

EAST VALLEY

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



SPONSOR SPOTLIGHT  
Camelback Moving

REAL STORY  
Tiffany Carlson-Richison

ON THE RISE  
Nick Kibby

FEATURED AGENTS

Rodney & Lauren

Wood

# WE ARE THE REALTOR ROOFERS!

• Tile • Shingle • Foam • Roof Certifications



*"AZ Roofing is a great company to work with, always on time & great prices on roofing replacement or repairs, I highly recommend them to anyone needing roof repairs."*

-JEFF B.  
Google Review



**AZ ROOFING WORKS**  
& RESTORATION  
**602.283.3383**

*"Experience You Can Trust"*

REQUEST A FREE ESTIMATE TODAY

Call **602-283-3383**

or visit: [www.azroofingworks.com](http://www.azroofingworks.com)



FOLLOW US ON



# Your new home starts here.



NMLS #212062, AZ # LO-0911709  
LSM NMLS #4474, LSM AZ #0908384

- ✓ Personal
- ✓ Local
- ✓ Fast Closing

Know another lender that can say all that?

I've been a neighbor and experienced lender for over 20 years. When you choose LendSmart, you're supporting local businesses that close most loans in 24 days\*. I personally manage every transaction, without the use of LOAs or out-of-state operational centers.



## Eric Kinneman

Branch Manager

Direct: 602-757-2171

Office: 480-477-8464

[www.erickinnemanloans.com](http://www.erickinnemanloans.com)

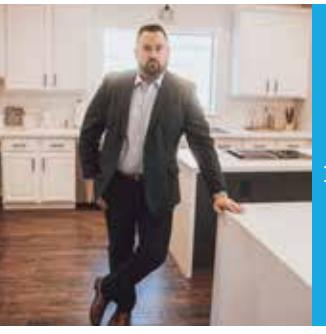
10429 S. 51st St. Suite #255

Phoenix, AZ 85044



\*\*Most loans close in 24 days. This is not a guarantee that every loan will close in less than 24 days. Every case is different, but we will do the best we can to meet this goal. \*\*\*

# TABLE OF CONTENTS

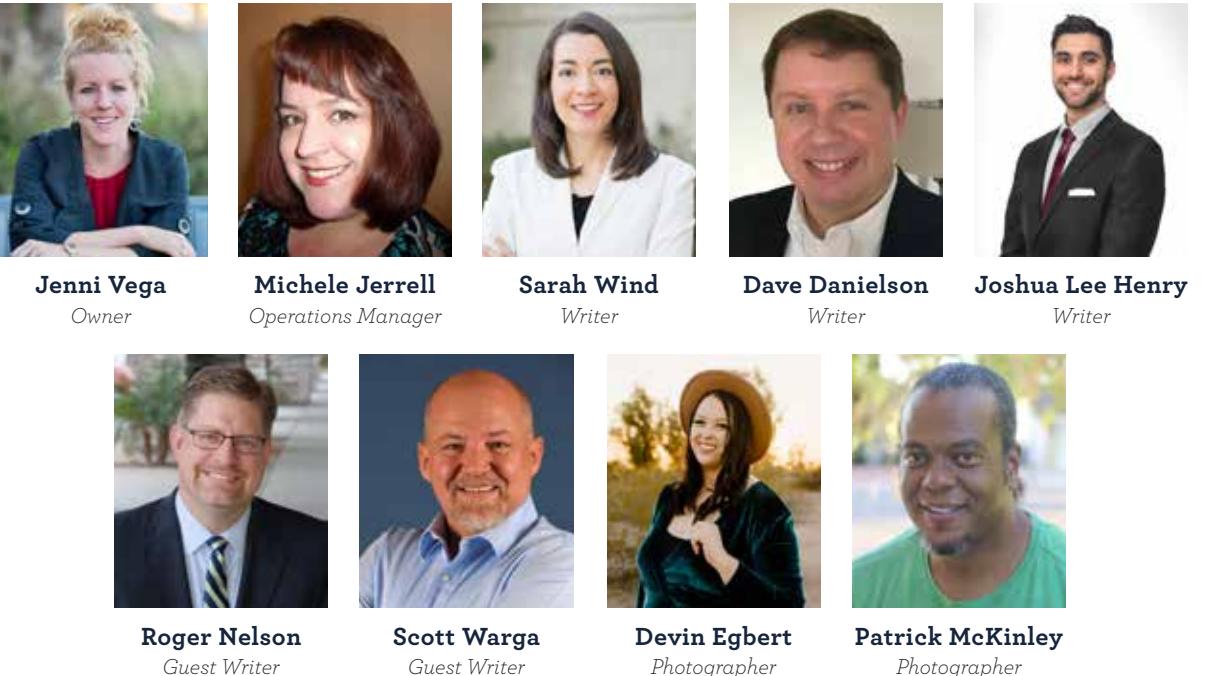
	<b>05</b> Meet the Team		<b>06</b> Preferred Partners		<b>10</b> Sponsor Spotlight: Camelback Moving
	<b>16</b> Featured Agents: Rodney and Lauren Wood		<b>20</b> Coaching Corner: Eat That Frog!		<b>22</b> Whiskey Row   The Place To Be
	<b>24</b> On The Rise: Nick Kirby		<b>30</b> Real Story: Tiffany Carlson-Richison		<b>34</b> Question of the Month
	<b>37</b> Book Review: Entrepreneur Roller Coaster		<b>38</b> WeSERV Monthly Update		<b>42</b> Top 300 East Valley

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [jenni.vega@realproducersmag.com](mailto:jenni.vega@realproducersmag.com).

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *East Valley Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Cromford®** THE CROMFORD REPORT

DAILY REAL ESTATE MARKET INSIGHT

Tracking The Residential Resale Market

Market Statistics • Index Report • Resale Listings

Rankings • News • and more!






[cromfordreport.com](http://cromfordreport.com)



