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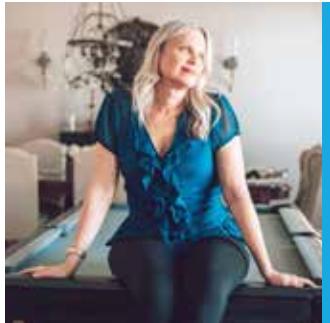
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# LAURA EDGAR

Laura Edgar is a loan officer with Finance of America who has 18 years of experience in the financial services industry. Her heart to help buyers achieve their homeownership goals is amazing, but not surprising given that she spent many years helping people in the nonprofit world. She also speaks Spanish, which is a tremendous asset. We sat down with her to hear more about what she offers clients and what she is passionate about.



Family vacation in Newport Beach



Photo Credit Devin Nicole Photography

I spent a lot of years working in the nonprofit world. I volunteered in Ecuador for three years working with street children, teaching English at the university, and working on some grassroots community projects like painting murals, planting trees, and cleaning up garbage. When I came back to

the U.S. I landed in Arizona and started working with a nonprofit organization called Hands On Greater Phoenix. They coordinate busy working professionals who want to volunteer but whose schedules don't necessarily allow them to make a regular commitment. It is episodic volunteerism, which means you can volunteer with children in a homeless shelter on a Wednesday night or in a domestic violence center on a Saturday morning



Arizona Mastiff Rescue, the day they adopted their Mastiff, Luka.



Vacationing in Sedona.

a mortgage. That is how I fell in love with mortgage lending."

"When the big financial crash happened in 2008, I was laid off and took a year to stay home with my kids. After that, I decided I wanted to go into mortgage lending and partnered with a friend of mine who was in the industry. I found out that it was perfect for me because it combines my passion for helping people with my love for numbers!"

Just because someone doesn't automatically qualify for a certain type of loan, Laura enjoys finding creative solutions. "I am always trying to think through what would be the best way to get someone in a loan that is right for them and their family. This may mean identifying a credit card that should be paid off, or where they can get gift funds, or what they can do to raise their credit score. As I said earlier, I was a teacher in Ecuador. Once you're a teacher, you'll always be a teacher. I love answering questions and helping people understand the process. I think too many lenders in our industry are on to the next person without slowing down to explain things."

and not commit to being there on a weekly basis. I worked with this organization both as an employee and as a board member for ten years."

"Then I went back to school to get my MBA, thinking I would use it to continue serving nonprofits, but I came across a job opportunity to work with a credit union that was reaching out to Hispanic populations and I decided to take it. I spent the next ten years in finance working for the two biggest credit unions in Arizona. One of the programs we offered was called IDA or an Individual Development Account. It was a mortgage program for lower-income folks that encouraged them to save money for ten months. At the end of those ten months, we would match their savings 3 to 1 so that they had a down payment for

"My favorite stories are people who aren't initially able to qualify, but who put into place what I recommend and then are able to qualify later on. I keep in touch with my clients who don't initially qualify. It took one of my clients four years from our first meeting to raise their credit score, but they did it and were able to get a mortgage and buy a house! It's incredibly fulfilling to see people work hard to realize their dream of homeownership."

"I always treat my clients like they are my family. I take care of people and want them to have the best experience with me. This is the most expensive thing they are ever going to buy, which can be daunting and even scary. I like to alleviate that feeling as much as possible."

Next time you need to refer a lender to someone who wants to buy a home, reach out to Laura Edgar! She would be delighted to help.  
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I always treat my clients like they are my family. I take care of people and want them to have the best experience with me.

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P R E S E N T S

# Golden Nuggets



**Mary Jo Santistevan,**  
*Berkshire Hathaway HomeServices Arizona Properties*

The Golden Rule: Do unto others as you would have them do unto you. A quote that has been around forever but I feel forgotten. My sweet

daddy taught me this as a small child and I watched him live by it. He always told me that it doesn't cost anything to be nice to people and he is right! I have passed this along to my two boys and am proud to say they have both grown to be caring and kind souls who I am very proud of.



**Bryan Pankau,**  
*RE/MAX Solutions*

"Success is your duty, obligation and responsibility."  
-Grant Cardone



**Cassity Trexler,**  
*North & Co.*

Treat others the way you want to be treated.



**Laura Edgar,**  
*Finance of America*

This is from my favorite professional development book, *The Slight Edge*, by Jeff Olson:

"Simple daily disciplines – little productive actions, repeated consistently over time – add up to the difference between failure and success. The slight edge is relentless

and cuts both ways: simple daily disciplines or simple errors in judgment, repeated consistently over time, make or break you. Without the slight edge, you can start with a million and lose it all. With the slight edge, you can start with a penny and accomplish anything you want."

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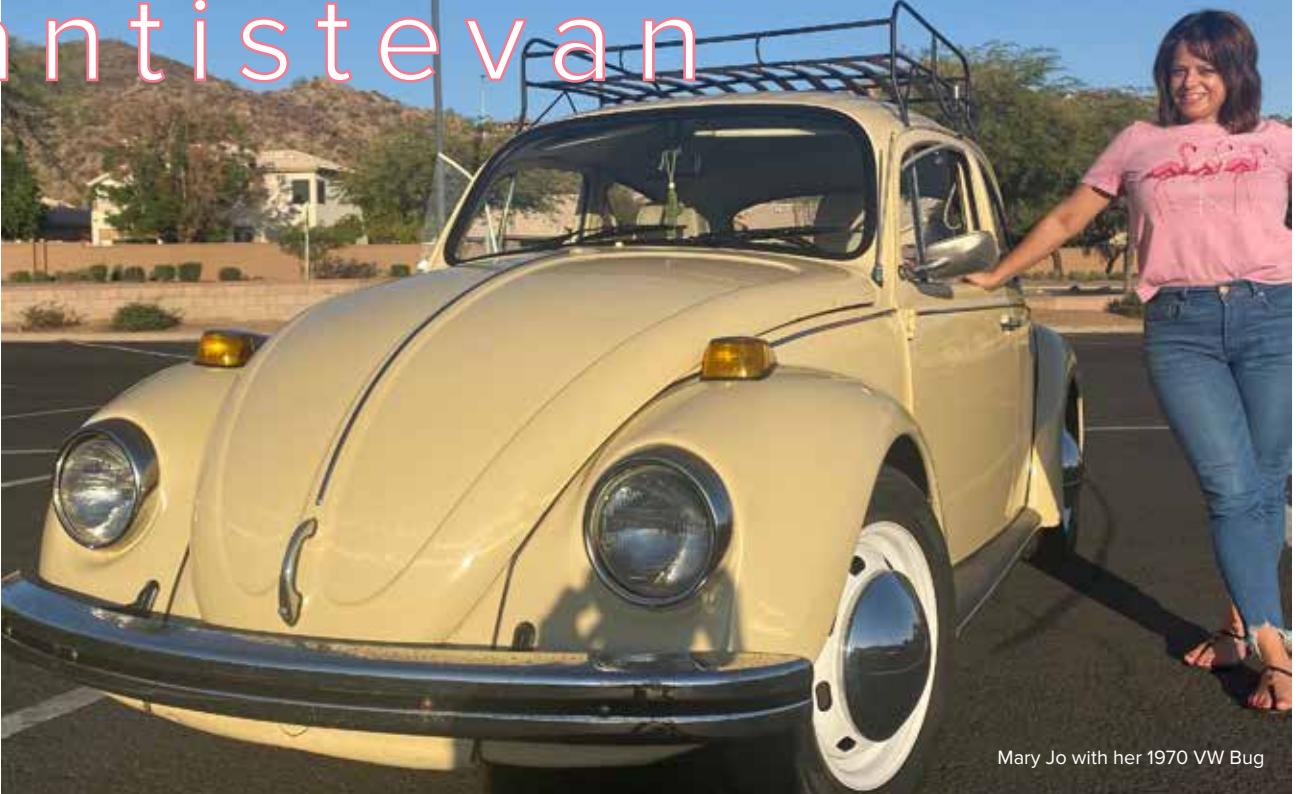
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# MARY JO

## Santistevan

By Dave Danielson



Mary Jo with her 1970 VW Bug

## All-In Achiever

▼  
featured agent

Think about the leaders you know in your life. What are the attributes they tend to share?

One similarity you're likely to find most of the time is a go-getting mentality...a spirit of relentless effort to reach results.

That's what Mary Jo Santistevan brings to life and to the work she does with her clients. As those who know her will attest, Mary Jo is an all-in achiever as a REALTOR® with Berkshire Hathaway HomeServices Arizona Properties.

