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## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Jenni Vega**  
*Owner*



**Michele Jerrell**  
*Operations Manager*



**Sarah Wind**  
*Writer*



**Dave Danielson**  
*Writer*



**Joshua Lee Henry**  
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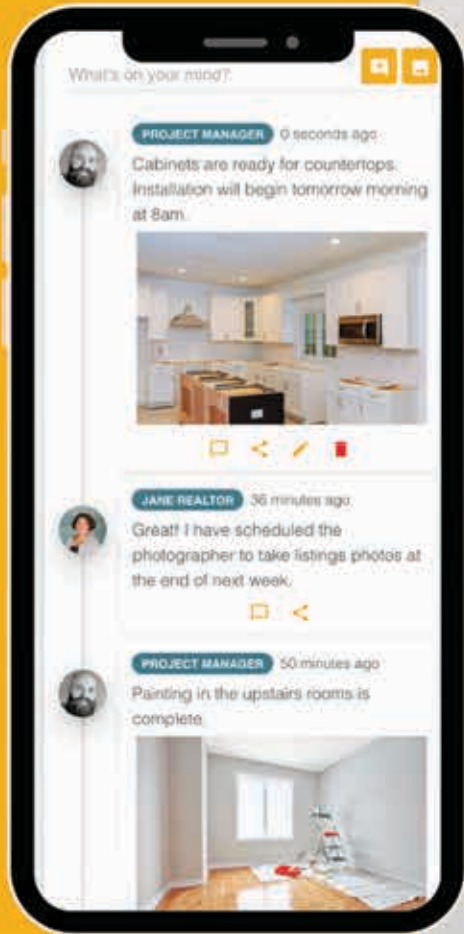
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# Golden Nuggets



**Rodney & Lauren Wood,**  
*Wood Real Estate Team -  
Realty One Group*

"People first." This reminds us that our business truly isn't about housing or contracts, it's about helping others, having a kind and giving heart and genuinely liking others.



**Chad Olsen,**  
*Camelback Moving*

"Success occurs when opportunity meets preparation"  
—Zig Ziglar



**Tiffany Carlson-Richison,**  
*Realty One Group*

"The power of imagination makes us infinite."  
—John Muir



**Nick Kibby,**  
*Keller Williams*

"Price is what you pay. Value is what you get."  
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# CAMELBACK MOVING

# VIP REALTOR® PROGRAM



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While Camelback Moving gets your clients' treasures from point to point, that's just the start. In the process, they carry on with care and real value.

A prime example is the Camelback Moving VIP REALTOR® Program.

### Standout Service

Chad Olsen is President of Camelback Moving. The pride he expresses in his team and the difference they make is easy to see.

"There are a few things that I think differentiate us from the rest of the moving industry. One is our transparency, with all of our rates and contracts





Joseph Marine and Maggie Gautier

published online. Another is our size and flexibility. We have about 100 employees, along with a large fleet size and substantial storage capacity,” Chad says. “We also carry out a strong commitment to quality, following up with a quality control call within a couple days of each move to make sure clients are happy. Plus, we’re proud to offer our VIP REALTOR® Program.”

As he says, the program started two years ago.

“It’s a FREE, no-obligation program to recognize those who have played an important role in our success by providing a range of benefits to our partners in real estate,” Chad explains. “Two of our strategic partners who have been instrumental in spreading the word are Maggie Gautier and Joseph Marine with West USA Realty. In turn, we have brought the benefits of this program to more than 1,200 Arizona REALTORS®.”

**A Win-Win Reality**

As Maggie explains, the VIP REALTOR® Program drives home several key benefits to create a win-win.

“When a client chooses Camelback Moving, they get a rate lower than the website pricing and their move is earmarked for our best movers,” Maggie explains. “Throughout the year they also can take advantage of



giveaways and promotions for free moving services.”

“Most importantly, If there’s a logistics issue that comes up during the move, Camelback Moving provides three days and two nights of free Storage In Transit (SIT). This benefit allows the client’s goods to remain secured on the truck preventing the time consuming and expensive process of putting their goods in storage,” Maggie points out. “While Camelback Moving does offer traditional climate controlled storage as well, the short term Storage in Transit service reduces handling and is a service only a few movers in the valley can offer. All of this can add up to make a huge difference — saving clients thousands of dollars and reduced stress.”

When you sign up for the VIP REALTOR® Program, your clients get real savings.

**Building on the Best**

The program is a natural extension of the service excellence Camelback Moving brings to market.

“When Realtor’s refer to Camelback Moving, they are getting a truly vetted resource with more than 1,000 online ratings,” Maggie says. “Chad and his team call clients after every move to make sure their experience was good. If something happens, the team makes it right. Moving is really

stressful, even under the best of circumstances. People are moving for lots of different reasons.”

Maggie and Joe have been spreading the word about the VIP REALTOR® Program over the past couple years, including sponsoring training meetings and joining area brokerage team meetings so that entire teams can sign up.

**It’s Easy to Sign Up and Free**

The process of enrolling in the VIP REALTOR® Program is easy and most importantly free. “REALTORS® can just go to the website at [www.camelbackmoving.com/VIP](http://www.camelbackmoving.com/VIP) to learn more and sign up,” Maggie says. “We send them a thank you and can also provide them with marketing materials to go into client presentation packets if they want.”

As a REALTOR® herself, Maggie sees the value in the program, and is eager to share it with others.

“My hope is that through word of mouth and the experience the customer has that they will feel good about the move. Camelback Moving and this program will provide them with assurance that, in the midst of what is one of the most complex things people do, that Camelback Moving has their back and we’re on their team.”



Chad Olsen



**What Camelback Moving Clients Say**

“Camelback Moving alleviated the stress and worry of our last move! They were on time and took great care in moving our furniture and possessions. There was also the element of working during the pandemic and extreme heat of an Arizona summer. The movers navigated through the heat while wearing their masks, which is not an easy task. I will definitely recommend them to my clients.”

- Julie Ansell - VIP REALTOR®

“After winning the \$1,000 Grand Prize drawing, Camelback Moving made my move so easy! I was in a jam and had to move ASAP, and Camelback Moving got me scheduled in less than 24 hours. They were on time and all three guys were ready to work with positive attitudes, even though my move wasn’t easy (lots of heavy furniture). The guys handled everything with care and packed my storage unit perfectly. I’m part of their VIP program as a HomeSmart REALTOR®, and get discounted pricing for all my clients!”

- John Vietze, HomeSmart Realtor

With 16 years in the business and more than 60,000 moves, including 6,000 local moves each year, you’ll see why Camelback Moving is Arizona’s leading mover.