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**AIR CONDITIONING**

911 Air Repair  
Ray Nieves  
(480) 360-1234

**Pounders Engineering PLLC**

David Pounders  
(480) 323-5314

**MORTGAGE**

Cardinal Financial  
Matt Askland  
(480) 759-1500 x1001

**TCT Property Management Services**

Jennice Doty  
(480) 632-4222

**BUILDER**

Mattamy Homes  
Katie Smith  
(480) 302-6080 x101

**Stratton Inspection Services LLC**

Paul Stratton  
(480) 215-7264

**Fairway**

Jeff Quincey  
(602) 743-0434

**REAL ESTATE PHOTOGRAPHY**

Listing Ladder  
Patrick McKinley  
(480) 430-8353

**BUSINESS INSIGHT & ADVOCACY**

Cromford Report  
(623) 399-4889  
www.cromfordreport.com

**Taylor Made**

Inspection Service  
Patrick Taylor  
(480) 521-0054

**LendSmart Mortgage**

Eric Kinneman  
(480) 477-8464

**ROOFING**

5 Guys Construction  
Jesse Stowell  
(480) 892-5311

**CABINETRY & DESIGN**

Kitchen Tune Up  
(480) 304-2732  
kitchen tuneup.com/phoenix-az-corvelli

**Curbio**

(810) 300-9432  
Curbio.com

**HOME RENOVATION**

Watermark Home Loans  
Nick Watland  
(602) 821-5214

**MOVE MANAGEMENT AND LIQUIDATION SERVICES**

AZ Roofing Works  
Austin Gardener and  
Piper Lindenmuth  
(602) 283-3383

**CONSTRUCTION**

Agape Construction  
Scott Warga  
(480) 599-2060

**HOME WARRANTY**

Choice Home Warranty  
Sharp Chen  
(949) 426-5450

**Caring Transitions**

Tina Patterson  
(480) 257-7127

**MOVE**

Camelback Moving  
Chad Olsen  
(602) 564-6683

**GLASS SERVICES**

1st Glass Window Cleaners  
Justin Knapp  
(480) 440-2193

**First American Home Warranty**

Kathryn Lansden  
(480) 338-1983

**Camelback Moving**

Chad Olsen  
(602) 564-6683

**MOVERS**

Donation Movers LLC  
Paul Schmitt  
(480) 529-9586

**HEALTH INSURANCE**

Insurance Experts Team  
Karla Flores  
(480) 650-0018  
InsuranceExperts.team

**Old Republic Home Protection**

(925) 963-4726  
www.orhp.com

**Creepy Crawly Pest Control Inc**

Pest Control Inc  
Holly Parker  
(602) 614-2415

**PEST CONTROL**

Premier Title Agency  
Marla Calley  
(602) 491-9606

**HOME INSPECTION**

AZ Choice Home Inspections  
Chad Ellis  
(480) 304-0114

**Financial Services**

Nikki Schaal LUTCF, Agent  
(480) 279-1874  
https://nikkischaal.

**Devin Nicole Photography**

Devin Nicole Photography  
Devin Egbert  
(480) 440-9997

**PHOTOGRAPHY**

Permanent Estate  
Jason Crittenden  
(480) 999-9880

**JUNK REMOVAL**

American Junkers  
John & Lindsay Morgan  
(480) 528-4335

**Mark Brower Properties**

Mark Brower Properties  
Mark Brower  
(480) 336-2556

**John & Lindsay Morgan**

Virtual Property Shotz  
(480) 878-3585

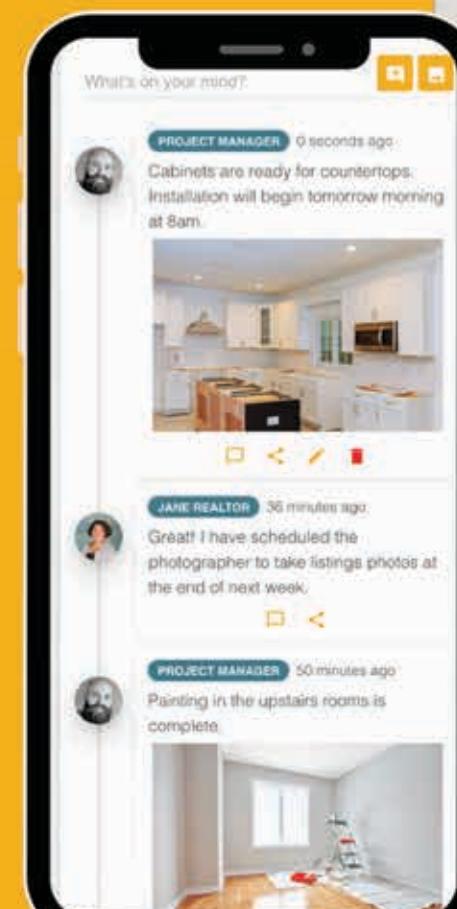
**PROPERTY MANAGEMENT**

Virtual Property Shotz  
(480) 878-3585

**VIRTUAL 3-D TOURS**

Virtual Property Shotz  
(480) 878-3585





? INFO

THE TURNKEY PRE-LISTING HOME IMPROVEMENT SOLUTION FOR REALTORS®

HOVER OVER WITH CAMERA TO GET MORE INFO!





PREMIER TITLE AGENCY

# LED BY INDUSTRY VETERANS

OVER 42 YEARS OF COMBINED EXPERIENCE



**JERRY CALLEY**  
PRESIDENT



**TANNER HERRICK**  
EXECUTIVE VICE PRESIDENT

## OFFICE LOCATIONS

**MAIN OFFICE: BILTMORE**  
2910 E Camelback Rd #100  
Phoenix, AZ 85016

**ARROWHEAD**  
17570 N 75th Ave, Suite E-580  
Glendale, AZ 85308

**BULLHEAD CITY**  
2580 Highway 95 #110  
Bullhead City, AZ 86442

**CHANDLER**  
2065 S Cooper Rd #1  
Chandler, AZ 85286

**COPPER POINT**  
3530 S Val Vista Dr #108  
Gilbert, AZ 85297

**LAKE HAVASU**  
2265 Swanson Ave, Suite A  
Lake Havasu City, AZ 86403

**SCOTTSDALE**  
14350 N 87th St #170  
Scottsdale, AZ 85260

EAST VALLEY  
REAL PRODUCERS.<sup>®</sup>  
PRESENTS

# 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 Kirby,**  
**Keller Williams**

“Price is what you pay.  
Value is what you get.”  
—Warren Buffett



**Your Local Resource**

**Kathryn Lansden**

480.338.1983  
klansden@firstam.com

“I’m your home warranty expert,  
so you don’t have to be!”



### APRIL SHOWERS BRING MAY SALES

Spring selling is in full bloom. Sow the seeds for success by including a First American home warranty with all your transactions—and watch your business blossom!

Contact me for  
complimentary  
marketing materials.

firstamrealestate.com  
Phone Orders:  
800.444.9030

 **First American  
Home Warranty<sup>®</sup>**

©2021 First American Home Warranty Company. All rights reserved.

# CAMELBACK MOVING

# VIP REALTOR® PROGRAM



**DRIVING HOME  
BENEFITS FOR  
YOU AND YOUR  
CLIENTS WITH  
THE VIP REALTOR®  
PROGRAM**

When it comes to moving time, your clients have many prized possessions and keepsakes that need tender loving care.

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

• • •



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."



#### 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



**“ ...SAVING CLIENTS THOUSANDS OF DOLLARS AND REDUCED STRESS ”**



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

24 HOUR EMERGENCY PEST CONTROL  
NO CONTRACTS • FREE ESTIMATES  
Residential - Commercial - Industrial - Termite

Does your *spring cleaning* include pest control?  
It should.