### FINDING HER PATH

Mary Jo has had her real estate

license for 13 years. Before that, her story began in another career path.

"Real estate is what I call my first big-girl job," she says with a smile. "When I was a bit younger in my early 30s, I worked with Southwest Airlines in reservations, then I decided I wanted to stay home with my boys."

At the same time, Mary Jo's energetic side needed productive pursuits.

"I need to stay busy. I've always been that way," she says. "After leaving Southwest Airlines my desire to stay busy lead to my next endeavor. Or should I say adventure? My sweet dad and I would go to estate sales and garage sales and we would resell things on eBay. We eventually had a booth in two different antique malls. Neither one of us really knew anything

about antiques, but between the two of us, we had a good eye for quirky things we could sell and make a profit on. It was a really fun father/daughter thing we did. Mostly for fun, not for the profit."

In 2006, Mary Jo's father passed away. And that spark for treasure hunting diminished without her partner.

"My mom had Alzheimer's, and my Dad was her caregiver. My husband told my Dad in his passing not to worry...that we would take care of my mom. Their home needed to be sold, and I already had selected a REALTOR® from our church for the job. In typical Mary Jo style, I went to work to get the house ready. I rented a storage unit for the clutter, got the house painted and carpeted and did some light staging. In the process, I thought, this is fun! Maybe I should get my license after the house sells," she recalls. "So I got my license. From the start, it was fun for me."

### REWARDING RESULTS

The results were beyond Mary Jo's expectations.

"I didn't expect I would get as busy as I did. I had never had a job like real estate, so I felt like a fish out of water at first," Mary Jo remembers. "At the same time, one thing I knew is I never set forth to do anything I didn't succeed at. I knew if I worked hard, the sky was the limit. My husband, Mike, was an insurance broker and I thought if I did a deal here or there that would be enough. Lo and behold, I got very busy, things took off, and my husband sold his insurance business and joined me a year later."

Today, they are joined by two assistants and seven agents.

"We aren't trying to grow some massive team. We're like a little family. We teach agents not only to handle buyers, but how to take listings, which is a little different arrangement than most teams," Mary Jo explains. "When I was new, I would take on anything, including rentals 45 minutes across town. I'm pretty sure I was in the hole on most of those, but that's how I learned. We have been blessed with repeat business and referrals through time. I never imagined it would take off like this."

Mary Jo's energy for her work is contagious.

"When it comes down to it, the close contact I have with my clients is a big passion for me...having a chance to deliver a personal touch and to maintain contact with my clients. It allows us to go beyond the business transaction and get to know them and have lasting relationships with them."

### THE HEART OF LIFE

Family is at the center of Mary Jo's world, including Mike. Together, they enjoy a dynamic partnership in life and business.



The Santistevan Family

"It's a great experience being able to work together most days," she says with a giggle. "Mike works primarily with taking our buyers out, and I focus more on the listing side, as well as contracts and negotiating."

Mary Jo and Mike cherish time with their children — 28-year-old Jordan, and his wife, Lizza, who live in California; and their younger son, 21-year-old Jakob.

As Mary Jo explains, "Growing up, the boys put up with countless canceled vacations, being in an airport and having me suddenly stop, set up my computer and work, or being in line at Disneyland and having me jump out of line to answer a call."

They have learned there is no stopping her from taking a call at any hour of the day. •••

...

Before the workday begins, Mary Jo takes walks every morning. "I feel blessed to live in the beautiful Arizona desert and starting my day like this really helps me mentally." Recently, she and Mike bought an RV they plan on taking on road trip adventures when time allows. They also have a 1970s VW bug.

"I had VW bugs growing up. My dad restored them," she said. "The license plate reads 4 GE...with GE being my dad's initials. We ordered the vanity plate that has the Arizona desert backdrop and the words *Live the Golden Rule* along the bottom."

Another favorite pastime is enjoying her eclectic music collection and playing the classic vinyl albums on a vintage 1960s console.

#### LEADING BY EXAMPLE

As she thinks about her career, Mary Jo offers advice for those just getting in.

"It's very helpful to join a team. As a new agent, you're interviewing brokerages, they aren't necessarily interviewing you. The broker on call can't be available to you 24/7 and, depending on your personality style and market, you need someone available at all times...you could be writing an offer at 10 p.m.," she says. "Joining the *right* team can be a key to your success. New agents need an experienced agent to review every single contract written for quite some time until they are ready to fly. Also, I'd advise to not be money-driven."

When you talk with Mary Jo, it's clear that she is a genuine, compassionate

“

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do the  
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and honest professional who goes all in to help her clients achieve their dreams.

As she says, "For me, I believe success in this business is about doing the right thing and being honest on every single transaction. Work hard, do the right thing. When you do that, the rest will come."



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Or they try to be persuasive by using "hypnotic language patterns" and power positioning. But there aren't any "magic words" that will make people buy from you.

Instead, you need to focus on meeting real needs, solving problems and communicating your value in a clear and compelling way.

That's why whenever I bring up the topic of sales or marketing, I'm quick to point out that no, I'm not going to tell you about Ben Franklin.

And I'm not going to explain any kind of ninja social media tricks or how to use false scarcity to induce action.

Instead, I'm going to give you twelve ways to close more sales, by building more trust with your prospects in your marketing.

### TRUST AND THE GROWING CREDIBILITY CRISIS

Trust is dying. In an age of paid online influencers, corporate scandal and exaggerated credibility claims, it can be hard to know who you can trust.

That's why my friend and former client, David Horsager, founder of the Trust Edge Leadership Institute, says the most important question in business, relationships, or politics — really in *every* area of life, is ...

### "CAN I TRUST YOU?"

In his 2020 Trust Outlook Report, Horsager says, "Nearly 50% of Americans say building a trusted culture should be the #1 concern" for business leaders.

This makes total sense. People are skeptical about who we can trust because we've all been burned before.

We've been victims of cyber hacks and credit fraud.

We've been lied to by politicians and religious leaders.

And we've been misled by the biggest brands and companies around the world.

When it comes to working in our local market, having a trusted brand and a good reputation is the difference between life and death for your business.

Trust is such a high-demand currency because genuine trust is a rarity in our culture today.

That's why I believe ...

### TRUST DIFFERENTIATES YOU FROM YOUR COMPETITION.

Consider these benefits for your business when you have trust:

- You are more inclined to get referrals.
- You build a loyal following of "raving fans."
- You establish your value as an experienced professional.
- Your fees are protected because price objections disappear.
- Your advice and recommendations are followed because clients know you have their best interests in mind.

That's why building trust is such a core theme of what we teach on in the **ADVANCED HOME MARKETING INSTITUTE**.

Plain and simple...

### TRUST IS THE #1 FACTOR IN BUSINESS.

Just think about it.

If a prospect doesn't trust you, they will never buy from you.

And no new sales means no new revenue...

1. No new revenue means you may not be able to cover your operating costs.
2. You won't be able to spend more money on marketing and advertising.
3. And you may miss out on other opportunities for networking and promotion.

### SO WITHOUT SALES, NOTHING ELSE MATTERS.

That's why so many people beat the whole "know, like and trust" mantra. And I agree with that.

In short, if sales is the lifeblood of your practice ...

### TRUST IS THE "HEART" THAT KEEPS LIFE BEATING.

But the need for building trust starts far earlier than making a good first impression at your next listing appointment.

### THE PROCESS OF QUICKLY AND EFFECTIVELY BUILDING TRUST WITH PROSPECTS STARTS WITH YOUR MARKETING AND ADVERTISING.

With the right kind of marketing, you can attract prospects who are *prequalified*, *predisposed*, and *presold* on doing business with you.

So if you really want to close your next listing contract, you need to ensure your prospect:

- Trusts you.
- Trusts your service.
- Trusts your company.

... Before you ever give them an agreement to sign.

That's why in the rest of this article I'm going to give you a dozen ways to build more trust in your marketing, so you can double your closing ratio and help more people.

### 12 TIPS FOR IMMEDIATELY BUILDING MORE TRUST WITH PROSPECTS

1. Clearly explain your Unique Selling Proposition and why they should do business with you.
2. Specialize in serving a specific customer avatar, geographic location, or type of property.
3. Reveal the inner workings of how you deliver more value than your competitors.
4. Address your faults or weaknesses upfront and handle them accordingly.
5. Honestly set realistic pricing and market expectations with your CMA.
6. Be human. Don't be fake or try to conform to something you're not.
7. Show your prospects you know how to help them. Don't just tell.
8. Highlight client success stories and other positive testimonials.
9. Uphold a service guarantee, warranty or form of risk-reversal.
10. Incorporate audio and video messages in your marketing.
11. Promote your expertise, qualifications and designations.
12. Provide valuable content to your market for free.

