

SCOTTSDALE AREA

# REAL PRODUCERS®

CONNECTING. NG. INSPIRING.

Rising Star

**Lauren House**

Team Spotlight

**Martha Andrews**

- XSell Real Estate Group

Sponsor Spotlight

**Joe Morgan**

- Desert Foothills Plumbing

featured agent

**DAVID  
TUCKER**

DECEMBER 2021

Cover Photo Courtesy of Red Hog Media



# NOVA<sup>®</sup> HOME LOANS CreditServices SAVES DEALS!

NOVA<sup>®</sup> Home Loans Credit Services Department has contributed to the approval of over 20,790 loans since 2016.

YEAR	*REVIEWED CREDIT REPORTS	APPROVED LOANS	PERCENT SAVED
2016	15,544	4,583	29%
2017	15,997	3,997	25%
2018	13,916	3,550	26%
2019	13,999	4,073	29%
2020	18,091	4,587	25%

Our Credit Services Department can help you.

## CreditServices

FREE to Applicants of NOVA<sup>®</sup> Home Loans!

### MAXIMIZE YOUR BUYING POWER!

One-on-one service with our in-house credit services professionals, using years of experience and established relationships with the credit bureaus to directly resolve disputes, helping you get access to more loan options and the best rate available.

\*Reviewed reports include loans currently in process, pending credit plans, and individual client fallout.

\*This is for informational and credit educational purposes only and is not an advertisement to offer or extend credit, nor is this a guaranty of loan approval or commitment to lend. NOVA<sup>®</sup> Home Loans does not guarantee results. Improvement to your credit score is dependent on your specific situation and financial behavior.



**JOHN KEAN**  
NMLS 863841  
Loan Officer for Oliver/Whalen Team  
Direct: 480.551.7658  
Team Line: 480.821.2577  
Cell: 480.284.3325  
john.kean@novahomeloans.com



**NOVA<sup>®</sup>**  
HOME LOANS

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

**CHRIS CALLEN**

NMLS 832610  
Loan Officer for Oliver/Whalen Team  
Direct: 480.666.7557  
Team Line: 480.821.2577  
Cell: 480.225.8002  
chris.callen@novahomeloans.com



BK 0902429 | NOVA NMLS 3087 | EQUAL HOUSING OPPORTUNITY



## YOU GET WAY MORE THAN A GREAT INSPECTION WITH US!

### FREE WITH ALL RESIDENTIAL INSPECTIONS:

1. Five separate warranties, including one covering the roof, and one covering the underground sewer/waterlines.
2. We also include a Repair Pricer if requested. The report lists repair/replacement costs for all defects on our inspection report per the home's zip code. (This is a FREE optional service and reports are completed and sent back via email within 24 hours of the request)
3. A Home Binder (digital) - Upload receipts, list all major repairs and improvements to their home along with the cost and the date it was done, keep track of all paint colors used, and list their favorite contractors.
4. Once we inspect the home, it will automatically qualify for a home warranty that covers pre-existing conditions, and your buyer gets 18 months of coverage for a 12-month price. See our website for further details.
5. All of this at very competitive prices.



**NATIONAL  
PROPERTY  
INSPECTIONS<sup>®</sup>**

## 602-550-4777

*Professionally Inspecting Phoenix Area Homes Since 1990*

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



# TABLE OF CONTENTS

	<b>06</b> Preferred Partners		<b>08</b> Publisher's Note Merry Christmas and Happy New Year!		<b>10</b> Rising Star Lauren House
	<b>16</b> Business Spotlight Desert Foothills Plumbing		<b>20</b> Featured Agent David Tucker		<b>24</b> Team Spotlight XSell Real Estate Group



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [Brett.Gettman@realproducersmag.com](mailto:Brett.Gettman@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 *Scottsdale Area 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 SCOTTSDALE AREA

## REAL PRODUCERS TEAM



**Brett Gettman**  
Owner / Publisher  
[Brett.Gettman@realproducersmag.com](mailto:Brett.Gettman@realproducersmag.com)



**Lauren Gettman**  
Photographer /  
Red Hog Media  
[Lauren@redhogmedia.com](mailto:Lauren@redhogmedia.com)



**Linsey Wells**  
Copywriter / Editor



**Geneva Eilertson**  
Reprints Manager  
[geneva@realproducersmag.com](mailto:geneva@realproducersmag.com)

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



## Happy Holidays From Your Inspection Team

*Serving the Valley with the highest quality inspections for over 20 years*



**We Take The Time TO DO IT RIGHT**

Home | Termite | Pool | New Construction | Commercial

Office (480) 359-6204 | Direct (602) 859-4333 | [DENNIS@HORIZONINSPECTIONSERVICE.COM](mailto:DENNIS@HORIZONINSPECTIONSERVICE.COM) | [HORIZONINSPECTIONSERVICE.COM](http://HORIZONINSPECTIONSERVICE.COM)

## Mortgage lending done right.

Fast, Innovative and Transparent... Your True Partner.