For More Information about Camelback Moving and The VIP REALTOR® Program, visit [www.camelbackmoving.com/VIP](http://www.camelbackmoving.com/VIP) Phone: (602) 564-6683



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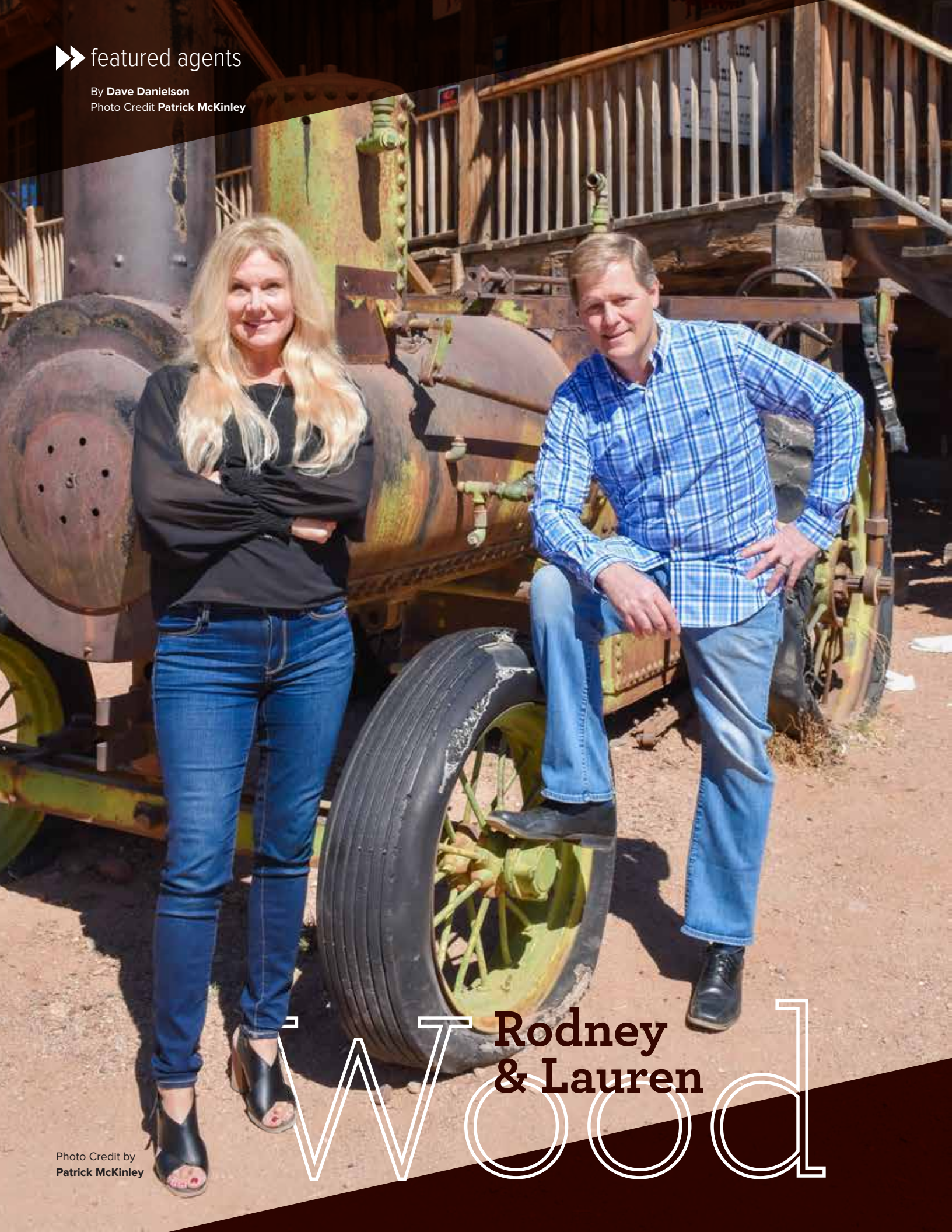


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# W Rodney & Lauren Wood

## For All the Right Reasons

***You can tell when you work with someone whose heart is in the right place. You count on their expertise. You trust their advice.***

That's the feeling area residents get when they work with Rodney and Lauren Wood.

Lauren serves as a REALTOR®, and Rodney is a REALTOR® as well as the Team Lead of the Wood Real Estate Team with Realty ONE Group. Together, they take an all-in approach with clients — and they do it for all the right reasons.

“When people trust what we’re doing for them and they see we’ve got their best interests at heart, that’s what we set out to achieve,” Rodney says. “We always want them to know that we really have their best interests in mind at all times. And what has been really gratifying to us is when people talk with us after the deal is done and they say, ‘This is an example of how this should be done.’”

### **Finding Their Calling**

Rodney was the first to enter the real estate business 21 years ago.

“Before getting into the business, I had been a musician and a high school teacher for 12 years,” Rodney remembers. “During that time, I went through the process of buying my first house and following the process. Plus, I had a background in construction, so I thought it might be a good thing to try. One summer, I got my license, it was a good fit and I’ve been in real estate ever since.”

Rodney and Lauren got married nine years ago. Three years ago, Lauren joined him in the business.

“

*When people trust what we’re doing for them and they see we’ve got their best interests at heart, that’s what we set out to achieve.*

“At first when I got into the business, I came on board in mainly a support role to begin with,” Lauren remembers. “Through time, my role evolved into sales, as well.”

### **Sharing the Same Path**

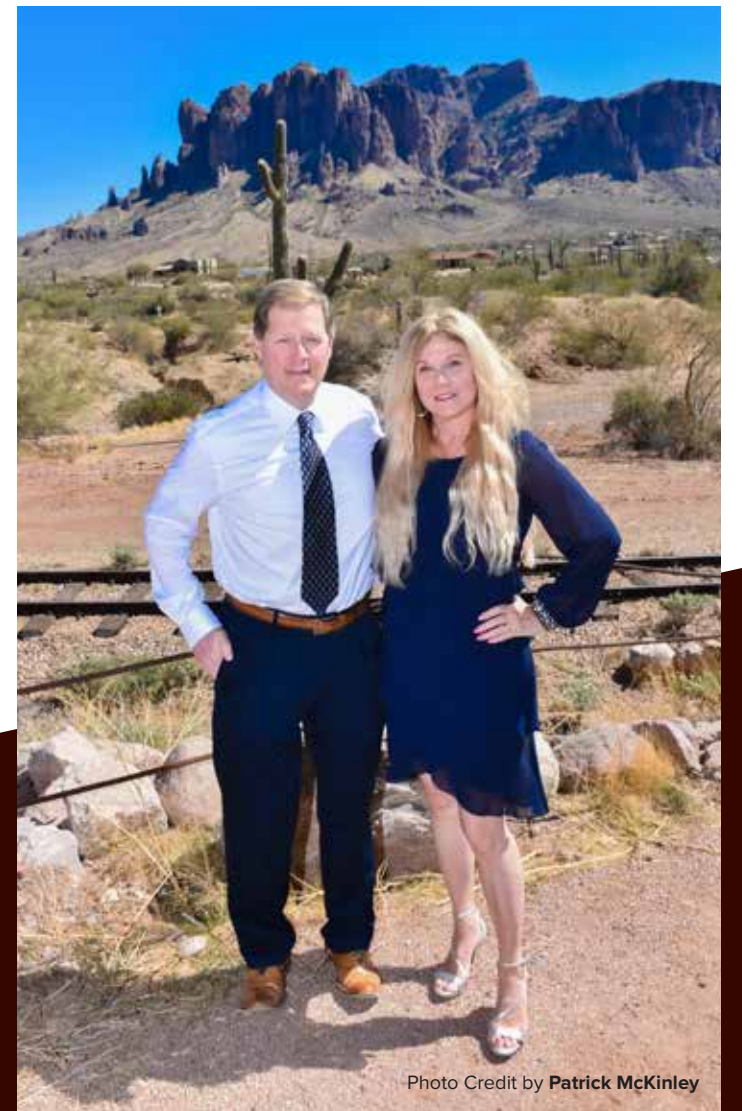
The two each bring their own unique set of skills to the equation.