Well, there you have it. You can begin to use these 12 trust-building tips in your marketing today. And you'll soon fill your pipeline full of qualified prospects because of them.

Even better, you'll be on your way to doubling your closing ratio on contracts *ethically*, and much faster and easier than ever before.



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# LIQUID CATERERS

## Elevating the Experience

By Dave Danielson

In this world of changing protocols and social distance guidelines, one thing is for certain...people still want to get together in whatever way and form they can. After all, we're still social creatures.

With that in mind, as you consider what to do for your next event, Liquid Caterers is an organization that will help you elevate the experience for those who are attending.

Marykay Kimura is Marketing Director at Liquid Caterers. As she says, the company provides a range of services across the state, from backyard weddings and corporate events to virtual meetings.

"What we've been doing is creating cocktail boxes and pairing them with virtual cocktail classes...everything people need to create cocktails at home. All they need to do is provide the spirits," Marykay explains. "And they can hop onto a virtual class with someone from Liquid Caterers, and





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**Nancy K.**

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# CASSITY TREXLER



Travis  
and  
Cassity

## Authentically Saying What She Means and Meaning What She Says

Cassity Trexler has been in the real estate industry for 14 years and is an Arizona native. She loves her family and works hard to serve her clients well. So well, that most of her clients are referrals and she has even worked with three generations within the same family. She is passionate about educating her clients and has learned a lot from them along the way.

Here is her story.

### HOW DID YOU GET INTO REAL ESTATE?

After graduating from the University of Arizona, I was a juvenile probation officer in Tucson. We then moved to Phoenix so that Travis, my husband, could attend flight training and I finished my master's degree in counseling. After we had our son, I decided to go into real estate because it would be more flexible. I have always loved real estate. My dad, mom and both grandmothers were in real estate. Travis joined me in real estate five years ago, and we work together with our transaction coordinator, Linda. I started farming a community called The Landing in Anthem. I went door to door, planned community events and garage sales, and held every open house I could. After a few years of being dedicated to that community, I became the neighborhood specialist and eventually, it turned into a strong referral business.

### WHAT IS THE BEST ADVICE YOU EVER RECEIVED?

A friend, who is a judge, gave me a piece of parental advice when we had our son. She said, "Say what you mean, and mean what you say." I had heard it before but at that moment of my life it really resonated with me and I think it applies to all areas of life.

### WHAT IS YOUR GREATEST ACHIEVEMENT?

My family. Travis and I have been married for over 20 years. Our son, David, is 15. He is just starting high school. Our daughter, Robin, is 11 and in the sixth grade. David plays soccer and Robin plays softball; they are both very dedicated to their sports and family. I used to coach my daughter's softball team; however, now I consider myself the best cheerleader in the stands. Between my children's activities and real estate, that's pretty much our lives.



Cassity with her dad Mike

### WHO INSPIRES YOU?

Years ago, I met a couple named Dr. and Mrs. Wilson. At the time I believed in God but didn't know much about the Bible or God. I helped them look for a house for a year. There was really no reason it should have taken that long. One day, they recommended I read Heaven is for Real by Todd Burpo. I couldn't put it down and I stayed up almost all night to finish it. I woke up the next morning a changed person. That day they found their house and they closed 10 days later. I felt like they were in my life so I could truly find the Lord. Faith is an important part of my life to this day because of them. I know

...

“

*Be OPEN-MINDED and remember we are  
ALL IN THIS for the same reason.*

...

God put them in my life and had us keep searching for a house until I got it. They are still in my life. I try to glean lessons from the people that cross my path. I usually get to hear parts of my clients' life stories as we drive around and look at houses. I am inspired by so many of them. Everyone has a story.

**WHAT IS A COMMON PHRASE THAT  
DESCRIBES YOU?**

Hot mess. Haha. I do have it together, though it is pretty crazy around here. But seriously, I would say, “The early bird gets the worm.” Before the sun comes up, I am up praying, meditating and working. I strive to be early and right on top of things with my business.

**WHAT CHILDHOOD EXPERIENCE SHAPED YOU?**

My mother passed away when I was young, so my dad raised me with the support of many others in our small town of Williams, Arizona. Everybody knew who I was, and everybody pitched in and helped. That really has a lot to do with who I am today. I am hard-working, that comes from my dad. I also am giving and empathetic, and I got that from the people that surrounded me that didn't have to. The village raised me, and I am grateful for it.

**WHAT IS AN INTERESTING FACT ABOUT YOU?**

We have rescued four dogs—from my husband's 115-pound giant Schnauzer to my daughter's 3-pound Poodle mix. Originally, we had my dog Grace. She sits on the desk and works with me on the computer. Once we had three, my son insisted everyone in the family should have their own dog. He caught us at a weak moment so now we have four.

**WHAT IS SOMETHING YOU DO DIFFERENTLY IN  
YOUR BUSINESS?**

I educate my clients from start to finish and never try to push them into anything. They know exactly what documents they are signing and make well-educated decisions.



Linda and Cassity



Cassity on a hike with David, Robin and their two dogs.

**WHAT IS YOUR FAVORITE PART OF REAL ESTATE?**

I am a negotiator. I love negotiating and getting to know our clients. Be open-minded and remember we are all in this for the same reason. Don't have a bad attitude or draw hard lines. Communicate and figure it out.



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# BRYAN PANKAU

► on the rise

By Dave Danielson

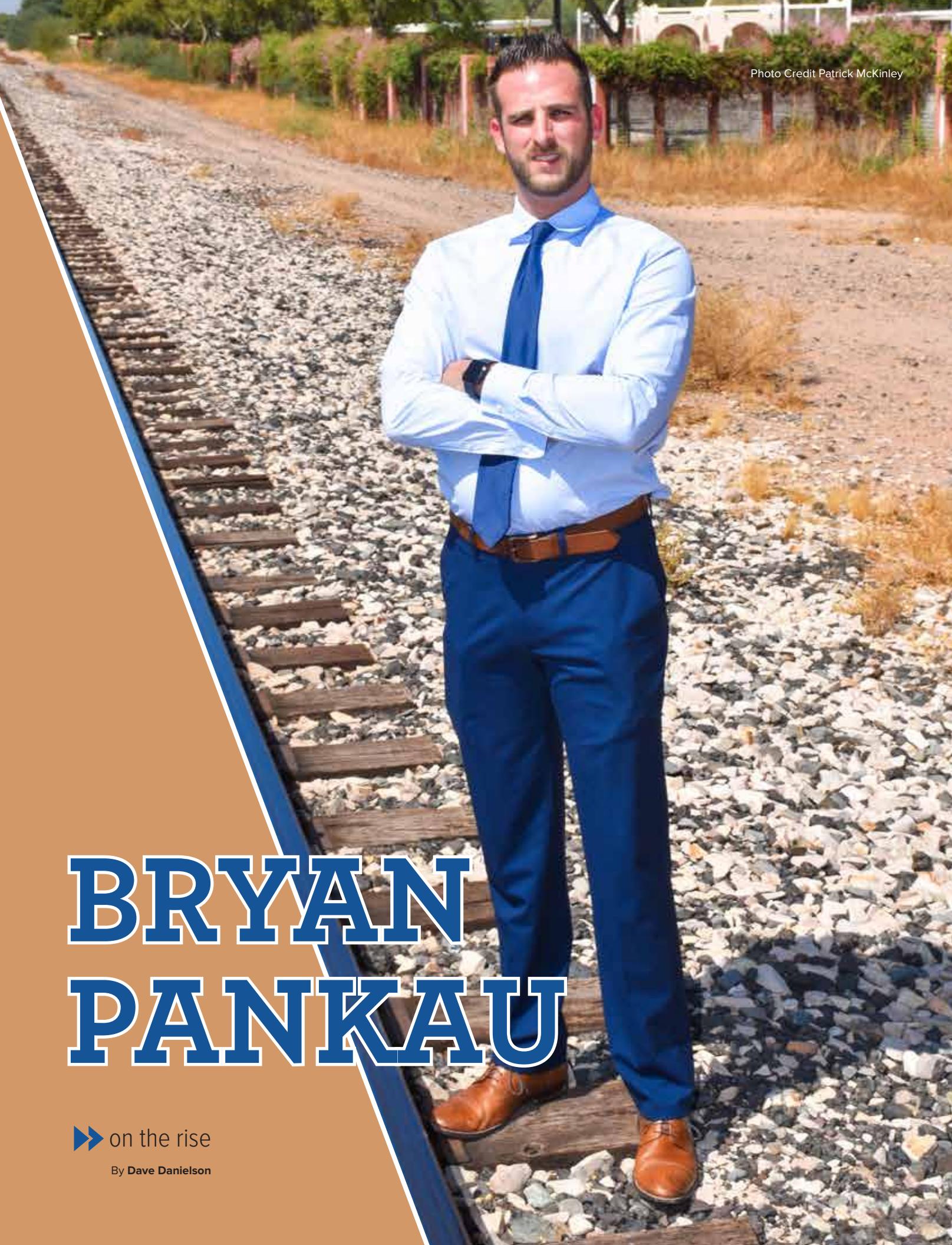


Photo Credit Patrick McKinley

## MAKING HIS MARK

You know when you've seen a leader in the making. You can tell by the way they dedicate themselves to learning. You see the way they're never satisfied with good enough. And you see the effects their efforts have on the world.