**Matt Askland**  
Producing Branch Manager  
NMLS # 168130  
**480.759.1500**  
[Matt.Askland@CardinalFinancial.com](mailto:Matt.Askland@CardinalFinancial.com)  
[MyArizonaLoan.com](http://MyArizonaLoan.com)  
3105 S. Price Rd., Ste. 135  
Chandler, AZ 85248



**CARDINAL**  
FINANCIAL COMPANY LIMITED PARTNERSHIP, NMLS 66247

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](http://www.nmlsconsumeraccess.org)) has the following licenses: AZ Mortgage Banker License #0925883. Additional licensing information can be found at: <https://cardinalfinancial.com/licensing/>





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!

## AUTO, HOME & LIFE INSURANCE

Ted Mausbach American  
Family Insurance  
Ted Mausbach  
8124 E Cactus Rd St 420  
Scottsdale, AZ 85260  
(480) 951-5058  
www.tedmausbachagency.com

## FINANCIAL ADVISOR

New York Life  
Jarod Mills  
14850 N Scottsdale Rd Suite 400  
Scottsdale, AZ 85254  
(480) 766-1338  
www.newyorklife.com

## HOME INSPECTION

National Property Inspections of  
Arizona INC  
David Marshall  
(602) 550-4777  
www.HomeInspectionsScottsdale.com

## HOME WARRANTY

First American Home Warranty  
Karynn Waas  
2411 W Rose Garden Ln STE 100  
Phoenix, AZ 85027  
(480) 760-5623  
www.homewarranty.firstam.com/

Old Republic Home Protection  
Tara Carter  
(480) 707-7779  
www.orhp.com

## INSPECTIONS

Home Team Inspection Service  
of Scottsdale  
Tracy Andrews  
(480) 546-8040  
www.hometeam.com/scottsdale

Horizon Inspection Service  
Dennis Nobley  
(602) 859-4333  
www.horizoninspectionsservice.com

## MEDIA PRODUCTIONS

Red Hog Media AZ LLC  
Lauren Gettman  
(208) 870-2334  
www.RedHogMediaAZ.com

## MORTGAGE

Bell Bank Mortgage  
Margo Rockas & Laura Painter  
14350 N 87th St. Ste 165  
Scottsdale, AZ 85260  
(602) 451-2844  
www.RockasPainterTeam.com

Cardinal Financial  
Matt Askland  
(480) 759-1500 x1001  
www.MyArizonaLoan.com

Geneva Financial LLC  
Danielle Bowers  
777 E Missouri Ave Ste 101  
Phoenix, AZ 85014  
(602) 502-9498  
www.genevafi.com/danielle-bowers/

Guaranteed Rate Christian  
Hernandez NMLS #1427898,  
Guaranteed Rate NMLS #2611  
(520) 264-8696 xHablo Español  
rate.com/christianhernandez

Michael Brandenburg - Nexa Mortgage  
Michael Brandenburg  
2547 N Champlain Ave  
Tempe, AZ 85281  
(928) 304-4111  
www.mbrandenburg.mloboss.com

Nova Home Loans  
John Kean  
6245 E Broadway Blvd  
Tucson, AZ 85711  
(480) 284-3325  
www.novahomeloans.com

## MOVERS

Alpha Movers LLC  
Jenessa Campbell & Michael Mitchell  
(480) 361-9922  
www.alphamoversaz.com

## PAINTING

Camelback Moving  
Chad Olsen  
(602) 564-6683  
www.camelbackmoving.com

## PHOTOGRAPHY

Moore Painting and Restoration  
Jeffery Moore  
(602) 832-5586  
www.moorepaintingandrestoration.com

## PLUMBER

Desert Lens LLC  
Ethan Maurice  
(602) 753-4818  
www.desertlens.net

## PLUMBER

Desert Foothills Plumbing  
Joe Morgan  
38238 N Basin Rd  
Cave Creek, AZ 85331  
(480) 488-2825  
www.desertfoothillsplumbing.com

## ROOFING

AZ Roofing Works  
Austin Gardener and Piper Lindenmuth  
(602) 283-3383  
www.azroofingworks.com

State 48 Roofing  
(602) 527-8502  
www.state48roofing.com

## TITLE AGENCY

Landmark Title  
Kristi Smith  
(480) 695-1585  
www.LTAZ.com



# LANDMARK TITLE WILL LAUNCH OUR IMPACTFUL LIVES SERIES ON JANUARY 2022.

When you look back, do you see someone's footprints in the sand during tough times in your life? Have you caught someone leaving their prints in lives of someone else?

In January, we will show you how you can join us in honoring those who make it a habit to honor others.



WHERE  
EXPERIENCE  
MATTERS.