As Lauren says, “Rodney and I both have totally different niches that we focus on. In general, I handle the people and marketing side of the business, and he works with negotiations and contracts.”

The process of sharing the same path in life and business has been a successful one for Rodney and Lauren.

“We’re both workaholics and both like to do what’s right for clients,” Lauren explains. “It seems like we are always on the same page.”

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“I think another shared quality that Lauren and I have is the fact that we are both very driven in what we do,” Rodney adds. “That’s an important factor in this business that has also made it work so well for us.”

#### Signs of Success

The results that Rodney and Lauren reach for their clients have added up in undeniable ways.

One sign of their success is their Top Producer status within their Realty ONE Group Branch, and recently learned they were awarded a spot among the top 1 percent in the nation. As a team, they recorded an astonishing \$70 million in sales volume in 2020, including more than \$45 million from Rodney.

Beyond the numbers, the rewards that Rodney and Lauren get from their work run very deep.

“One of the most satisfying things about what we do is working with people ... meeting new clients and establishing new bonds and friendships,” Lauren says. “In the process, it’s a good feeling for us when we know that our efforts have given them a sense of relief that they can move on with the next chapter in their lives.”

#### Giving Back

Away from work, Rodney and Lauren are empty nesters.

The couple enjoys the rewards of their career, along with exercise and sports. Rodney also has a passion for riding motorcycles. They enjoy traveling, as well.

One of Lauren’s gifts is also a passion. She has an extensive background in coordinating events and being community-driven.

“Lauren does a fantastic job working with a lot of people in our community of 16,000 people,” Rodney says. “She is very involved and gets a lot of fulfillment from organizing and running events and helping people.”

As Lauren explains, “Sometimes, it can be time-consuming to take on, but I really love it.”

Through time, Rodney and Lauren have focused their own community-building efforts on local schools, neighborhoods and sports teams.

“Whatever we do, the one thing that we always want to make sure that we’re doing is giving more than we take,” Rodney explains. “We like to look for opportunities where we can make a difference and do things on a behind-the-scenes level.”

As they reflect on their growing success story, Rodney and Lauren offer advice for those who are just entering the business for the first time.

“It takes time to be good at this job. There are so many angles to every transaction. The only way to be able to deal with each angle is just through experience,” Rodney says. “A great way to get that experience is by following someone and learning from someone who has done it at a high level. So finding a team and/or a mentor are very important steps.”

#### Lasting Impact

Making a difference client by client and day by day is something that fuels their achievements.

“We all have days that maybe aren’t the best, but when I see some of the reviews from the people we’ve worked with, it makes a big difference,” Rodney says. “It’s touching that people recognize our intent ... that they know we give our best effort to make the experience the best it can be for them.”

That’s what it looks like when you achieve results — for all the right reasons.

“

*One of the most satisfying things about what we do is working with people ... meeting new clients and establishing new bonds and friendships.*

**In the process, it’s a good feeling for us when we know that our efforts have given them a sense of relief that they can move on with the next chapter in their lives.**



Photo Credit by Patrick McKinley







# THE PLACE TO BE WHISKEY ROW

By Dave Danielson

There are places that just seem to make every occasion better—elevating the time you spend with your friends and loved ones.



When you visit Whiskey Row, you can always count on something special.

“Whiskey Row at Gilbert is large and spacious. It’s the perfect place to hold special events or gatherings while maintaining all social distancing and safety protocols,” Sean explains, “At Whiskey Row Gilbert, we recently launched Spotlight Wednesdays, highlighting local musicians to showcase their talents on a big stage! In addition to that, we have launched our Back Porch, named after a Dierks’ song, where guests can enjoy food, drinks, parlor games and live music in a fun daytime atmosphere.”

## TEAM SPIRIT

Sean is quick to give credit to the RHG team for making the magic happen for patrons day in and day out.

“RHG is made up of strong, dedicated people who have a passion for creating the best possible experience for our customers,” he emphasizes. “In addition, our team cares about each other and our customers.”

That kind of energy translates into an unforgettable experience.

“That’s really what we strive for ... to provide unique social experiences for every patron, feel connected to the neighborhoods that are home to RHG locations, and uphold an impeccable reputation by providing amazing food and drink in truly inviting and electric atmospheres,” he points out. “I believe our commitment to exceptional service, energetic entertainment, and corporate social responsibly is second to none.”

Whiskey Row is a prime example. And, if you’ve visited Whiskey Row in Gilbert, you know for sure that it’s the place to be.

Sean Frantz is Marketing Director at Riot Hospitality Group (RHG), the parent organization for Whiskey Row and many other exciting indoor destinations.

“Riot Hospitality Group was created by our CEO Ryan Hibbert. With a lot of experience in the hospitality industry, Ryan knew he could transform how the bar/restaurant industry operated if he applied his business background and corporate experience,” Sean

says. “Ryan created the Riot Hospitality idea of using a ‘culture based on creativity mantra for his designs and creations, and RHG was born in 2010.”

Sean says that, as a third-generation Arizonan, Ryan spent a lot of time growing up in Prescott, and that’s where he got the name Whiskey Row from.

## TAKING CENTER STAGE

RHG is making its presence known in places nationwide.

“RHG is a national, premier hospitality management company headquartered in Scottsdale, Arizona. The company is known for managing and co-creating unique concept brands. It currently oversees 10 locations in Arizona, Tennessee, and Illinois, and in 2021, RHG will be adding an 11th location in Colorado,” Sean says. “We also considering adding several more locations. With a passion for evolving the typical restaurant and entertainment landscape, we’re committed to creating unique and meaningful experiences for every guest ... with a dedication to customer engagement, philanthropic ties in the community, and a strong commitment to true hospitality.”