That's the way it is with Bryan Pankau.

As a REALTOR® with RE/MAX Solutions in Chandler, Bryan is this month's Rising Star, who earned that distinction by making his mark day-in and day-out for his clients.

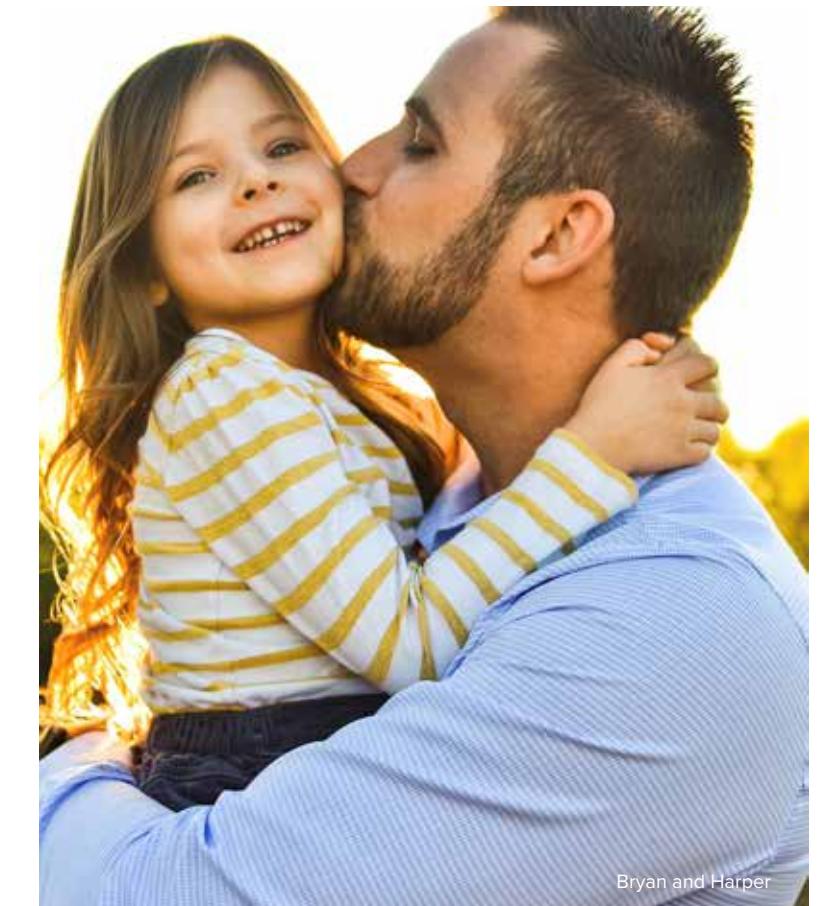
### Signs of Things to Come

Bryan's story in real estate actually began long ago. After growing up in Illinois, Bryan moved to Peoria, Arizona, right before high school.

"I graduated from high school in Glendale in 2002, and then I went to Arizona State, where I attended the school of business there," Bryan recalls. "That's where I really started learning more about real estate and that's when I first got my interest in it."

After pursuing another career path for several years, Bryan's path led him back to real estate.

"About five years ago, I decided to go for it. I went into it full-fledged and full-time," Bryan remembers. "I started working with RE/MAX Alliance Group."



Bryan and Harper

### Working Through the Transition

Bryan faced the familiar bumps and stops and starts of a new real estate agent.

"At first, I thought it was a little overwhelming," he says. "It was definitely a change from my prior career. I didn't have a boss telling me what to do. So I asked a lot of questions of people. I found those who were selling a lot and talked with them and spent time figuring out what my daily schedule should be like in this business."

His strategy worked.

"I continued spending a lot of time asking those questions and putting myself around other successful agents. I would reach out and buy them lunch," Bryan says.

### Lifelong Learning

He also put his love of lifelong learning to work.

"One of the other big things was that I noticed some of the top agents were taking advantage of coaching with Mike Ferry," he explains. "So each night, I would watch Mike Ferry TV on YouTube after putting Harper to bed, and try to pick up pointers and things I could put to work." •••

When a buyer gets the keys to their new house, I get to be there for that moment. There are so many stories of **SUCCESS** and **MILESTONES** that are fun to be part of.

”

Photo Credit  
Patrick McKinley



...

Bryan gained traction, found success and has steadily built a successful business. In fact, in 2019, he recorded an impressive total of 35 deals. And 2020 is eclipsing that mark. So far, he's already closed 45 transactions, and he's on track to record 60 deals by the end of the year.

The passion Bryan has for what he does comes through loud and clear.

“When a buyer gets the keys to their new house, I get to be there for that moment. There are so many stories of success and milestones that are fun to be part of. It could be someone who is retiring and finding a new home near their grandchildren. Or it could be those who have saved a lifetime to get the house of their dreams in the area they've planned for. In any case, it means a lot to be able to be part of that.”

#### Life's Foundations

Away from work, Bryan looks forward to time with his wife, Taylor, and their daughter, Harper, who will turn 6 years old on Halloween.

“Taylor works at a salon in Chandler,” Bryan says. “While I was starting my real estate career, she was holding down the fort and taking care of Harper. Her support and encouragement have always been a huge help to me.”

In his free time, Bryan enjoys time spent playing basketball and exercising each day at the gym.

“For an hour and a half, it's my time to really get good energy with a workout and to have my mind in a great place,” he says.

Bryan, Taylor and Harper also enjoy time spent at their community pool and hiking.

Giving back has long been part of Bryan's world, having contributed

significant time to the Hope Group and its efforts to support those with autism.

As Bryan reflects on his relatively young career, he does so with gratitude.

“I've had help along the way that has meant a lot to my development,” he says. “One of those is Michael Kent. I work with Michael at RE/MAX Solutions. He has been a huge help to me. I learn from him on a daily basis. He's a great guy and good friend. He's the one who showed me what I should be doing every day...to treat it like a regular job. When I started doing that, everything just skyrocketed.”

With a dedicated blend of hard work, passion and caring, Bryan Pankau is definitely making his mark as a Rising Star.



Bryan with his wife, Taylor, and their daughter, Harper.



Bryan and Taylor

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# Which celebrity would you want to have dinner with and why?



**KARL TUNBERG,**  
*MIDLAND REAL ESTATE*

Bob Dylan. I would ask about the stories behind his songs/lyrics. Hopefully, he would play some of my favorite songs..."Like a Rolling Stone," "Mr. Tambourine Man," "Tangled Up in Blue," "Knockin' On Heaven's Door" ...there are so many!



**BECKY KOLB,**  
*KELLER WILLIAMS INTEGRITY FIRST*

Marilyn Monroe for me – she was drop-dead gorgeous and had quite a storied life with a number of highly influential people. Would love to get inside her head and know more of her "secrets."



**CHRIS REECE,**  
*UNITED BROKERS GROUP*

Epstein



**RAY MILLIMAN,**  
*EXP REALTY*

Tony Robbins



**CARRIE FAISON,**  
*MY HOME GROUP*

Gary Sinise, I would love to have dinner with this very interesting man, to hear more about all of his accomplishments.



**JOHN GORDON,**  
*COLDWELL BANKER REALTY*

Sam Elliot.



**KELLY OXFORD,**  
*CONWAY REAL ESTATE*

I would love to have dinner with Keith Urban so we could discuss our new charity foundation assisting the homeless in our country and to invite him to play at my 33rd Wedding Anniversary. Should he agree to play, you are all invited!



