer and the sun can damage it. Slipped and cracked tiles are a large cause of our roofing issues in the Phoenix area.

Flat roofs of all types should be examined as well. Look around drains and scuppers, damage from birds, etc. A small patch on the roof can prevent a leak and be cheaper to do now than drywall work inside later!

Many weak areas and leaks start at the eaves before working there way up into the home, so walking around the house looking up under the eaves for water stains can tell you where you need to have the roof repaired. Also catching this early saves money if you prevent the leak from rotting the wood.

Bottom line, a little time and money on routine maintenance will save money in the long run. And most importantly headaches!

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