Whiskey Row has become a true leader in the hospitality industry, and there’s more on the way.

“We’re incredibly proud of the relationships we have in the communities where we’re operating. Our expansion has also been very rewarding,” Sean says. “In February we broke ground on our 4th Dierks Bentley Whiskey Row in Denver that is set to open later this year.”

**FOR MORE INFORMATION ABOUT WHISKEY ROW GILBERT:**  
**WEBSITE: [WWW.RIOTHG.COM](http://WWW.RIOTHG.COM)**



# Nick Kibby

## SPARKING THE POSITIVE

**There's that moment when you see the changes in your clients' lives. Some new chapters are difficult, while others are celebrations. Either way, you're there ... guiding them through.**

That's something Nick Kibby rejoices in, too.

As a REALTOR® with Team Relevate at Keller Williams, Nick creates results for those he works with ... in turn, sparking the positive.

"One of the parts of my work I really enjoy is showing houses, as well as working with first-time homebuyers," Nick explains. "New home buyers seem to really appreciate the process, and seeing the excitement on their faces never gets old."

### COMPETITIVE SPIRIT

As Nick came of age, his competitive drive to make a difference was stoked by his time playing sports, including football, baseball and riding dirt bikes. He even played football in college.

"I think those things make you a natural competitor," Nick says. "Sales can obviously be an extension of that with the way so much of what we do is numbers-based. That part of it can be fun, though it's not the reason I do the job."

### CAREER CROSSROADS

Nick earned his real estate license three years ago after having taken another career path for a time.

...





“

Trustworthiness is very important to me. It's not just about the transaction. This is about relationships, and I want to build strong, long-term commitments.



...

After graduating from college in 2010 with a master's degree in finance, Nick looked for work in the midst of the economic collapse. For a time, he worked in finance in California.

"The cost of living in California was outrageous, so I came back to Arizona and did some lending work on the operations side of the business," he recalls.

From there, Nick worked in HOA management, rising through the ranks to become CFO of the organization.

"In the meantime, a friend of mine started a real estate team in Denver. I had worked with investors doing wholesaling but hadn't done real estate sales, but he asked me to grow his expansion team in Phoenix," he remembers. "It was tough, because I was doing well at the time. But my wife was doing well in her work, too. So she supported me and gave me the opportunity to at least try it."

That was three years ago. At first, Nick started his real estate adventure part-time.

"After a few months, I realized I needed to do it full-time," he explains.

#### REACHING RESULTS

By the end of his first year, Nick received 40-Under-40 honors. In his second year, he more than doubled his production from his first 12 months in the business. He hasn't turned back from there.

"I feel fortunate to have been able to have a strong start in the business," he emphasizes. "A big part of that is having a good system in place with a lot of really good people in my corner. With the team in Colorado, I've been technically on my own. They bought a lot of leads, with a really good system in place that allowed me to hyper accelerate my business."

Nick still maintained a strong focus on doing the fundamentals in the business. His diligence and spark have created real results all the way around. In fact, in 2020, Nick recorded a remarkable total of 55 transactions, representing \$21 million in sales volume.

#### FAMILY FIRST

Away from work, Nick looks forward to time spent with his wife, Sabrina.

"Sabrina was a big part of me being able to get into real estate. She has a

decent income so she was able to take on the financial burden while I transitioned into a 100 percent commission job," he says. "She has been more than patient with me. She certainly understands the process and sees the results of my hard work. She's been a big supporter of mine."

In his free time, Nick likes to be active. One of his favorite pursuits is playing ice hockey.

"We get a lot of transplants from northern states, and we have quite a few lenders and other REALTORS® who play as well," Nick says. "It's a great way for me to stay active."

Nick also enjoys wakeboarding and spending time on the water, along with travel. Exercise is also an essential part of his daily routine.

He also has a heart for helping others. One organization he supports provides homes for people in Mexico.

#### TRUST AND RELATIONSHIPS

As Nick considers his future, he's thankful for his start in the business he loves.

"I was lucky. I've never had a month when I didn't close a transaction. It hasn't been easy in real estate, and I work more now than I did before. One of the biggest things in this business is building relationships. If someone likes you, they'll give you their time. If they trust you, they'll give you their business," Nick says. "Trustworthiness is very important to me. It's not just about the transaction. This is about relationships, and I want to build strong, long-term commitments."

Each day, those who work with Nick see that passion for their interests. At the same time, they see the way he sparks the positives in their lives, too.





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# TIFFANY Carlson-Richison

## Doubling Her Volume

Have you ever met someone who catapulted you to the next level, either personally or professionally? For Tiffany Carlson-Richison, REALTOR®, Lisa Roberts was the influence behind doubling her real estate sales volume.

“Lisa and I met about eight years ago at the Top 40 Under 40 Award. I noticed her because she was the only other REALTOR® other than myself that had applied for both the Scottsdale and Southeast Valley Top 40 Under 40.”

“I introduced myself to her and when we started talking about birthdays, we found out that we were both born on November 25th. We hit it off immediately and found we had so much in common.”

“Later that night I told her, ‘You’re going to be my friend. It takes time to create a friendship, I like you and, you’re worth my time.’ She thought that statement was a bit odd but now that she knows me it makes sense.”

They did indeed become friends. “Fast forward to four years ago and we were talking on the phone multiple times a day enjoying holidays together with our families. I asked Lisa to go to lunch with my sister and me.







My sister just joined my real estate team and entered into the business and I wanted to help catapult her to success. We asked Lisa to share her business tips for how she grew her sales volume from \$20, to \$30, to \$50 million. The things she told us were all things we knew we should do. There is no secret sauce she said it is just good old fashion hard work.”

“I said to Lisa, ‘I’ve been doing \$10 million year after year and I’ve been happy with that. What do you recommend I do?’”

“She said, ‘You need to write an obscene goal that you don’t think you’ll be able to achieve. You should double your sales goal.’

“‘\$20 million?’ I said. ‘I can’t do \$20 million.’”

“‘Just write it down,’ she said. ‘Look at it, be more intentional about the people you follow up with, and you’ll do it.’”

“It took me four years to achieve, but I went from \$10 to \$14 to \$16 to \$22 million. Although I am not motivated by money, I am very competitive, and when I set my mind to achieve a goal, I have to achieve it. The way that I did it was by being more intentional about following up on leads, watching my numbers, and investing money into my business to increase my leads and online presence.”

The path that Tiffany took to get into real estate is just as interesting as how she doubled her volume. “My parents were very good savers, and so was I. I got my first job at McDonald’s when I was 15 and never spent anything I made. By the time I was 19 I

had saved enough for a down payment on a \$250,000 house, so I bought my first house then.”