**TIFFANY MICKOLIO,**  
*MY HOME GROUP*

Elton John, I think he's brilliant and so insanely talented.



**JEN CAKEBREAD**  
*KELLER WILLIAMS SONORAN LIVING*

Toss up for me between Dolly Parton and Howard Stern



**KIMBERLY TOCCO,**  
*KELLER WILLIAMS ARIZONA REALTY*

Johnny Depp because I just want to crush on him for a couple hours, LOL.



**SHAMILE HIRSH,**  
*PROSMART REALTY*

Jesus and Tony Robbins



**LINDA REHWALT,**  
*RE/MAX PROFESSIONALS*

Princess Diana



**CINDI DEWINE,**  
*RUSS LYON SOTHEBY'S INTERNATIONAL REALTY*

Robin Williams



**TIFFANY HERRMANN,**  
*DELEX REALTY*

Oprah! Her wisdom and desire for growth enlightens me.



## book review

By Chris Reece

# Way of a Warrior Kid

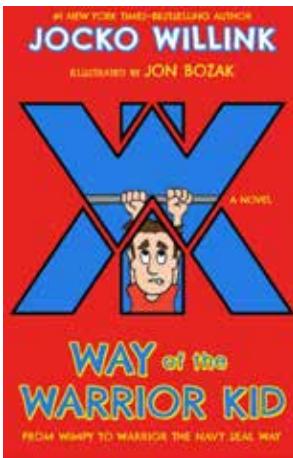
## BY JOCKO WILLINK



Jocko Willink is a former Navy Seal Commander, a speaker, podcaster and author of three leadership books. Lo and behold, he is also an author of a few kids' books! Have you ever read a kids' book authored by a Navy Seal? Yeah, until this one, neither had I! *The Way of the Warrior Kid* is a very quick read loaded with amazing principles all kids will enjoy and an easy-to-follow story of a boy named Marc who is mentored by his Navy Seal Uncle Jake. After finishing this book, I mandated to my family that it is a must-read by all members of the household. My oldest kids have already gone through it and really enjoyed it. I didn't even have to remind them to finish it, they did it on their own. What was Jocko telling them!?

Marc, the main character, starts off the story by letting its readers know it's the last day of school and how he can't wait because of how terrible this school year has been as well as how much he's dreading next year as well. He is a slow runner, he doesn't fully grasp his math homework, he can't do any pull-ups, can't swim and he's getting pushed around by a big kid named Kenny! The only thing Marc seems to be looking forward to is the summer-long visit by his Navy Seal Uncle Jake!

The last day of school comes for Marc and is even worse than he expects it to be and comes home in tears. He's able to hold in the emotions momentarily while they go get Jake from the airport. After small talk at dinner and catching up it was time to go to bed. Jake asks Marc what his plans are for the next day and Marc comes undone, tears, snot and all about how this year was the worst. Uncle Jake says, "Good." Dumbfounded Marc says, "Good? How the heck is any of that good?" Uncle Jake unloads, "It's good because every one of those problems is something you can change. Every one of them...Look, Marc, when I joined the Navy, I could only do seven pull-ups. Now I can do forty-seven. I wasn't a great swimmer, Now I can swim like a fish. I also didn't do that well in school, but when I got into SEAL Training I learned how to learn and ended up doing great on all academic tests. And finally, when I first got into the SEAL Teams, I knew nothing about



fighting. But now I can handle myself in any situation...I wasn't born like this! I had to work for it. I had to learn it. I had to earn it. And what I am telling you is that instead of being a wimpy kid, you can be a warrior kid."

That night Marc liked the sound of becoming a warrior kid and was able to ease his nerves and fall asleep. With more questions the next morning Marc asks Uncle Jake to explain what a warrior kid is.

**Marc:** "A warrior is someone who fights in wars, right?"

**Jake:** "That's part of it but what else?"  
Marc didn't know.

**Jake:** "There is a lot more to being a warrior than just being in a war. Warriors are people that stand up for themselves. They face challenges. Warriors work hard to achieve goals. They have the discipline to overcome their weaknesses. Warriors are people that constantly try to test and improve themselves. And yes, war is the ultimate test, but not all warriors go to war."

**Marc:** "But how can a kid become a warrior?"

**Jake:** "By doing all of the things I just said. A normal kid doesn't push himself - a warrior kid does. A normal kid doesn't work constantly to improve himself - a warrior kid does. I look at all the problems you cried to me about yesterday. A warrior kid wouldn't cry about those problems. A warrior kid would do something about those problems. He would do whatever it takes. Every problem you have can be overcome. EVERY ONE OF THEM. You can't do pull-ups? You work out and get stronger until you can. You don't know your times tables? You study and train your mind until you know them cold. You can't swim? You learn how. You get picked on? You learn to fight."

Marc was fired up about everything Jake said. Marc asks his Uncle if he will train him and help him become a warrior kid. Then Uncle Jake says one of the most powerful things in this book. "Then uncle Jake got really serious. Anything resembling a smile left his face. He looked me straight in the eyes and said, 'But let me tell you something. This will not be easy. This will be harder than anything

you've ever done before. I will help you. But you are the one that has to do the work. You have to want the change. That has to come from you. Do you want to do this? I need a commitment because I don't want to waste my time on you. Do you promise?" Uncle Jake held out his hand to shake."

Marc is in between 5th and 6th grade. My son was the same this summer. Who hasn't heard or even said something similar to the complaining like Marc's this year?! GUILTY, party of one, right here. As I read Marc's words I heard my own voice: I can't lose this much weight because the gyms are closed and I can't work out because it's hot. I'm not going to reach my goal this quarter because everything is shut down and people are scared. Shall I keep going because there are more?

As I read this children's book, as Uncle Jake spoke, I heard my internal Uncle Jake call me out just like he called out Marc.

It went something like this: Chris, a Warrior REALTOR® doesn't just start work when his phone starts ringing. He gets up early and works outside when it's hot. You know why?! Because if he can work out when it's hot he can work out anywhere anytime. Maybe he'll even learn to like it and cancel his gym memberships, save money and rely more on himself than others. Then once a Warrior REALTOR® has worked out his body early he can reach

out to his clients and friends and be a person of value instead of scrolling social media, news or binge-watching *Bosch*!

Chris, now more than ever, your friends need a positive warrior in their life. Negativity has infected the world around us and it is up to you to fight it. Sometimes day by day, sometimes hour by hour. People are stressed and angry right now and that is going to come out in areas it hasn't before. Are you going to give in to that or are you going to take a stand against it? A Warrior REALTOR® gets ahead of that. And if you're going to become one I will need a commitment, it will NOT BE EASY. I don't want to waste time on you. Do. You. Promise?

Kids' book. Okay.

I love when books kick my ass. I needed it. Have I been perfect? Not at all. Even going back for the notes on this review I'm reminded of the commitment I've made to myself, to my family. I don't want to be a wimpy REALTOR®, or a wimpy dad, wimpy husband or friend. What I shared above is within the first 35 pages of the book. The remainder of the story has ups and downs for Marc and he triumphs. The story will only cost you a couple bucks on Amazon and only a few hours to read. But the seeds that it plants might change you forever. I highly recommend *The Way Of The Warrior Kid*.

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## ► weserv president's perspective

By Dena Greenawalt –  
2020 WeSERV President

# Giving Back

One of the signs of a great and successful organization is how it gives back to the communities it serves—what is their philanthropic philosophy? At WeSERV, to give back is one of our primary values and pillars. Our members, board of trustees and staff are very focused on giving back to our members and the communities in which we live and work. WeSERV gives back both in volunteer time as well as monetarily. This is personal to me as a member, REALTOR® and your 2020 president. My belief is that we can all give back in some way to our fellow REALTOR® or affiliate, our neighbors, families and friends. It can be as small as calling someone who lives by themselves to say hello and check in, or writing a note to a military service member who is deployed to tell them we appreciate all they do to keep us free and safe.

Our Member Engagement & Community Outreach committees focus on projects that touch both our members as well as the public. Below are just a few ways WeSERV members give back to the communities in which we live, work, and serve.

- **Donate lockboxes** – To police/first responders for the elderly or those that are homebound, allowing help to reach them more easily in an emergency.
- **West Valley Car Show** – Great cars, fun and prizes with proceeds benefiting 3-5 different veteran organizations.
- **Festival of Trees** – Giving trees and all the decorations to families in need who would not otherwise have one. One of the chapters also partners an organization called Trees for Christmas.
- **Angel Tags** – Various chapters and brokerage offices have an Angel Tree within their offices.
- **Coats for Kids** – Providing coats to children who need them.