Termite Inspections & Treatments  
Est. 1981 | LIC 5281

\$25 off  
Scorpion Inspection

Expires: June 30, 2021

**480-969-2926**

Creepy Crawly Pest Control Inc.  
7650 S McClintock Dr #103-410 | Tempe, AZ 85284  
CreepyCrawlyPestControl.com | Facebook @ccpestcontrol



Don't let a breakdown cause a slow-down.  
From your refrigerator to water heater and more, just a few  
dollars a month can help keep your home running and  
avoid a big out-of-pocket expense.



Contact me  
to learn more.

**Nikki Schaal LUTCF**  
2509 S. Power Rd., Ste. 106  
Mesa  
(480) 279-1874  
NikkiSchaal.com



FARM BUREAU  
FINANCIAL SERVICES

It's your future. Let's protect it.®

For specific details on this coverage talk to your Farm Bureau agent. Farm Bureau Property & Casualty Insurance Company\* and Western Agricultural Insurance Company\*/West Des Moines, IA. \*Company providers of Farm Bureau Financial Services. PC160 (3-20)

FREE ESTIMATES! VALLEY WIDE!



SPEND MORE TIME  
MAKING THE SALE

\$25 Off Any Pickup  
Must mention this ad

**AMERICAN JUNKERS**  
**480.528.4335**

DEMOLITION CLEAN UP | REMODEL CLEAN UP  
PROPERTY CLEAN UP | GARBAGE CLEAN OUT  
ESTATE JUNK OUT | YARD DEBRIS | APPLIANCES  
HOME / OFFICE FURNITURE REMOVAL

Health Insurance  
Questions?  
I have Answers.



If you  
missed Open  
Enrollment,  
contact me.



Need Insurance Karla Can Help

Insurance Experts  
Team

kflores@ihcsb.com.  
Call today 480-650-0018  
Individual, Families,  
Seniors, Small Groups

Happy  
**Easter**



Let Stratton Inspection Services make sure your  
buying, selling, or warranty inspection is done  
thoroughly and accurately from top to bottom.

**480-215-7264**

STRATTONINSPECTIONS@GMAIL.COM  
WWW.STRATTONINSPECTIONS.COM  
1757 E Baseline Rd. Bldg 2, Suite 107 | Gilbert, AZ 85233

Licensed & Insured | Supra Key (Lockbox) Access  
Professional, Dependable, and Reliable | Highly Recommended

Property Management for  
landlords, by landlords.



TRUST | PROTECTION | PEACE OF MIND



**480-336-2556**

[www.markrent.com](http://www.markrent.com)

OLD REPUBLIC HOME PROTECTION

Your home warranty company  
should work as hard as you do.



We're grateful to support you and your clients  
with superior home warranty coverage.

Contact us to learn more.



**Yvette Myer**  
Senior Account Executive  
800.282.7131 Ext. 1246  
C: 480.244.8485  
YvetteM@orhp.com  
my.orhp.com/yvette myer



**Tara Carter**  
Senior Account Executive  
800.282.7131 Ext. 1243  
C: 480.707.7779  
TaraC@orhp.com  
my.orhp.com/taracarter

People Helping People

This is a paid advertisement.

Call or text us for a quote!  
**(480) 440-2193**



Residential · Commercial  
Window & Sun Screen Cleaning



**JUSTIN KNAPP**  
Owner/Operator



1stglasswindowcleaners@gmail.com

@1stGlassWindowCleaners

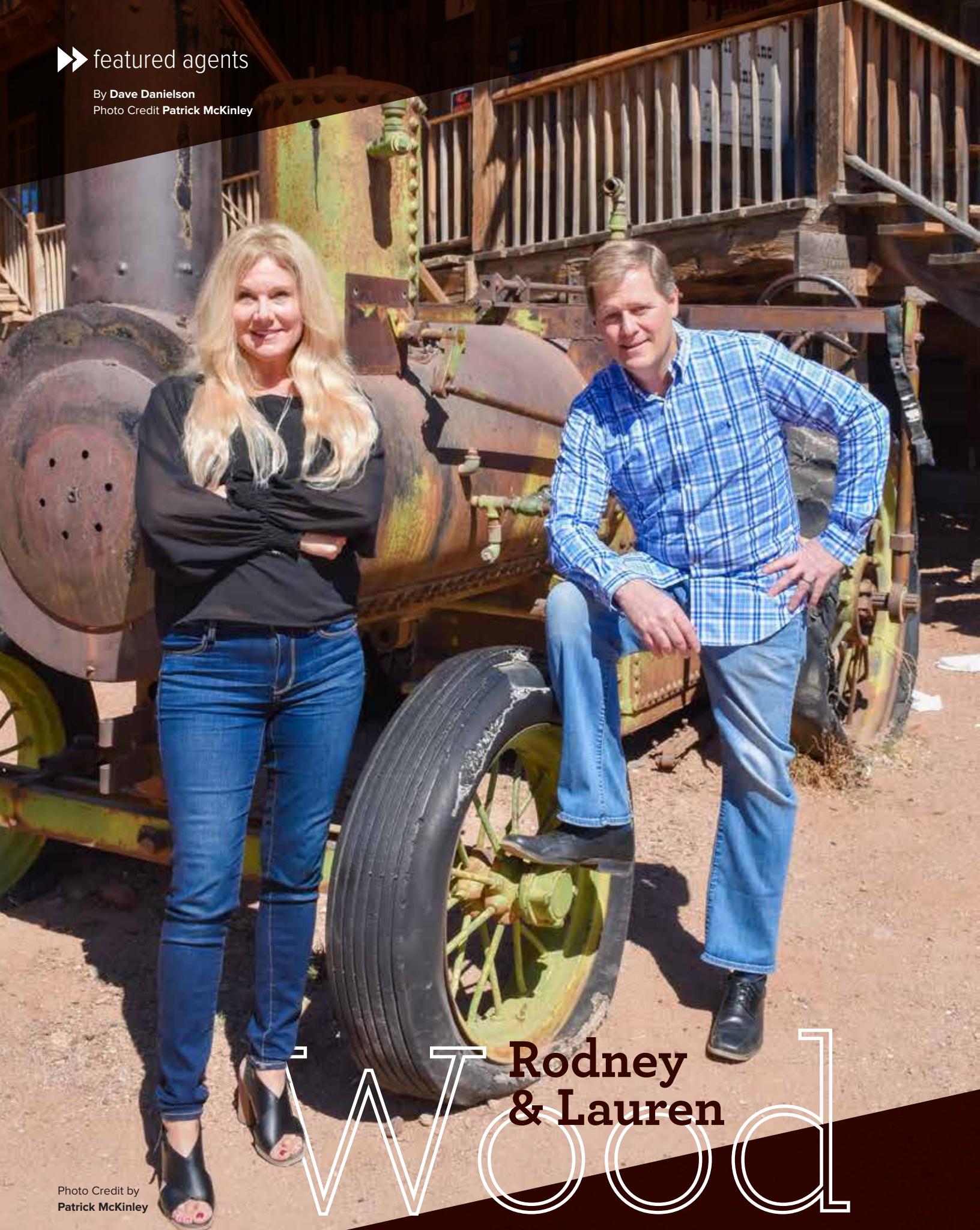


Photo Credit by  
Patrick McKinley

## 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.

66

***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."

•••



Photo Credit by **Patrick McKinley**

•••

"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."