“I received an academic scholarship to attend A.S.U. I worked 40 hours a week so that I could graduate debt-free and also buy a condo at age 21. While I was serving tables a few months after I graduated with a marketing degree, some regulars who were REALTORS® overheard me telling other servers they should buy instead of rent. They said, ‘Hey Tiff! You should get your real estate license. You are already influencing others to invest in real estate, you would be a great agent!’”

“So, I did. I took the crash course and got my license in two weeks. I started my career by finding good deals for my friends. I’d say, ‘I saw this \$130,000

two-bedroom condo in old town. Why don’t you buy it, get a roommate, and invest in yourself and your future?’

“When the market crashed, I didn’t sell a home for nine months. My husband told me I should get into the insurance industry like him, but after I prayed and thought about it, I decided I really wanted to stay in real estate. So, I had to figure out a way to do it.”

“I went to my broker and said, ‘All these people are calling me who want to buy \$20–\$30,000 condos or \$50,000 houses, but there’s no money in it for me.’ He said, ‘Why don’t you do a buyer broker agreement and charge them a minimum buyer representation fee? When cash buyers buys a \$30,000 condo they

would pay the difference between what is advertised in MLS and your minimum you charge. I decided my worth was \$3,000 a transaction. The Buyers were happy to pay that as they received excellent representation and were able to purchase the property they desired when no one else would even call them back.’”

“Because of that shift in my value proposition, I was able to stay afloat.”

As much as it meant to Tiffany to meet her sales volume goals in 2020, she has other plans for 2021. “Our two daughters are three and seven years old. My only goal for 2021 is to be the best mom I can be and be present with our kids. I want to enjoy them while they are little and while

they want to be with me. We bought a cabin in November, and we have been enjoying each other and the outdoor magic the cabin holds.

“Up until now I achieved my real estate sales goals by myself, I now plan on enlisting my team members to help me free up my time to spend with my family. My goals for the near future are more oriented around my children. Money is not the most important thing to me. I just want to have a happy family and a secure life where I can put money away and save for our future.”



We asked Lisa to share her business tips for how she grew her sales volume from \$20, to \$30, to \$50 million. The things she told us were all things we knew we should do. There is no secret sauce she said it is just good old fashion hard work.





# What is something that you can never seem to finish?



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*Realty One Group*  
Sleeping...



**KARA BEECROFT,**  
*HomeSmart Lifestyles*  
Laundry



**BARBI KING,**  
*Keller Williams Integrity First Realty*  
Socks! Bane of my existence.



**BRITTANY MEYER,**  
*DPR Realty*  
Book albums for all three kids!



**PAUL BRUCE,**  
*Realty Executives*  
Retiring!



**JOHN OLIVER,**  
*Century 21 Arizona Foothills*  
I can never finish a sentence...



**LEILA WOODARD,**  
*My Home Group*  
Laundry and cleaning.



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# ENTREPRENEUR

## ROLLER COASTER

BY DARREN HARDY



►► book review

By Scott Wurga



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### THIS IS A REVIEW OF A BOOK THAT WAS GIVEN TO ME AS A GIFT.

I truly enjoy books that help you become a better person and I enjoy it even more if they help you with your business. I've had several businesses throughout my lifetime and reading this book now makes me realize how phenomenal everyone of those businesses could have been had I implemented the treasures in this one book.

I do not recommend that you read this book like you read so many others. This book needs to have a notebook with it at all times, it needs to be underlined and highlighted, it needs to be shared with other people on your team and if you don't have a team this book will help you understand why you need one, and then put one together. This book will truly help you look at yourself and your business differently. Many people take their business very casual, this book warns that being casual about your business will turn your business into a casualty.

If you cannot tell from the above comment this book is a lot of fun to read and there are a lot of great stories in it.

Some people have been critical of this book because it does not lay out every detail step by step on what you should do. The truth is, it would be impossible to do that for a book written to entrepreneurs as each business needs different steps. This book does lay out several areas to work on, including, but not limited to, your personal performance and responsibilities, employees responsibilities, or leadership styles and how to perform self-evaluation in order to improve any and every aspect of those areas.

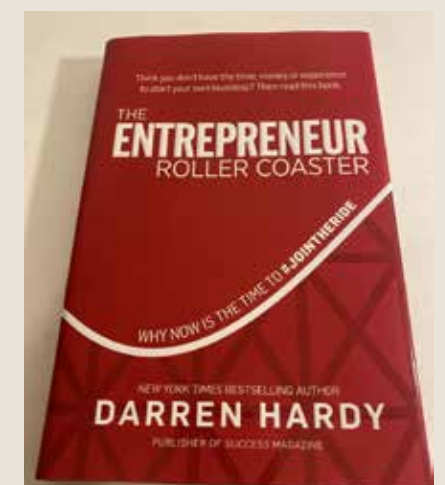
It helps you with learning how to delegate and learning who to delegate to. It helps you understand what to look for when hiring team members and why they should be members of your team not treated like family or employees.

One of the areas I found most interesting was the discussion of performance, where people who perform at an "A" level attract other people who will also perform at that level and people who perform at a "B" level will only hire people who perform at a "C" level so they look better than those surrounding them. Many of the people in today's workforce are solid "B" level performers. (Truth be told, some

areas in my business I was performing at a "B" level.)

I typically blow through a book this size in a few hours. However, it took me about 30 days to go through this book the first time and it'll probably take me months to go through next time as I will be implementing each item. I recommend you not only get a copy for you but for the other high-performing people that are around you and give it out as gifts. I truly appreciate the fact that someone did that with me. This book just made it into my top 10 business books list.

Go ahead, read it and tell me what you think.







# a bright future on the horizon for our industry

The first quarter of 2021 is approaching its end. It seems just like yesterday we were ringing in the New Year and saying goodbye to the horrid 2020 ordeal. Although 2021 still presents challenges due to COVID-19, restrictions, and the fear of the unknown, there are many reasons to be optimistic. According to a recent article published by REALTOR® Magazine, there are plenty of reasons to remain confident about our industry's current and future climate. The expectation is that home sales will rise in 2021 by around 10%, and home prices will continue to increase. Mortgage rates are also likely to experience historic lows, as we witnessed last year, remaining right around an average of 3 percent. However, the housing market is currently experiencing a lack of inventory at the moment. We, as a community, must address the lack of inventory and land development issues as soon as possible.

It might seem like a difficult task to remain positive after such a troubling year but be sure to find alternative ways to keep a positive outlook for the future. One way to cope with everyday life's overbearing stress is to limit your time away from social media and the news. I know it is hard to pull yourself away from scrolling through post after post and watching clip after clip of what is happening in the news. You want to remain as informed as

possible during these unprecedented times. A break from social media and the news can help clear your mind and give you a break from all the madness in today's world. Take a break from your everyday routine. Find hobbies that bring you a sense of peace and fulfillment. A few hours away from "the real world" can do wonders for your mental and physical health.