- **Fighting Hunger** – This year we launched a campaign to raise money for the AZ Food Bank Network. We raised over \$15,490 for Arizona families and won the Arizona REALTORS® Community Outreach award-giving us an additional \$2000 grant to give to this great organization.
- **Letters for Lollipops** – Writing letters (done by our members and their families) to senior citizens.
- **Leadership Class project** – Each leadership class does a project which benefits the community. Some examples are a community garden, blood drive, supporting a local animal shelter, gathering supplies for veterans.
- **Utilize NAR grants** – To improve/transform an area within a community to be more useful to its citizens. Twice, the grant has been used to provide a reading and quiet area for students at a Title 1 school.
- **WeCARE Fund** – This fund was established to help our members going through a catastrophic time in their lives. Our members contribute their funds to help others.

WeSERV members donate time, energy and help raise funds to help our neighbors and communities. I am proud to be a part of a great organization that cares and gives back. If you are interested in learning more about how you can get involved, please reach out to me or the staff at WeSERV.

Dena Greenawalt – your 2020 WeSERV president –  
DenaG@DMGAzHomes.com

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## ► weserv monthly update

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

# WeSERV

## Focuses on Community Support Efforts

To say this year has been one for the ages is an understatement. The West and SouthEast REALTORS® of the Valley adapted to the “new normal” by finding alternative measures to service not only our members but our surrounding communities. It has been the focal point and goal of our leadership to provide additional support to those in need. Especially, during these unprecedented times.



With the holiday season quickly approaching, WeSERV's Member Engagement Committee is in full swing with its Festival of Trees charity drive. For more than five years, our wonderful volunteers at our Association have made it their mission to spread holiday cheer. Members of the Association and the public donate pre-lit trees to this noble cause, and our Member Engagement Committee bands together to gift them to families who are in need. This year, WeSERV has partnered with the Boys and Girls Club to broaden our service horizon. The partnership expands our community service efforts to 25 Boys and Girls Club locations. Additionally, our Pinal Chapter is partnering with the Salvation Army for their Angel Tree. The charity drive provides holiday presents to children in Pinal County. The Festival of Trees and Angel Tree are near and dear to many in our Association. It is an opportunity to demonstrate love and support to those who need it the most.

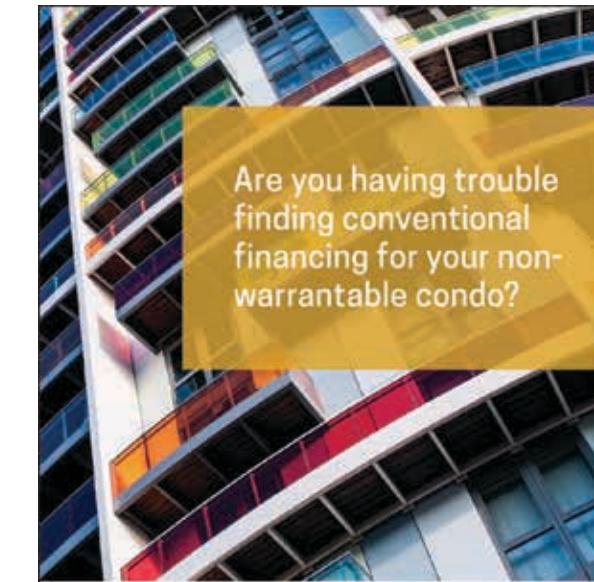
The Pinal County Chapter is continuing its tradition of hosting the REALTOR® Memorial Run this year. The '80s theme is a virtual 5k challenge benefiting Alliance Cancer Care of Casa Grande. We expect 50 to 250 participants to register for this event. The run will be open from November 1-15. Once the participant has completed the challenge, they will submit a photo with their time.

Lastly, WeSERV advocates each of our members to participate in NAR's 2020 REALTORS® Conference & Expo. The theme of this year is to Restore, Revive, and Reenergize. It is a fitting focus for our REALTORS®. To ensure that they garner additional tools and resources for the betterment of their business and profession.

# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 08/31/2020	Total Unit Sales 01/01/2020 - 08/31/2020	#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 08/31/2020	Total Unit Sales 01/01/2020 - 08/31/2020			
1	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices	72,279,787	177	35	Blake Clark	HomeSmart Lifestyles	20,397,625	55			
2	Kenny Klaus	Keller Williams Integrity First Realty	61,493,214	180	36	Darwin Wall	Realty One Group	20,218,900	41			
3	Beth M Rider	Keller Williams Arizona Realty	51,399,350	144	37	Mike Schude	Keller Williams Integrity First Realty	19,132,588	52			
4	Mary Jo Santistevan	Berkshire Hathaway HomeServices	48,644,716	122	38	Shawn Rogers	West USA Realty	19,043,700	52			
5	Denver Lane	Balboa Realty	48,186,092	126	39	Kathy Camamo	Amazing AZ Homes	18,976,104	50			
6	Mindy Jones Nevarez	Keller Williams Integrity First Realty	43,433,173	112	40	Rob Hale	Elite Realty	18,643,555	59			
7	Carol A. Royse	Keller Williams Realty East Valley	42,260,421	106	41	Diane Bearse	Realty Executives	18,529,500	38			
8	Heather Openshaw	Keller Williams Integrity First Realty	42,161,704	107	42	Douglas Hopkins	Realty Executives	18,510,110	55			
9	Karl Tunberg	Midland Real Estate Alliance	41,482,952	95	43	David Arustamian	Russ Lyon Sotheby's International Realty	18,502,300	35			
10	Rick Metcalfe	Canam Realty Group	40,874,315	141	44	Eric Brossart	Keller Williams Realty Phoenix	18,492,700	41			
11	Tiffany Carlson-Richison	Realty One Group	39,750,981	79	45	Beverly Berrett	Berkshire Hathaway HomeServices	18,295,008	40			
12	Janine M. Igliane	Keller Williams Realty East Valley	37,384,124	87	46	Renee Merritt	Keller Williams Arizona Realty	18,248,867	33			
13	Shanna Day	Keller Williams Realty East Valley	35,220,076	58	47	Michaelann Haffner	Michaelann Homes	18,027,200	50			
14	Jody Sayler	Just Selling AZ	32,580,600	75	48	Robert S Thompson	William Lyon Homes	17,586,633	42			
15	Jason Mitchell	Jason Mitchell Real Estate	32,064,755	101	49	Kyle J. N. Bates	My Home Group	17,173,450	53			
16	Joanne Hall	Lennar Sales	31,580,610	93	50	LaLena Christopherson	West USA Realty	17,156,800	26			
17	Shannon Gillette	Launch Real Estate	29,350,207	54	<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.							
18	Ben Leeson	Arizona Experience Realty	28,800,214	65								
19	Charlotte Young	Keller Williams Realty Sonoran Living	28,639,100	72								
20	Frank Gerola	Venture REI	27,698,750	60								
21	Lacey Washburn Lehman	Realty One Group	26,250,565	76								
22	Rachael L Richards	Rachael Richards Realty	26,180,755	72								
23	Brian J Cunningham	List 3K	25,733,894	64								
24	Jason Crittenden	Realty One Group	25,376,336	71								
25	Rodney Wood	Realty One Group	23,948,034	56								
26	Damian Godoy	Argo Real Estate	23,238,826	66								
27	Randy Courtney	Weichert Realtors	23,136,100	46								
28	Sixto Aspeitia	Realty One Group	23,008,500	72								
29	Robin R. Rotella	Keller Williams Integrity First Realty	22,141,299	57								
30	Shawn Camacho	United Brokers Group	21,947,548	54								
31	Bob & Sandy Thompson	West USA Realty	21,940,400	56								
32	David Morgan	HomeSmart Success	20,943,349	80								
33	Dean Thornton	Redfin	20,722,950	50								
34	Justin Cook	RE/MAX Solutions	20,515,095	49								