66

*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.**

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.



Photo Credit by Patrick McKinley

# EAT THAT FROG!

## HOW TO STOP PROCRASTINATING AND GET MORE DONE IN LESS TIME

Mark Twain once said, "If the first thing you do each morning is eat a live frog, then you can go through the rest of your day with the satisfaction of knowing that that is probably the worst thing that is going to happen to you all day."

That little piece of wisdom was told by sales and business legend, Brian Tracy in his bestselling book, *Eat That Frog: 21 Great Ways to Stop Procrastinating and Get More Done in Less Time*.

Brian Tracy is a legend in the fields of sales, business,

and personal development. As an internationally recognized speaker, Brian regularly gives talks to...**Over a Quarter of a Million People Each Year!**

Brian has taught his success principles in every major U.S. city and in 45 different countries around the world. He has done almost half a billion dollars in sales of his products alone.

And as an author, Brian has written over 45 different books. Including the bestselling titles: *Eat that Frog*, *The Psychology of Selling, Goals!* And *Maximum Achievement*.

### Moving up to that larger home just got easier!



**New Loan Limits are Creating More Opportunity!**

Conforming Loan Limit  
**\$548,250**

FHA Loan Limit  
**\$365,362**

**Benefits of Conforming (Fannie Mae) versus Jumbo (\$548,251+)**

- Lower down payments (3%-5%) and Little to no reserve requirements
- Higher debt ratios available
- Self-employed borrowers may only need 1 year of tax returns (must be 5 years in business)
- Combine w/ a purchase money 2nd mortgage, put 10% down, up to \$800K purchase price

Know anyone still painfully paying rent? **PLEASE...** have them call me!



EQUAL HOUSING OPPORTUNITY. This is not a loan commitment or guarantee of any kind. Loan approval and rate are dependent upon borrower credit, collateral, financial history, and program availability at time of origination. Rates and terms are subject to change without notice. Corporate Address: 3701 Arco Corporate Drive, Suite 200, Charlotte, North Carolina 28273. Cardinal Financial Company, Limited Partnership (NMLS ID: 66247, www.nmlsconsumeraccess.org) has the following licenses: AZ Mortgage Banker License #0925883. Additional licensing information can be found at: <https://cardinalfinancial.com/licensing/>.

### "Proper Prior Planning Prevents Poor Performance"

So the lesson is, you should start each and every day with a shortlist of your most important objectives. And then not quit the day until you've completed your most important task.

### 2. Apply the 80/20 Rule to Everything.

80/20. The Pareto Principle. The Law of the Vital Few. The Role of Meaningful Specifics and Vague Generalities. Whatever you call it, this breakthrough observation made by the Italian economist Vilfredo Pareto in the 1800s states... **The Majority of Results Come From a Minority of Inputs...**

For instance, roughly 20% of the agents do 80% of all the business. And 80% of all your listings and referrals probably come from 20% of your sources. Interestingly enough, this principle of "vital few" applies to most other areas in life as well.

For example, you probably only wear 20% of your clothes, 80% of the time. And spend 80% of your time in the same room. Or eat the same food for 80% of your meals. Sometimes the actual percentages vary. But the basic truth remains the same.

When you recognize the power of 80/20, you'll begin to see it show up everywhere.

### 1. Plan Every Day in Advance.

All great time management systems focus on planning and preparation. After all, there's even an axiom that says...

This is one of my personal favorites.

The way it works is you take your daily "to-do list" and label each item in order of priority.

- "A" items are done first. These are the most important, most urgent, critical items that must be done and done right away.
- "B" items come second. These are the things that would be "nice" to do, but not mandatory.
- "C" items tend to be important, helpful and relevant. But not necessarily time-sensitive. And there are usually no major or immediate consequences if they aren't completed.
- "D" and "E" items should either be "Delegated" or "Eliminated" altogether. Consider these your "do not do" lists.

### 4. Focus on Key Result Areas.

Key Result Areas are the things that produce immediate results.

These are things like signing a contract, listing a new property, and showing a home. They are

also things like attending closing, scheduling a home inspection, and following up on referrals. In most cases, immediately responding to a hot lead is more of a key result activity than checking social media.

### 5. Prepare Thoroughly Before You Begin.

As the saying goes... **"Every Minute You Spend in Preparation, Saves Ten in Execution"**

I'm amazed at the number of agents who show up to listing appointments without a clear presentation.

They don't have a process. Nothing significant beyond offering a CMA. Don't let this be you.

Prepare your Unique Selling Proposition in advance. Know what makes you different — *superior*. And prove why they

should list their home with you. Have all of your materials, paper work and necessary information on hand and ready to go when you begin your day.

**6. Leverage Your Special Talents.**  
This principle speaks to working in your "zone of genius."

If you are particularly talented in a certain skill, focus as much of your attention as possible there.

Try to outsource or delegate the other areas when you can. By focusing only on that which you are best at, you will experience better results. Don't waste your time trying to do something you shouldn't be doing at all.

### 7. Practice Creative Procrastination.

When it comes to business, you should put things off that don't have a clear next step, or a foreseeable return on your time investment.

Unimportant and non-urgent tasks usually end up working themselves out. Or disappearing altogether.

If you begin implementing these tips in your business right away, you will start to find a whole lot of "extra time" in your workday.

By Joshua Lee Henry, President of the Advanced Home Marketing Institute®

▼ coaching corner



# 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.



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 are 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."

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 responsibility is second to none."

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.





Detailed reports get better results. Find out why. [taylormadeinspection.com](http://taylormadeinspection.com)

**IT'S EASY!** Call us (480) 521-0054 or book online! [f](https://www.facebook.com/taylormadeinspectionservicepllc) [i](https://www.instagram.com/taylormadeinspectionservicepllc/)

LICENSE NUMBER: 57195 • InterNACHI Standards of Practice • InterNACHI Code of Ethics

If buyers can't HOP ON OVER to the property, give them a VIRTUAL PROPERTY SHOT!

**VIRTUAL PROPERTY SHOTZ**  
A 360° Experience

Use a more contemporary way for your client's to envision themselves in your properties with a virtual walkthrough tour, giving the most accurate view of an amazing home!

**Matterport** [www.VirtualPropertyShotz.com](http://www.VirtualPropertyShotz.com)  
480.878.3585 or 602.487.7066 [@virtualpropertyshotz](https://www.instagram.com/virtualpropertyshotz)

**TCT Property Management Services, LLC.**

TCT is a full service property management company with a team that is big enough to handle all your commercial and residential needs, but small enough to deliver personal service.