Here at WeSERV, we are hosting several virtual and in-person (socially distant) events to connect with our members. Our West and Pinal Chapters are gearing up for their annual golf tournaments, which proceeds will go toward benefiting WeSERV's WeC.A.R.E. fund and the CG Helps Resource Center, supported by CAHRA – Community Action Human Resources Agency. Our Young Professionals Network will host their first-ever virtual 40 Under 40 Award ceremony. The event is designed to highlight the top 40 Under 40 real estate professionals in our industry. This year is unique because these fantastic individuals were able to work through such a difficult time and continue to remain at the top of their game. Our education department is also working hard to provide the best online education to our members, so they are well-informed on what's occurring in the real estate industry. To find out more about these many events and much more, please go to [WWW.WeSERV.REALTOR](http://WWW.WeSERV.REALTOR).

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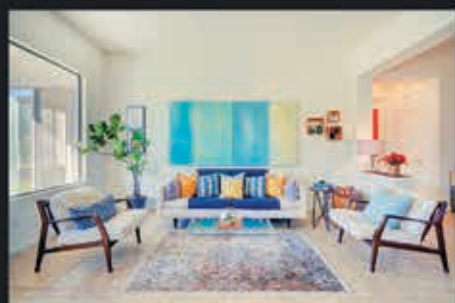
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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–February 28, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
1	Denver Lane	Balboa Realty	14,577,197	37
2	Rebecca Hildago Rains	Berkshire Hathaway HomeServices	13,461,204	29
3	Kenny Klaus	Keller Williams Integrity First Realty	13,069,607	32
4	Karl Tunberg	Midland Real Estate Alliance	12,610,450	26
5	Shanna Day	Keller Williams Realty East Valley	12,466,400	23
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices	10,692,400	23
7	Carol A. Royse	Keller Williams Realty East Valley	10,326,700	21
8	Sixto Aspeitia	Realty One Group	10,115,200	29
9	Shannon Gillette	Launch Real Estate	9,633,590	14
10	Beth M Rider	Keller Williams Arizona Realty	9,438,350	22
11	Charlotte Young	Keller Williams Realty Sonoran Living	9,085,800	21
12	Jason Mitchell	Jason Mitchell Real Estate	8,558,010	22
13	Rick Metcalfe	Canam Realty Group	7,952,950	26
14	Randy Courtney	Weichert Realtors - Courtney Valleywide	7,594,900	13
15	Amy Laidlaw	Realty Executives	7,086,900	10
16	Kelly Khalil	Redfin	6,942,111	14
17	Mindy Jones Nevarez	Keller Williams Integrity First Realty	6,715,858	19
18	Jamie K Bowcut	Hague Partners	6,644,500	14
19	Alan Aho	Atlas AZ	6,620,400	20
20	Dean Thornton	Redfin	6,576,900	16
21	Damian Godoy	Argo Real Estate Professionals	6,424,000	12
22	Gina McMullen	Redfin	6,375,900	15
23	Bonny L. Holland	Keller Williams Realty Sonoran Living	6,350,000	4
24	Richard Harless	AZ Flat Fee	6,328,400	14
25	Robin R. Rotella	Keller Williams Integrity First Realty	5,994,800	13
26	Ben Leeson	Keller Williams Integrity First Realty	5,985,000	13
27	Kristy N Dewitz	Hague Partners	5,721,700	15
28	Richard Johnson	Coldwell Banker Realty	5,699,000	14
29	Maria Henderson	A & M Management of Arizona	5,664,000	21
30	Rodney Wood	Realty One Group	5,581,790	11
31	Frank Gerola	Venture REI	5,573,900	11
32	Mike Mendoza	Keller Williams Realty Sonoran Living	5,542,000	11
33	Jason Crittenden	Realty One Group	5,512,550	14
34	Kimberly Dempsey	KD Realty	5,417,500	10

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
35	Joshua A Peters	Retsy	5,390,000	2
36	Cheryl Kypreos	HomeSmart	5,374,500	17
37	David Morgan	HomeSmart Success	5,305,900	17
38	Heather Openshaw	Keller Williams Integrity First Realty	5,198,000	13
39	Rachael L Richards	Rhouse Realty	5,144,300	14
40	Russell Mills	Close Pros	5,099,650	11
41	Eric Brossart	Keller Williams Realty Phoenix	5,053,900	8
42	Blake Clark	HomeSmart Lifestyles	5,046,400	9
43	Shivani A Dallas	Keller Williams Integrity First Realty	5,011,901	11
44	Henry Wang	eXp Realty	4,838,888	12
45	Shawn Rogers	West USA Realty	4,682,050	12
46	Rob Hale	Elite Results Realty	4,674,800	12
47	Janine M. Igliane	Keller Williams Realty East Valley	4,647,000	10
48	Thomas Storey	My Home Group	4,543,900	14
49	Grady A Rohn	Keller Williams Realty Sonoran Living	4,514,999	9
50	Nathan D Knight	Prosmart Realty	4,432,000	10

**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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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–February 28, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
51	Monica C Monson	The Noble Agency	4,400,000	2
52	Curtis Johnson	eXp Realty	4,388,900	14
53	Angela Larson	Keller Williams Realty Phoenix	4,381,400	16
54	Cara Wright	Superlative Realty	4,369,050	5
55	Michael Mazzucco	My Home Group	4,359,577	10
56	Mike Schude	Keller Williams Integrity First Realty	4,342,000	8
57	Tyler Blair	My Home Group	4,327,500	11
58	Jody Poling	DPR Commercial	4,315,000	3
59	Mark Captain	Keller Williams Realty Sonoran Living	4,179,000	8
60	Michael Marr	Keller Williams Realty Biltmore Partners	4,042,500	3
61	Bob Turner	Homesmart	4,010,000	4
62	Jill K Dames	Realty One Group	3,974,500	13
63	Michael Kent	RE/MAX Solutions	3,952,000	9
64	Darwin Wall	Realty One Group	3,932,000	7
65	John A Sposato	Keller Williams Realty Sonoran Living	3,923,390	9
66	Daniel Brown	My Home Group	3,919,500	8
67	John Gluch	eXp Realty	3,899,696	9
68	Dean Selvey	RE/MAX Excalibur	3,898,299	12
69	Jeremy Lovejoy	Insight Land & Investment	3,860,000	6
70	Pamm Seago-Peterlin	Century 21 Seago	3,838,990	9
71	Adrian Heyman	The Agency	3,800,000	1
72	Dan Kilde	Infinity & Associates Real Estate	3,789,000	2
73	Michael Widmer	Keller Williams Integrity First Realty	3,752,400	10
74	Jason Vaught	Realty Executives	3,737,400	8
75	Michelle Shelton	Life Real Estate	3,722,000	5
76	Shawn Camacho	United Brokers Group	3,716,000	8
77	Chris Lundberg	Redeemed Real Estate	3,698,000	9
78	Michelle Mazzola	Berkshire Hathaway HomeServices	3,682,000	6
79	Scott Cook	RE/MAX Solutions	3,663,500	9
80	Carey Kolb	Keller Williams Integrity First Realty	3,641,000	8
81	Jenn R Newman	The Brokery	3,625,000	1
82	Jodi Anderson	Corcoran Platinum Living	3,620,000	5
83	Bob & Sandy Thompson	West USA Realty	3,620,000	11
84	William Ryan	Infinity & Associates Real Estate	3,603,675	8