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51	Henry Wang	eXp Realty	17,039,295	42	85	Stacia Ehlen	RE/MAX Alliance Group	13,531,600	31			
52	Daryl R Snow	Homie	16,915,198	43	86	Robyn Brown	Argo Real Estate	13,494,600	30			
53	Carey Kolb	Keller Williams Integrity First Realty	16,794,600	42	87	Nicholas R Kirby	Keller Williams Realty Phoenix	13,210,000	33			
54	Gordon Hageman	My Home Group	16,583,510	38	88	Kirk Erickson	Schreiner Realty	13,200,890	37			
55	Shivani A Dallas	Keller Williams Integrity First Realty	16,450,173	41	89	Jared A English	Congress Realty	13,196,230	32			
56	Jason LaFlesch	Results Realty	16,329,505	37	90	Lorraine Ryall	KOR Properties	13,053,500	29			
57	Russell Mills	Close Pros	16,280,940	42	91	Jennifer Dyer-Jenkins	Homie	12,973,899	33			
58	Jennifer Felker	Infinity & Associates RE	16,241,990	24	92	Bill Olmstead	Keller Williams Realty East Valley	12,898,100	33			
59	Alisha B Anderson	West USA Realty	16,099,585	41	93	Ben Swanson	Keller Williams Integrity First Realty	12,882,260	41			
60	Phillip Shaver	eXp Realty	15,997,900	46	94	Timothy Ehlen	RE/MAX Alliance Group	12,855,101	28			
61	Danny Perkinson	Perkinson Properties	15,943,870	29	95	Michael J. D'Elena	North & Co	12,807,001	38			
62	W. Russell Shaw	Realty One Group	15,729,140	52	96	Rebekah Liperote	Redfin	12,801,350	32			
63	John & Natascha Karadsheh	KOR Properties	15,610,500	27	97	James Bill Watson	Keller Williams Realty Sonoran Living	12,791,701	27			
64	Amy Laidlaw	Realty Executives	15,514,110	42	98	Gina Donnelly	ProSmart	12,613,900	28			
65	Brett Tanner	Keller Williams Realty Phoenix	15,430,000	49	99	Jerry Thomas Beavers	Realty One Group	12,601,899	34			
66	Gus Palmisano	Keller Williams Integrity First Realty	15,367,666	46	100	Scott R Dempsey	Redfin	12,583,510	31			
67	Lauren Rosin	West USA Realty	15,314,935	42	<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.							
68	Kelly Khalil	Redfin	14,953,820	38	<b>HOMETEAM INSPECTION SERVICE.</b>							
69	Kristy Martinez	TCT West Property Management	14,794,600	43	<b>IT'S THE QUICKEST WAY</b>							
70	John Gluch	Platinum Living Realty	14,615,488	39	<b>TO GAIN A CLIENT FOR LIFE.</b>							
71	Benjamin Arredondo	My Home Group	14,565,800	43	Your clients loved this house the moment they saw it. And you wanted them to get it. But you also knew this was about more than one house. It was about building trust that would live beyond this transaction. Trust that would make you the real estate agent they always turn to. So you turned to us, and we went to work. A team of professionals quickly completed the inspection and provided a thorough, thoughtful, and accurate report. Which gave you and your clients what you needed to move forward. With this house. And the next one. And the one after that.							
72	Grady A Rohn	Keller Williams Realty Sonoran Living	14,549,672	31	(480) 702-2900							
73	Carole Hewitt	Homie	14,407,700	37	<a href="http://hometeam.com/east-valley">hometeam.com/east-valley</a>							
74	Jonas Funston	Venture REI	14,406,150	38								
75	Jamie K Bowcut	Hague Partners	14,399,800	42	Each office is independently owned and operated.							
76	Cathy Carter	RE/MAX Alliance Group	14,263,920	22	©2020 The HomeTeam Inspection Service, Inc. All rights reserved.							
77	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	14,238,796	33								
78	Johnny Nicholson	Redfin	14,047,795	38								
79	Richard Johnson	Coldwell Banker	14,044,200	34								
80	Mark Captain	Keller Williams Realty Sonoran Living	13,875,749	38								
81	Gina McMullen	Redfin	13,762,515	41								
82	Tyler Blair	My Home Group	13,753,799	41								
83	Julia Spector-Gessner	My Home Group	13,684,839	31								
84	Jason Vaught	Realty Executives	13,574,300	37								

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101	Jason L Penrose	RE/MAX Excalibur	12,553,400	36	119	Jody Poling	DPR Commercial	11,468,389	17
102	Bonny L. Holland	Keller Williams Realty Sonoran Living	12,456,145	20	120	Benjamin Graham	Infinity & Associates RE	11,461,262	27
103	Nate Hunsaker	West USA Realty	12,418,675	21	121	Scott Cook	RE/MAX Solutions	11,317,000	29
104	Heather M Corley	Redfin	12,376,989	32	122	Mike Mendoza	Keller Williams Realty Sonoran Living	11,304,200	26
105	Pamm Seago-Peterlin	Century 21	12,227,899	31	123	Cheryl Kypreos	HomeSmart	11,302,900	45
106	Andrew Cooper	Gentry Real Estate	12,182,000	29	124	Marci Burgoyne	Crown Key Real Estate	11,189,900	29
107	John A Sposato	Keller William Realty Sonoran Living	12,166,400	27	125	Tiffany Mickolio	My Home Group	11,156,244	33
108	Bruno Arapovic	HomeSmart	12,098,000	47	126	William Ryan	Infinity & Associates RE	11,147,110	23
109	Cindy Flowers	Keller William Intgerity First Realty	12,019,675	37	127	Thomas A Mastromatto	Mountain Lake Realty	11,143,950	50
110	Bret Johnson	Realty Executives	11,967,075	32	128	Angela Tauscher	West USA Realty	11,143,500	29
111	Timothy J Cusick	Homelogic	11,914,539	28	129	Erika Uram	Keller Williams Realty Sonoran Living	11,072,006	25
112	Daniel J. Porter	RE/MAX Solutions	11,911,588	25	130	Leila A. Woodard	My Home Group	11,070,700	32
113	Jennifer Wehner	eXp Realty	11,907,342	31	131	Tina M. Sloat	Tina Marie Realty	11,068,200	32
114	Katrina L McCarthy	Realty One Group	11,877,967	23	132	Thomas Popa	Thomas Popa & Associates	11,064,000	18
115	Tara Hayden	Redfin	11,863,900	27	133	Daniel Callahan	RE/MAX Classic	11,039,815	37
116	Bryce A. Henderson	Four Peaks Brokerage Company	11,698,400	32	134	Stephanie Sandoval	HomeSmart Lifestyles	10,964,895	28
117	Jera M Banks	HomeSmart	11,665,300	30	135	Suzanne M Rabold	West USA Realty	10,935,000	3
118	Jeremy Fuhst	Keller Williams Integrity First Realty	11,515,858	36	136	Scott Morgan	eXp Realty	10,902,221	28

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151	Kirk A DeSpain	Call Realty	10,121,200	25	185	William G Barker	Farnsworth Realty & Management	9,336,200	30				
152	Heather Rodriguez	Coldwell Banker	10,114,150	21	186	Mark Newman	Newman Realty	9,332,900	24				
153	Stephanie Cook	Haven Realty	10,105,356	17	187	Jill Vicchy Heimpel	RE/MAX Classic	9,288,050	31				
154	Pat A. Lairson	The Maricopa Real Estate Company	10,074,300	35	188	Dean Selvey	RE/MAX Excalibur	9,271,646	28				
155	Frank Merlo	Berkshire Hathaway HomeServices	10,057,950	22	189	Chris Lundberg	Redeemed Real Estate	9,250,225	25				
156	Rachel Krill	eXp Realty	10,014,904	23	190	Cynthia Worley	Keller Williams Realty East Valley	9,209,500	19				
157	Michael J Shimono	eXp Realty	9,993,511	28	191	Adam Prather	Russ Lyon Sotheby's International Realty	9,168,400	24				
158	Nicole Stevens	West USA Realty	9,969,317	23	192	Kiran Vedantam	Kirans & Associates Realty	9,076,900	17				
159	Adam B Coe	Delex Realty	9,949,990	27	193	Barbara Schultz	Coldwell Banker	9,059,677	28				
160	Danielle Bronson	Redfin	9,926,080	27	194	Kathleen M Lanci	Toll Brothers Real Estate	9,033,915	21				
161	Matthew G Murray	Realty One Group	9,864,990	27	195	Beth Rebenstorf	Realty One Group	9,013,800	22				
162	Darlin L Gutteridge	RE/MAX Fine Properties	9,848,149	24	196	Steve Hueter	eXp Realty	8,969,095	27				
163	Mo Yaw	Realty Executives	9,812,774	24	197	Peter Kamboukos	eXp Realty	8,968,380	30				
164	Carin S Nguyen	Keller Williams Realty Phoenix	9,743,400	26	198	Jeffrey M Sibbach	eXp Realty	8,958,390	22				
165	Robin M. Drew	Southwest Mountain Realty LLC	9,736,595	31	199	Becky Engstrom	Coldwell Banker	8,951,577	21				
166	Becky Bell	Keller Williams Integrity First Realty	9,733,981	25	200	Jaime L Blikre	My Home Group	8,945,900	29				
167	Andrew Watts	Coldwell Banker	9,718,540	20	<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.								
168	Vincent Fumusa	HomeSmart	9,673,525	24	<b>CHOICE</b>								
169	Lisa Miguel	West USA Realty	9,623,515	18									
170	Kristy N Dewitz	Hague Partners	9,606,750	25	<b>Home Warranty</b>								
171	Michael Barron	Infinity & Associates RE	9,585,400	21									
172	Frederick P Weaver IV	eXp Realty	9,575,511	27	<b>SHARP CHEN</b>								
173	Lauren Sato	West USA Realty	9,532,400	27	Senior Account Executive								
174	Roger Marble	Marble Real Estate	9,516,238	18	<b>Email:</b> sharp@chwpro.com								
175	Angela Larson	Keller Williams Realty Phoenix	9,502,300	43	<b>Cell:</b> (949) 426-5450								
176	Benjamin Eberhard	HomeSmart Lifestyles	9,491,500	25	<b>Realtor Portal:</b> <a href="http://www.CHWPro.com">www.CHWPro.com</a>								
177	Stacie C Whitfield	Flat List RE	9,465,403	24	<b>Real Estate Customer Service</b>								
178	Terra A. McCormick	HomeSmart	9,457,275	30	<b>(888) 275-2989</b>								
179	April McNeil	United Brokers Group	9,423,980	22									
180	David Courtright	Coldwell Banker	9,419,400	24	<b>1 MONTH FREE*</b>								
181	Marie Nowicki	West USA Realty	9,413,400	22	<b>PLUS \$100 OFF</b>								
182	Kristie Falb	HomeSmart	9,409,500	30	<b>all Multi-Year Plans!*</b>								
183	Jaime R Robinson	DPH Realty	9,385,086	28	<small>*Available for a limited time.</small>								
184	Robert Reece	United Brokers Group	9,380,500	27	<b>#MAKETHESHARPCHOICE</b>								