Contact us today  
480-632-4222  
[info@tctproperties.com](mailto:info@tctproperties.com)

1001 N. Power Rd. Suite 100  
Mesa, AZ 85203  
P: 480-632-4222  
F: 480-632-4200  
[www.tctproperties.com](http://www.tctproperties.com)

**YOUR MORTGAGE COMPANY SHOULD KEEP YOU Hopping!**

**Jeff Quincey**  
NMLS# 183810  
Scottsdale, AZ

602.743.0434  
[www.jeffquincey.com](http://www.jeffquincey.com)  
[jeff.quincey@fairwaymc.com](mailto:jeff.quincey@fairwaymc.com)

**FAIRWAY**  
INDEPENDENT MORTGAGE CORPORATION

**Caring Transitions**  
Senior Relocation • Downsizing • Estate Sales

With us, it's OK to put all your eggs in one basket.

**Relocation**  
**Downsizing**  
**Estate Sales & Online Auctions**  
**Re-settling**  
**Liquidation**

Contact us for a free consultation!  
**480-257-7127**  
[caringtransitionscentralaz.com](http://caringtransitionscentralaz.com)

[f](https://www.facebook.com/caringtransitionscentralaz) [i](https://www.instagram.com/caringtransitionscentralaz) [G+](https://plus.google.com/+CaringTransitionsCentralAZ) [P](https://www.pinterest.com/caringtransitionscentralaz/)

**AGAPE CONSTRUCTION**  
THE HUNT FOR A RENOVATION SPECIALIST IS OVER!

INTERIOR RENOVATION | KITCHEN & BATH CABINETRY | DESIGN

**Call us via (480) 599-2060**  
[www.azagape.com](http://www.azagape.com)

Gofor Services DBA | Agape Construction  
AZ ROC #325591

**Scott Warga, Qualifying Party**

# 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."



66

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?

**5 WAYS TO UPDATE YOUR KITCHEN**

**1-5 DAY KITCHEN REMODELS**

**kitchentune-up**  
Pamela & Anthony Corvelli  
480.304.2732  
kitchentuneup.com  
Each franchise is locally owned & operated.



**SHAWN CAMACHO,**  
*United Brokers Group*

My own home to-do list! Because I am always helping homeowners finish theirs when selling their home!



**JASON LAFLESCH,**  
*Results Realty*

I can never seem to finish my open house before having the home sold! Yes, it's that HOT of a market right now!



**ALYSSA RHEIN,**  
*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.

**ROOFSTAR ARIZONA, INC.**

**We help our Real Estate® Agents meet deadlines and close sales! Quotes for home sale transactions are our priority.**

**Whether you are in need of a roof inspection for your buyer or a BINSR response for your seller, we have you covered.**

**Call us today! (480) 426-1915**

**"We'll tell you the Truth about your Roof"**

480-426-1915 | 928 E Javelina Ave Mesa, AZ 85204 | [www.roofstararizona.com](http://www.roofstararizona.com)



**YOUR MARKETING BUNDLE INCLUDES:**

- STUNNING WIDE ANGLE PHOTOGRAPHY: WE TELL THE STORY OF YOUR LISTING WITH PHOTOS!
- SIGN POST INSTALLATION NO RENEWAL FEES —EVER! • WE INVENTORY YOUR SIGNS & LOCKBOXES FOR YOUR NEXT LISTING! • WE HAVE SUPRA ACCESS— NO NEED TO MEET US AT THE PROPERTY. • MLS DATA ENTRY & PHOTOS UPLOADED TO MLS FOR YOU. • CRAIGSLIST AD • SINGLE PROPERTY WEBSITE (MULTIPLE LAYOUTS YOU CHOSE FROM) • PDF BROCHURES (MULTIPLE LAYOUTS YOU CHOSE FROM) • VIMEO SLIDESHOW VIDEO • VIRTUAL TOURS (BOTH A BRANDED VERSION WITH YOUR INFORMATION AND UNBRANDED FOR MLS COMPLIANCE)
- QR CODE GENERATION! • AERIAL PHOTOS & TWILIGHT SHOTS AVAILABLE • SO MUCH MORE

HAVE QUESTIONS? GIVE US A CALL:  
**480.799.2424**

[www.ListingLadder.com](http://www.ListingLadder.com) | [ListingLadder@gmail.com](mailto:ListingLadder@gmail.com)



# ENTREPRENEUR

## ROLLER COASTER

BY DARREN HARDY



► book review

By Scott Warga

### 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.

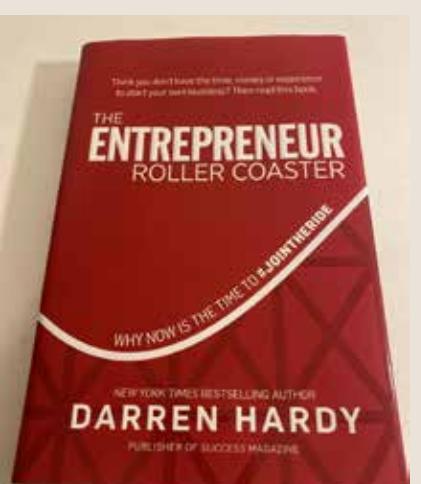
It helps you with learning how to delegate and learning who to delegate to. It helps you understand what to look for when hiring team members and why they should be members of your team not treated like family or employees.

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.



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

# 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).



(480) 892-5311 | [fiveguysroofing.com](http://fiveguysroofing.com)

## PRO<sup>5</sup>FESSIONAL EVALUATIONS SERVICE & REPAIR

- 24-Hour Turnaround on Reports & Proposals
- Straightforward Pricing Guide
- Instant Quotes from BINSRs & Home Inspection Reports
- Flexible Payment Options (Escrow/Financing)
- 17-Point Inspection with Live Video Explanation

EXPECT M<sup>5</sup>ORE.

**Some-BUNNY COULD USE  
AN UPDATED HEADSHOT!**

**Happy Easter**

**CONFIDENT  
PROFESSIONAL  
FRIENDLY  
COURAGEOUS  
INNOVATIVE**

*Devin Nicole  
Photography*

**CALL OR EMAIL TODAY AND SCHEDULE YOUR SESSION!**  
(480) 440-9997 ♥ [DEVINNICOLEPHOTOGRAPHY@GMAIL.COM](mailto:DEVINNICOLEPHOTOGRAPHY@GMAIL.COM)

[f](#) [i](#) [@DEVINNICOLEPHOTOGRAPHY](#)

**YOUR CLIENTS HAVE BEEN HUNTING FOR THE  
PERFECT HOME. HELP THEM PROTECT IT.**

**RESIDENTIAL  
INSPECTIONS  
STARTING AT  
\$325!**

**MAKE AN  
APPOINTMENT  
ONLINE  
Mention this ad for  
\$40 off  
your home inspection.**

**ARIZONA'S  
CHOICE  
HOME INSPECTIONS, LLC**

CHAD@AZCHOICEINSPECTIONS.COM  
480-304-0114  
[azchoiceinspections.com](http://azchoiceinspections.com)

We give you the tools you need to make a well-informed decision.