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
85	Geoffrey Adams	Realty One Group	3,583,000	10
86	Stephanie Natichioni	West USA Realty	3,577,419	3
87	Julie Grahmann	RE/MAX Excalibur	3,575,500	6
88	Scott R Dempsey	Redfin	3,539,500	9
89	Lee Courtney	West USA Realty	3,535,000	2
90	Jaime L Blikre	My Home Group	3,527,999	12
91	Joseph J Carroll	HomeSmart	3,511,000	7
92	Thoman L Wiederstein	Redfin	3,510,500	8
93	Tara R Keator	Keller Williams Integrity First Realty	3,488,000	8
94	Jared A English	Congress Realty	3,445,000	7
95	Beverly Idle	HomeSmart	3,443,000	5
96	Jason LaFlesch	Results Realty	3,436,000	6
97	James Wexler	Wexler Real Estate	3,430,300	7
98	Dorrie J Sauerzopf	Homie	3,409,470	8
99	Jennifer Wehner	eXp Realty	3,408,900	9
100	Tara Hayden	Redfin	3,395,500	7

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–February 28, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
101	Shar Rundio	eXp Realty	3,328,000	6
102	Jim Sobek	Weichert Realtors - Lake Realty	3,324,000	6
103	Jennifer Felker	Infinity & Associates Real Estate	3,318,800	5
104	Frank Aazami	Russ Lyon Sotheby's International Realty	3,315,000	2
105	Natascha Ovando-Karadsheh	KOR Properties	3,309,500	6
106	Kyle J. N. Bates	My Home Group	3,299,000	9
107	Geno Ross	West USA Realty	3,290,000	4
108	Naveen Kalagara	Kirans and Associates Realty	3,290,000	6
109	Jerry Thomas Beavers	Realty One Group	3,289,000	5
110	Arti Iyer	Aartie Aiyer Realty	3,269,650	8
111	Velma L Herzberg	Berkshire Hathaway HomeServices	3,255,800	5
112	Renee' Merritt	Keller Williams Arizona Realty	3,194,110	6
113	Suzy Steinmann	Realty One Group	3,179,900	6
114	Charles P. Turner	JK Realty	3,165,000	4
115	Daryl R Snow	Homie	3,141,500	9
116	Brett Tanner	Keller Williams Realty Phoenix	3,119,500	10
117	Katie Baccus	Keller Williams Realty Sonoran Living	3,104,690	8
118	Justin Cook	RE/MAX Solutions	3,086,070	6

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#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
119	Peg E Bauer	Cactus Mountain Properties	3,057,000	5
120	Kim Williamson	eXp Realty	3,054,500	4
121	Kaushik Sirkar	Call Realty	3,050,000	4
122	Lacey Lehman	Realty One Group	3,019,400	9
123	Kirk Erickson	Schreiner Realty	3,015,390	7
124	Dawn Carroll	Lori Blank & Associates	3,000,850	6
125	John Karadsheh	KOR Properties	2,972,499	7
126	Lauren Rosin	eXp Realty	2,947,000	7
127	Paul Fichiera	HomeSmart	2,935,000	3
128	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	2,927,000	5
129	Paul B Fictum	CPA Advantage Realty	2,921,500	4
130	Elizabeth Rolfe	HomeSmart	2,914,000	5
131	Dalton Hidalgo	Berkshire Hathaway HomeServices	2,910,000	6
132	William G Barker	Farnsworth Realty & Management Company	2,898,500	9
133	Lorraine Ryall	KOR Properties	2,895,114	5
134	Leila A. Woodard	My Home Group	2,893,000	5
135	Kristopher Durbin	eXp Realty	2,875,500	8
136	Michael E Scheidt	Meka Realty	2,854,000	4
137	Barbara Schultz	Coldwell Banker Realty	2,832,600	5
138	Cheri Mingst-Smith	Keller Williams Integrity First Realty	2,828,900	7
139	Steve Hueter	eXp Realty	2,828,900	2
140	Ellen Patricia Hansen	Farnsworth Realty & Management Company	2,828,700	9
141	Jody Sayler	Just Selling AZ	2,814,500	6
142	Waqas Ellahi	Keller Williams Realty Phoenix	2,806,237	7
143	Benjamin Graham	Infinity & Associates Real Estate	2,798,700	4
144	Jamison Briley	Phoenix Property Group	2,776,000	7
145	Krysten Jones	Realty One Group	2,759,947	4
146	Kathy Camamo	Amazing AZ Homes	2,759,490	7
147	Kelly Clauss	Kristopher Realty	2,757,900	5
148	Matthew S. Potter	Stunning Homes Realty	2,753,000	6
149	Matthew Long	Realty Executives	2,735,000	6
150	Juan O. Orta	West USA Realty	2,713,000	6



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**Teams and Individuals** Closing Dates From January 1–February 28, 2021

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–February 28, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
201	John Evenson	eXp Realty	2,377,000	6
202	Jason Zhang	Gold Trust Realty	2,375,000	5
203	Bruno Arapovic	HomeSmart	2,346,000	7
204	Kimberly Nelson	United Brokers Group	2,340,500	6
205	Annmarie Johnson	eXp Realty	2,340,000	5
206	Sean Cooke	Delex Realty	2,340,000	2
207	Tina A Lee Schoenborn	Prosmart Realty	2,335,000	5
208	Joyce Kelton-Smith	Club Realty	2,314,000	4
209	Lori Blank	M.A.Z. Realty Professionals	2,304,500	4
210	Paul Christoffers	American Realty Brokers	2,302,000	7
211	Meredith A. Whatcott	HomeSmart	2,296,000	5
212	Gina Donnelly	Prosmart Realty	2,291,297	4
213	Becky Bashaw	Edge Realty	2,289,000	5
214	Tiffany Carlson-Richison	Realty One Group	2,281,400	6
215	David Courtright	Coldwell Banker Realty	2,272,850	6
216	Mary Newton	Keller Williams Integrity First Realty	2,263,000	8
217	Ben Swanson	Keller Williams Integrity First Realty	2,260,000	5
218	Aaron Stradling	Weichert Realtors - Home Pro Realty	2,255,500	5
219	Maria C Williams	Shadow Hawk Realty	2,255,000	2
220	Carole Hewitt	Homie	2,237,000	5
221	Zoran Gajanovic	Realty One Group	2,236,000	2
222	Tina Garcia	eXp Realty	2,230,900	2
223	Beverly Berrett	Berkshire Hathaway HomeServices	2,227,590	6
224	HuaFang Helen Zhang	West USA Realty	2,224,900	5
225	Cindy Bostinelos	Realty One Group	2,222,530	7
226	Kristi Jencks	eXp Realty	2,220,000	5
227	Lori B. Hodgen	AZ Lane Realty	2,211,000	7
228	Brian K Ivener	Nexthome City to City	2,208,000	3
229	Douglas Hopkins	Realty Executives	2,198,000	5
230	Katie Lambert	eXp Realty	2,197,000	6
231	Steven Bernasconi	Keller Williams Integrity First Realty	2,195,900	6
232	Aimee N. Lunt	RE/MAX Solutions	2,190,000	4
233	Annette Nelson	HomeSmart	2,185,000	5
234	Court C. Kleinman	Realty One Group	2,185,000	3