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201	Beth S. March	Woodside Home Sales AZ	8,872,324	21
202	Elizabeth A Stern	Springs Realty	8,869,628	28
203	William Carter	Keller Williams Realty Phoenix	8,820,500	27
204	Aimee N. Lunt	RE/MAX Solutions	8,816,000	15
205	Ivy Coppo	Realty Executives	8,777,106	11
206	Richard Collins	Keller Williams Integrity First Realty	8,775,103	25
207	Rachele M. Oram	HomeSmart Lifestyles	8,760,300	18
208	Thomas L Wiederstein	Redfin	8,729,899	21
209	Cara Wright	Superlative Realty	8,729,500	12
210	Tara R Keator	Keller Williams Integrity First Realty	8,713,500	24
211	Kevin Barry	Keller Williams Integrity First Realty	8,669,400	31
212	Dawn Matesi	United Brokers Group	8,636,500	20
213	David Newman	Hague Partners	8,632,000	18
214	Devin Guerrero	Realty One Group	8,611,390	18
215	Michelle Mazzola	Berkshire Hathaway HomeServices	8,574,150	23
216	Harlan A Stork	Realty Executives	8,562,250	19
217	Elizabeth Rolfe	HomeSmart	8,531,400	22
218	Heather Werner	Ravenswood Realty	8,528,371	24
219	Cristen Corupe	Keller Williams Realty Phoenix	8,482,500	20
220	Michael McCabe	My Home Group	8,467,800	27
221	Trevor Bradley	My Home Group	8,467,340	26
222	Andrea Deely	Redfin	8,425,165	22
223	Ashley McKee	Realty Executives	8,393,200	26
224	Krysten Jones	Homie	8,340,850	22
225	Harold G Beebe	Fulton Home Sales Corporation	8,285,438	21
226	Ronald Bussing	Realty One Group	8,281,500	24
227	Brian Kingdeski	Gentry Real Estate	8,245,200	29
228	David C. Rose	Infinity & Associates RE	8,244,300	13
229	Jason G. Williams	HomeSmart	8,241,963	22
230	Lisa M. Blanzy	Blanzy Realty	8,234,426	19
231	Lindsay M Bingham	My Home Group	8,174,176	21
232	Kerry Garcia	HomeSmart	8,164,800	20
233	Danielle M. Nichols	The Maricopa Real Estate Company	8,148,592	28
234	Steve Helmstadter	Helmstad Realty	8,142,450	19

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 08/31/2020	Total Unit Sales 01/01/2020 - 08/31/2020
235	Carol Gruber	eXp Realty	8,135,800	27
236	Maureen Waters	RE/MAX Foothills	8,114,615	18
237	Kimberly Sue Bloomquist-Ehlbeck	Keller Williams Integrity First Realty	8,089,000	17
238	Alondra Churcher	Conway Real Estate	8,086,216	24
239	Joshua Asanovich	Keller Williams Realty Phoenix	8,078,000	23
240	Matthew Kochis	Keller Williams Realty East Valley	8,052,800	20
241	Tammy L Chapman	Visionary Properties	8,051,200	20
242	Melanie Nemetz	Keller Williams Integrity First Realty	8,047,150	21
243	Michael Hargarten	Highgarden Real Estate	8,035,474	20
244	Travis M Flores	Keller Williams Integrity First Realty	8,023,135	26
245	Daniel Moon	United Brokers Group	8,018,400	20
246	Karen C. Jordan	Thomas Popa & Associates	7,986,000	13
247	Becky Kolb	Keller William Intgerity First Realty	7,960,000	18
248	Gina McKinley	RE/MAX Fine Properties	7,951,500	22
249	Matthew S. Potter	Stunning Homes Realty	7,924,800	24
250	Katie Lambert	eXp Realty	7,923,300	25

**Disclaimer:** Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.

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

#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 08/31/2020	Total Unit Sales 01/01/2020 - 08/31/2020	#	Full Name	Office Name	Total Volume Sales 01/01/2020 - 08/31/2020	Total Unit Sales 01/01/2020 - 08/31/2020
251	Jill McFadden	Delex Realty	7,911,550	16	269	Michele Keith	HomeSmart	7,592,185	15
252	Michael W Cunningham	West USA Realty	7,892,973	15	270	Jerry A Oliver	Atlas Realty	7,580,390	15
253	Christopher S. Tiller	Russ Lyon Sotheby's International Realty	7,884,830	17	271	Beth Butner	Berkshire Hathaway HomeServices	7,560,402	13
254	Stephanie Wyatt	Coldwell Banker	7,850,299	17	272	Kelly Jean Oxford	Conway Real Estate	7,539,240	19
255	Amanda Pinkerton	Realty One Group	7,822,900	18	273	DeAndre K. Harvey	Hague Partners	7,519,852	21
256	Heather Taylor	ProSmart Realty	7,817,795	15	274	Andrea Feyen	Berkshire Hathaway HomeServices	7,515,633	20
257	Mondai Adair	Keller Willias Sonoran Living	7,759,549	22	275	Geoffrey Adams	Realty One Group	7,513,900	24
258	Nick Bastian	Realty Executives	7,758,000	22	276	David Hans Kupfer	Keller Williams Realty Sonoran Living	7,501,680	17
259	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	7,754,090	16	277	Allen R Willis	Ensign Properties Corp	7,472,890	21
260	Andrew R Bloom	Keller Williams Arizona Realty	7,737,400	12	278	Kim Panozzo	HomeSmart	7,472,474	17
261	Jason Dawson	North & Co	7,736,000	18	279	Debi Gotlieb	Key Results Realty	7,459,488	19
262	Troy Holland	HomeSmart	7,728,150	21	280	Katherine Katz	United Brokers Group	7,451,800	15
263	George Socrates Trezos	The Maricopa Real Estate Company	7,720,400	25	281	Steven Bernasconi	Keller Williams Integrity First Realty	7,441,800	21
264	Caryn L Kimmers	Bold Realty	7,701,800	23	282	Michael Mazzucco	My Home Group	7,440,000	19
265	Gigi Roberts-Roach	Coldwell Banker	7,674,900	19	283	Randy Duncan	Realty Executives	7,422,700	21
266	Lindsay Barnes	Realty Executives	7,645,800	17	284	Kaushik Sirkar	Call Realty	7,416,650	19
267	Tyler D Whitmore	O48 Realty	7,643,955	20	285	Jill Ostendorp	West USA Realty	7,404,500	16
268	Nathan D Knight	ProSmart Realty	7,628,910	23	286	Caleb Williams	My Home Group	7,400,900	18
<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
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