# PERMANENT ESTATE

MEDIA & MARKETING



SPECIALIZING IN CINEMATIC ULTRA-HD VIDEO  
FOR LISTINGS, BIOPICS, & TESTIMONIALS

P: (602) 999-9880

W: VIMEO.COM/PERMANENTESTATE

**Donation Movers  
is a small family  
owned company.**

Paul Schmitt is the owner/operator and oversees all moves and services provided. He is a 12 year United States Army Veteran so he knows what it takes to move your belongings safely, either down the street or across the valley. All of his employees consist of immediate family members or very close friends. Donation Movers is properly licensed and insured against any and all problems that may arise. With over 5000 moves personally under his belt, you can guarantee a safe and smooth move. Please refer to our testimonials page and feel free to contact any of our prior clients. *"Trust Our Family To Move Yours".*



MOVING COMPANY - MOVERS - LOADING/UNLOADING - PACKING/UNPACKING - RELOCATION SERVICE



**(480) 529-9586**  
[info@donationmovers.com](mailto:info@donationmovers.com)

**Trust Our Family  
To Move Yours !**



LICENSED & INSURED  
**20+ YEARS  
EXPERIENCE**

2850 South Country Club Drive, Mesa AZ • [donationmovers.com](http://donationmovers.com)

# 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.



**WATERMARK  
HOME LOANS**

# DEPENDABLE

**NICK WATLAND**  
Mortgage Banker | NMLS# 325010  
**(602) 821-5214**

[nick.watland@watermarkhomeloans.com](mailto:nick.watland@watermarkhomeloans.com)  
[www.watermarkhomeloans.com/nickwatland](http://www.watermarkhomeloans.com/nickwatland)





*"Very pleased with how smooth and easy it was to get my home loan refinanced with Watermark. They were able to lower my rate by 2%. Would absolutely recommend Watermark."*

**Nancy K.**

# 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 Sposito	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

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

## HOMETEAM INSPECTION SERVICE. IT'S THE QUICKEST WAY TO GAIN A CLIENT FOR LIFE.

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.

**(480) 702-2900**  
**hometeam.com/east-valley**



Each office is independently owned and operated.  
©2020 The HomeTeam Inspection Service, Inc. All rights reserved.

# 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	#	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	119	Peg E Bauer	Cactus Mountain Properties	3,057,000	5
102	Jim Sobek	Weichert Realtors - Lake Realty	3,324,000	6	120	Kim Williamson	eXp Realty	3,054,500	4
103	Jennifer Felker	Infinity & Associates Real Estate	3,318,800	5	121	Kaushik Sirkar	Call Realty	3,050,000	4
104	Frank Aazami	Russ Lyon Sotheby's International Realty	3,315,000	2	122	Lacey Lehman	Realty One Group	3,019,400	9
105	Natascha Ovando-Karadsheh	KOR Properties	3,309,500	6	123	Kirk Erickson	Schreiner Realty	3,015,390	7
106	Kyle J. N. Bates	My Home Group	3,299,000	9	124	Dawn Carroll	Lori Blank & Associates	3,000,850	6
107	Geno Ross	West USA Realty	3,290,000	4	125	John Karadsheh	KOR Properties	2,972,499	7
108	Naveen Kalagara	Kirans and Associates Realty	3,290,000	6	126	Lauren Rosin	eXp Realty	2,947,000	7
109	Jerry Thomas Beavers	Realty One Group	3,289,000	5	127	Paul Fichiera	HomeSmart	2,935,000	3
110	Arti Iyer	Aartie Aiyer Realty	3,269,650	8	128	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	2,927,000	5
111	Velma L Herzberg	Berkshire Hathaway HomeServices	3,255,800	5	129	Paul B Fictum	CPA Advantage Realty	2,921,500	4
112	Renee' Merritt	Keller Williams Arizona Realty	3,194,110	6	130	Elizabeth Rolfe	HomeSmart	2,914,000	5
113	Suzy Steinmann	Realty One Group	3,179,900	6	131	Dalton Hidalgo	Berkshire Hathaway HomeServices	2,910,000	6
114	Charles P. Turner	JK Realty	3,165,000	4	132	William G Barker	Farnsworth Realty & Management Company	2,898,500	9
115	Daryl R Snow	Homie	3,141,500	9	133	Lorraine Ryall	KOR Properties	2,895,114	5
116	Brett Tanner	Keller Williams Realty Phoenix	3,119,500	10	134	Leila A. Woodard	My Home Group	2,893,000	5
117	Katie Baccus	Keller Williams Realty Sonoran Living	3,104,690	8	135	Kristopher Durbin	eXp Realty	2,875,500	8
118	Justin Cook	RE/MAX Solutions	3,086,070	6	136	Michael E Scheidt	Meka Realty	2,854,000	4
<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
<b>CHOICE</b> Home Warranty  <div style="display: flex; align-items: center;"> <div style="flex: 1; background-color: #3399CC; color: white; padding: 10px; margin-right: 10px;"> <b>Re-Key</b>            Multi-Year Discounts            Sellers Coverage         </div> <div style="background-color: #3399CC; color: white; padding: 10px; border-radius: 10px; text-align: center;"> <b>1 MONTH FREE*</b>  <b>PLUS \$100 OFF</b>            all Multi-Year Plans!  <small>*Available for a limited time.</small> </div> </div> <div style="text-align: center; margin-top: 10px;"> <b>#MAKETHESHARPCHOICE</b> </div>									
 <b>SHARP CHEN</b> Senior Account Executive <b>Email:</b> sharp@chopro.com <b>Cell:</b> (949) 426-5450 <b>Realtor Portal:</b> www.CHWPro.com <b>Real Estate Customer Service</b> 888-275-2980									