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
235	Mary Almaguer	Apache Gold Realty	2,183,900	8
236	Staci Fanchini	Professional One Realty	2,180,500	5
237	Charles Bosse	Realty One Group	2,179,000	2
238	Jon Sherwood	Crossroad Brokerage	2,172,000	6
239	Kirk A DeSpain	Call Realty	2,165,000	5
240	Nicholas R Kibby	Keller Williams Realty Phoenix	2,164,000	6
241	James D Walsh	Balboa Realty	2,160,000	4
242	Robert DeAndrea	Momentum Brokers	2,158,000	1
243	Michael L Rapaport	West USA Realty	2,156,700	6
244	Barbara A Shadoan	RE/MAX Classic	2,144,800	9
245	Steven Zajdzinski	eXp Realty	2,143,900	4
246	Jeffrey T Hubbell	Dana Hubbell Group	2,140,000	2
247	Lindsay M Bingham	My Home Group	2,135,900	5
248	Patrick Harfst	Realty Executives	2,131,100	3
249	Jesse Martinez	Rhouse Realty	2,130,000	5
250	Frank Merlo	Berkshire Hathaway HomeServices	2,127,000	5

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# TOP 300 STANDINGS

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#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
251	Heather Taylor	Prosmart Realty	2,125,268	5
252	Brian Kingdeski	Gentry Real Estate	2,112,900	7
253	Jonathan Michael Leaman	American One Luxury Real Estate	2,104,010	5
254	Diane M Byrne	United Brokers Group	2,100,000	4
255	Brook Miller	RE/MAX Solutions	2,095,000	4
256	Jasson Dellacroce	My Home Group	2,095,000	5
257	Brittany M Meyer	DPR Commercial	2,068,990	4
258	Holly Poty	My Home Group	2,065,000	3
259	Thomas Dempsey Jr	DPR Commercial	2,064,000	8
260	Mary Montague	Hunt Real Estate	2,063,000	5
261	Ryan Melville	Keller Williams Realty Phoenix	2,059,500	3
262	Gretchyn Ranger	West USA Realty	2,053,990	2
263	Erinn Barnes	eXp Realty	2,052,000	5
264	Atif Musharbash	Keller Williams Realty Sonoran Living	2,050,900	4
265	Bonnie J Gallagher	Newman Realty	2,050,075	3
266	Joyce M Kroff	Realty One Group	2,048,000	4
267	Donna White	eXp Realty	2,044,000	5
268	Michael Hargarten	Realty One Group	2,038,000	6

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#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
269	Kerry Jackson	Arizona Gateway Real Estate	2,037,000	5
270	Sarah H Abdelrasul	My Home Group	2,030,000	5
271	Taylyr Pistone	Prosmart Realty	2,030,000	3
272	Steven Coons	Springs Realty	2,025,000	5
273	Carol Gruber	eXp Realty	2,022,000	6
274	Karin Telles	Homesmart	2,007,000	4
275	William R Nager	Stunning Homes Realty	2,006,500	5
276	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	2,002,310	4
277	William P Lewis	Sterling Fine Properties	1,996,600	2
278	Jason LoGiudice	Realty One Group	1,994,900	6
279	Frederick P Weaver IV	eXp Realty	1,994,000	6
280	Margery B. Wilson	Hometown USA	1,993,750	5
281	Pat A. Lairson	The Maricopa Real Estate Company	1,986,000	7
282	Michael Smith	Professional One Realty	1,985,000	2
283	Patrisha A Leybovich	HomeSmart	1,984,294	4
284	Tracey Wilsey	Long Realty Partners	1,982,500	6
285	Robert Cushing	Home Centric Real Estate	1,980,000	3
286	Tiffany Gobster	My Home Group	1,979,950	3
287	Jim Dahlin	HomeSmart	1,976,900	3
288	Carol Lynn Letcher	Desert Properties Realty	1,976,000	4
289	Laura Vasiliki Chomokos	RE/MAX Solutions	1,967,800	4
290	Nicole Wolfe	Long Realty Platinum Premier	1,962,500	4
291	Allen R Willis	Ensign Properties Corp	1,960,000	2
292	Kenneth Ortiz	HomeSmart	1,958,390	4
293	Richard Baird	HomeSmart	1,957,000	5
294	Carlos C. Martinez	West USA Realty	1,954,500	6
295	Kevin Weil	RE/MAX Excalibur	1,954,500	5
296	Jill Vicchy Heimpel	RE/MAX	1,953,775	6
297	Rita J Weiss	Desert Canyon Properties	1,951,600	7
298	Vance Nielson	eXp Realty	1,951,200	3
299	Sharon Coffini	Keller Williams Realty Sonoran Living	1,951,000	2
300	Bradley Stiehl	Realty One Group	1,947,500	4

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| <p><b>Azure Canyon Coming Soon</b><br/>Interest List Forming<br/>Goodyear, AZ</p>  | <p><b>Buckeye Brookside At Arroyo Seco</b><br/>3020 N. 198th Lane,<br/>Buckeye, AZ 85396<br/><i>From the upper \$200s</i></p> | <p><b>Retreats at Haven</b><br/>1154 S. Tumbleweed Lane,<br/>Chandler, AZ 85225<br/><i>From the upper \$300s</i></p>   |
| <p><b>Phoenix Vista Diamante At Camelback Ranch</b><br/>5672 N. 109th Avenue,<br/>Phoenix, AZ 85037<br/><i>From the low \$300s</i></p> | <p><b>Solano At Sienna Hills</b><br/>2248 N. 212th Lane,<br/>Buckeye, AZ 85396<br/><i>From the mid \$200s</i></p>             | <p><b>Queen Creek Malone Estates Coming Soon</b><br/>Interest List Forming<br/>Queen Creek, AZ</p>                     |



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