# 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
151	Braden Johnson	Results Realty	2,704,990	6
152	Benjamin Wolfe	My Home Group	2,703,900	5
153	Carin S Nguyen	Keller Williams Realty Phoenix	2,699,500	8
154	Mark Brower	Mark Brower Properties	2,685,044	8
155	Greg Hidder	My Home Group	2,681,000	6
156	Kevin Houston	Keller Williams Realty Sonoran Living	2,678,000	6
157	Kristi K Kenney	Prosmart Realty	2,654,000	7
158	John L. Hrimnak	Hague Partners	2,644,500	6
159	Samantha Allen	WJH	2,635,900	10
160	Scott Heywood	HomeSmart	2,625,522	4
161	Uy Tran	HomeSmart	2,624,995	7
162	Judith E. Massier	Sun Canyon Realty & Property Management	2,610,000	7
163	Susan Lynn Jordan	United Brokers Group	2,610,000	4
164	Andrew Watts	Coldwell Banker Realty	2,609,500	5
165	Jennifer Dyer-Jenkins	Brokers Hub Realty	2,608,000	6
166	Kim Webster	HomeSmart	2,607,200	10
167	Russell Diehl	Arizona Network Realty	2,605,000	3
168	David Newman	Hague Partners	2,595,500	6
169	Debi Gotlieb	Key Results Realty	2,585,069	6
170	Diane Fitzsimmons	Delex Realty	2,582,000	5
171	Heather M Corley	Redfin	2,576,000	7
172	Terra A. McCormick	HomeSmart Lifestyles	2,558,200	6
173	Mark Gunning	West USA Realty	2,554,000	6
174	Gina McKinley	RE/MAX Fine Properties	2,536,000	8
175	Usha Purushothaman	HomeSmart	2,535,000	5
176	Gigi Roberts-Roach	Coldwell Banker Realty	2,528,500	5
177	Greg Kilroy	Keller Williams Realty Sonoran Living	2,524,196	4
178	Chrystal Wolff	Delex Realty	2,516,630	3
179	Penny L. Gould	Keller Williams Realty East Valley	2,495,400	4
180	Stacie Neumann	Russ Lyon Sotheby's International Realty	2,493,500	5
181	Marshall O Hodge	HomeSmart	2,485,000	3
182	Heather L. Merenda	Realty One Group	2,478,000	2
183	Ivy Coppo	Realty Executives	2,477,241	2
184	Crista Garten	Weichert Realtors - Lake Realty	2,465,000	7

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 02/28/2021	Total Unit Sales 01/01/2021 - 02/28/2021
185	Andrew Lane	AZ Lane Realty	2,464,500	2
186	Thomas Popa	Thomas Popa & Associates	2,450,000	3
187	Dawn M Kopseng	Realty One Group	2,449,000	4
188	Becky Coen	Realty One Group	2,446,500	3
189	Christy Rios	Keller Williams Realty	2,445,000	3
190	Andrew Cooper	Gentry Real Estate	2,440,500	5
191	Tamra K Yelavich	Berkshire Hathaway HomeServices	2,438,250	3
192	Danielle Bronson	Redfin	2,435,000	5
193	Richard T Stinebuck	HomeSmart	2,428,000	6
194	Michael J. D'Elena	North & Co	2,424,100	5
195	Kimberly D. Hunter	Infinity & Associates Real Estate	2,404,000	5
196	Johnny Pryor	Coldwell Banker Realty	2,400,000	2
197	Amy N Nelson	Keller Williams Realty East Valley	2,398,400	5
198	Elizabeth A Stern	Springs Realty	2,394,700	6
199	Christine Rees	North & Co	2,390,000	3
200	Alisha B Anderson	West USA Realty	2,380,000	6

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

Moving up to that larger home just got easier!

New Loan Limits  
are Creating More  
Opportunity!

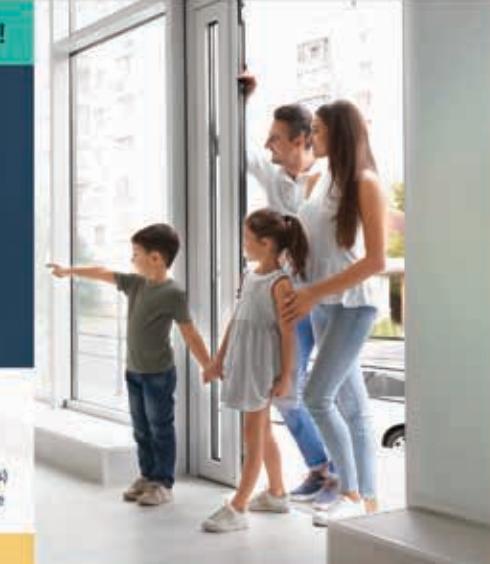
Conforming Loan Limit  
**\$548,250**      FHA Loan Limit  
**\$365,362**

Benefits of Conforming (Fannie Mae) versus Jumbo (\$548,251+)

- Lower down payments (3%–5%) and Little to no reserve requirements
- Higher debt ratios available
- Self-employed borrowers may only need 1 year of tax returns (must be 5 years in business)
- Combine w/ a purchase money 2nd mortgage, put 10% down, up to \$800K purchase price

Know anyone still painfully paying rent? PLEASE... have them call me!

EQUAL HOUSING OPPORTUNITY. This is not a loan commitment or guarantee of any kind. Loan approval and rate are dependent upon borrower credit, collateral, financial history, and program availability at time of origination. Rates and terms are subject to change without notice. Corporate Address: 3701 Arco Corporate Drive, Suite 200, Charlotte, North Carolina 28273. Cardinal Financial Company, Limited Partnership (NMLS ID: 66247, www.nmlsconsumeraccess.org) has the following licenses: AZ Mortgage Banker License #0925883. Additional licensing information can be found at: <https://cardinalfinancial.com/licensing/>



**Matt Askland**  
Retail Producing Branch Manager  
NMLS ID: 168130

480.759.1500  
Matt.Askland@CardinalFinancial.com  
MyArizonaLoan.com  
3105 S. Price Rd., Ste. 135  
Chandler, AZ 85248



**CARDINAL**

FINANCIAL COMPANY | LIMITED PARTNERSHIP

# 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 Bostinilos	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 Kirby	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

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



**WHERE EXPRIENCE MATTERS**

Our promise to you is to use our experience to make yours exceptional.



**NIKKI LEONARD**  
Unit Manager/ Escrow Officer  
P: (480) 476-8165  
P: (480) 682-3399  
Nikki.Leonard@LTAZ.com



**BETH CLAUSER**  
Business Development Manager  
(480) 599-7820  
Beth.Clouser@LTAZ.com

**KIERLAND**  
7047 E. Greenway Parkway  
Suite 100  
Scottsdale, AZ 85254  
**480-476-8200**

**RAINTREE**  
14500 N. Northgate Boulevard  
Suite 208  
Scottsdale, Arizona 85260  
**480-977-1300**

**SOUTHEAST VALLEY**  
3303 East Baseline Road  
Bldg 5, Suite 111  
Gilbert, Arizona 85234  
**480-476-8165**

**BILTMORE LAKES**  
2920 E. Camelback Road  
Suite 130  
Phoenix, Arizona 85016  
**602-775-5990**

**ESPLANADE**  
2555 E. Camelback Road  
Suite 275  
Phoenix, Arizona 85016  
**602-748-2800**

**ARROWHEAD**  
17505 N. 79th Avenue  
Suite 105  
Glendale, Arizona 85308  
**623-259-6300**

realproducersmag.com

50 • April 2021

East Valley Real Producers • 51

# 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	#	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	269	Kerry Jackson	Arizona Gateway Real Estate	2,037,000	5
252	Brian Kingdeski	Gentry Real Estate	2,112,900	7	270	Sarah H Abdelrasul	My Home Group	2,030,000	5
253	Jonathan Michael Leaman	American One Luxury Real Estate	2,104,010	5	271	Taylyr Pistone	Prosmart Realty	2,030,000	3
254	Diane M Byrne	United Brokers Group	2,100,000	4	272	Steven Coons	Springs Realty	2,025,000	5
255	Brook Miller	RE/MAX Solutions	2,095,000	4	273	Carol Gruber	eXp Realty	2,022,000	6
256	Jasson Dellacroce	My Home Group	2,095,000	5	274	Karin Telles	Homesmart	2,007,000	4
257	Brittany M Meyer	DPR Commercial	2,068,990	4	275	William R Nager	Stunning Homes Realty	2,006,500	5
258	Holly Poty	My Home Group	2,065,000	3	276	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	2,002,310	4
259	Thomas Dempsey Jr	DPR Commercial	2,064,000	8	277	William P Lewis	Sterling Fine Properties	1,996,600	2
260	Mary Montague	Hunt Real Estate	2,063,000	5	278	Jason LoGiudice	Realty One Group	1,994,900	6
261	Ryan Melville	Keller Williams Realty Phoenix	2,059,500	3	279	Frederick P Weaver IV	eXp Realty	1,994,000	6
262	Gretchnyn Ranger	West USA Realty	2,053,990	2	280	Margery B. Wilson	Hometown USA	1,993,750	5
263	Erinn Barnes	eXp Realty	2,052,000	5	281	Pat A. Lairson	The Maricopa Real Estate Company	1,986,000	7
264	Atif Musharbash	Keller Williams Realty Sonoran Living	2,050,900	4	282	Michael Smith	Professional One Realty	1,985,000	2
265	Bonnie J Gallagher	Newman Realty	2,050,075	3	283	Patrisha A Leybovich	HomeSmart	1,984,294	4
266	Joyce M Kroff	Realty One Group	2,048,000	4	284	Tracey Wilsey	Long Realty Partners	1,982,500	6
267	Donna White	eXp Realty	2,044,000	5	285	Robert Cushing	Home Centric Real Estate	1,980,000	3
268	Michael Hargarten	Realty One Group	2,038,000	6	286	Tiffany Gobster	My Home Group	1,979,950	3
<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
<b>CLIENT'S AC UNIT NOT <i>HOPPING</i> FAST ENOUGH? LET'S GET IT BACK UP AND RUNNING.</b>  <p>An AC unit should have preventative maintenance performed <b>every year</b>. Get homes sold faster by getting systems repaired <b>before</b> the inspection.</p> <p><b>MAINTENANCE • REPAIR • INSTALLATION</b></p> <p><b>IN-HOME ESTIMATES FOR ALL SYSTEM REPLACEMENTS</b></p> <p><b>911-ac.com • 480.360.1234</b></p> <p><b>WE OFFER DISCOUNTS FOR MILITARY, FIRST RESPONDERS AND TEACHERS.</b></p> <p><b>0% Financing For All New Systems!</b></p> <p>Air Conditioning &amp; Heating <b>911 Air Repair</b> Maintenance • Repair • Installation</p>									
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



**mattamyHOMES**

# Hand Them The Keys To A New Mattamy Home

Now more than ever, the space we call home has a new importance. It's not just where we live, but where we gather, play, learn, and grow. Let us help you find your clients the new home of their dreams. Whether they need a home to move into right away or desire a home they can design from the ground up, we have single-family home communities across the valley to meet a range of size, price, and timing needs.

**Take an in-person or virtual tour of our models at any of our Mattamy Homes communities across Phoenix**

**mattamyHOMES**

**Goodyear  
Crestwood At Canyon Trails**

832 S. 172nd Avenue,  
Goodyear, AZ 85338  
*From the upper \$200s*

**Azure Canyon  
Coming Soon**

Interest List Forming  
Goodyear, AZ

**Phoenix  
Vista Diamante At Camelback Ranch**

5672 N. 109th Avenue,  
Phoenix, AZ 85037  
*From the low \$300s*

**Avondale  
Roosevelt Park**

401 N. 109th Drive,  
Avondale, AZ 85323  
*From the mid \$200s*

**Buckeye  
Brookside At Arroyo Seco**

3020 N. 198th Lane,  
Buckeye, AZ 85396  
*From the upper \$200s*

**Solano At Sienna Hills**

2248 N. 212th Lane,  
Buckeye, AZ 85396  
*From the mid \$200s*

**Chandler  
Lofts at Haven**

703 W. Browning Place,  
Chandler, AZ 85225  
*From the mid \$300s*

**Retreats at Haven**

1154 S. Tumbleweed Lane,  
Chandler, AZ 85225  
*From the upper \$300s*

**Queen Creek  
Malone Estates  
Coming Soon**

Interest List Forming  
Queen Creek, AZ  
*From the mid \$200s*



For more information, or to schedule your private or virtual appointment, contact our New Home Specialist at 602-638-3481

[mattamyhomes.com/phoenix](http://mattamyhomes.com/phoenix)



All illustrations are artist's concept. All dimensions are approximate. Prices, specifications, terms and conditions subject to change without notice. E.&O.E. Builder ROC #249191B.  
©2020 Mattamy Homes All rights reserved. MATPHX188

**mattamyHOMES**



We Love Our  
**VIP** *Realtor®  
Program*

Become a VIP Realtor Member  
and give your client's special savings  
and some peace of mind. If a closing  
is delayed, 3 days, 2 nights, storage is FREE.

That's one reason our motto is  
"Preserving Sanity One Move at a Time."

(Membership is Free to Licensed Realtors®)



**CamelbackMoving.com**  
Enroll Online today or call  
**602-564-6683**  
US DOT #1635834



**POUNDERS ENGINEERING PLLC**  
Providing Quality Design, Inspection and Environmental Services to Commercial and Residential Clients

**Home Inspections By Professional Engineers**

Providing quality engineering services to residential clients.

**Services include:**

- ✓ **Home Inspections**
- ✓ **HUD/VA Foundation Certifications**
- ✓ **Foundation Crack Evaluations**

*Have your next home inspection performed by a Professional Engineer!*

**COMING SOON!** Inspectors corner: Ask a question to the editor to be answered by a professional engineer and certified home inspector!

**480-323-5314 | [www.poundersengineering.com](http://www.poundersengineering.com)**

Home Inspector Firm#: 20814

Civil or Structural Engineer#: 59460

Home Inspector#: 65439



PROUDLY SERVING ARIZONA FOR OVER 10 YEARS



Sell homes **faster** with  
**#SEXYROOFSTATUS**



- ✓ Maintenance
- ✓ Repairs
- ✓ Refelts
- ✓ Replacements
- ✓ Installs
- ✓ New Construction

Complimentary inspections & appointment scheduling | [state48roofing.com](http://state48roofing.com)

602-527-8502

@State48Roofing