Thank you to all who  
contributed to the  
Adopt-a-Family project



# Merry Christmas & Happy New Year!



## ►► publisher's note

Hands down, one of my favorite times of the year. I hope you are all enjoying your holiday season with your loved ones. As I reflect back over the year, it seems like yesterday was signing the agreements to start Real Producers Magazine in Scottsdale. In reality, it was exactly a year ago in December 2020 that I had signed those franchise agreements. This last year I've met so many amazing people and have had the privilege to make so many new friends. All because of this magazine platform. In truth, I'm along for the same ride as all the real estate agents that are featured, come to our events, and open the magazine every month to learn something new about one of their fellow agents.

At the end of the day, that's what the entire program is all about nationwide. We help people form connections in the real estate industry. When you forge relationships with people, life is better and in some small way, it will make your business go smoother. I look forward to meeting you all in person in 2022. Feel free to email me or shoot me a text to meet up for coffee. Always remember, there's never a fee to be featured in Real Producers. It's completely free!

Merry Christmas and Happy New Year!



Your Local Resource

**Karynn Waas**

480.760.5623  
kwaas@firstam.com

*"Protecting Client Relationships,  
Budget and Time"*

## Peace, Joy & Laughter

Best wishes for a delightful holiday season filled with happiness and good cheer! I'm so thankful for your dedication and trust, and look forward to working together in 2022.

**Happy Holidays!**



firstamrealestate.com  
Phone Orders:  
800.444.9030



First American  
Home Warranty<sup>SM</sup>

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

AG\_L001\_KWAS\_MP\_12.21

# CAMELBACK MOVING INC.



## We Love Our VIP Realtor<sup>®</sup> Program



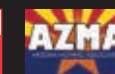
Become a VIP Realtor Member and give your client's special savings and some peace of mind. If a closing is delayed, 3 days, 2 nights, storage is FREE.

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

(Membership is Free to Licensed Realtors<sup>®</sup>)



**CamelbackMoving.com**  
Enroll Online today or call  
**602-564-6683**



US DOT #1635834



**Let Michael help make qualifying for a low-rate mortgage EASY.**



**MICHAEL BRANDENBURG** | Mortgage Expert | NMLS 1924703  
3100 W Ray RD STE 201 Office # 209 | Chandler, AZ 85281  
Phone: (928) 304-4111  
mbrandenburg@nexamortgage.com  
www.mbrandenburg.mloboss.com



Nexa NMLS 1660690



# Lauren House

## Good things come to those who hustle

Fans of NBC's *Fear Factor* might recognize the subject of this story, Lauren House, who was on the stunt/dare game show in 2011 after moving to Los Angeles. Lauren and her teammate were tasked with drinking "Crappucinos"—a concoction of ground-up tomato hornworms, flies, and beetles topped with curdled milk and tomato hornworms. "I could feel their little feet on my lips with every sip," Lauren said. While her team was disqualified due to not finishing the disgusting drinks, Lauren still has fond memories of the experience.

Another memorable experience in Lauren's life was her year studying abroad in Florence, Italy during her junior year of college. "It was the best year of my life," she said. Lauren speaks Italian fluently. "Meeting people, utilizing my Italian, experiencing the small and big cities in Italy, eating the food, learning about fashion and art, then going to see the Michelangelo and artwork in the Uffizi — nothing will ever beat it!"

As for real estate, Lauren got her start in the industry on the commercial side after graduating cum laude from Arizona State University in 2008. "The commercial real estate world opened my eyes in so many ways, especially after being in college where the most important thing was what I was going to wear out that night," she said. Lauren was 22; she had no prior work experience in real estate. Nevertheless, through dedication and willingness to learn, she earned the respect of her peers.

After her years in commercial real estate, Lauren moved to Manhattan Beach in 2011, where she started teaching yoga. "Yoga is addicting—or, maybe it was just for me, so I was always picking up classes, teaching at yoga studios and big corporate gyms, and had private sessions with clients in their homes," she said. Lauren practiced yoga for 11 years.

Sadly, no matter how many hours of yoga she taught, Lauren found that the financial compensation just wasn't enough to continue living in Los



Angeles. So to stay afloat, she obtained her California real estate license. "Since residential real estate is more emotional than commercial real estate, I chose to start my residential real estate career in LA to continue helping people as I did on the mat but on a bigger scale. Since a house sale or purchase is the biggest transaction in someone's life, I knew I could still make a difference in people's lives," she said.

Real estate satisfies two different "buckets" for Lauren. First and foremost, she is honored to help her clients in such a pivotal way. "People put their total trust in me to work hard for them, be transparent with them, and guide them through the process from start finish. That is a huge compliment and I want nothing more than for my clients to have a positive real estate experience," she said.

The second "bucket" is more personal for Lauren. Although she hasn't talked about it, her whole life has been based on how she looks. "Because of what I look like, I have had incredible opportunities fall in my lap, met powerful people, partied with rockstars and celebrities, traveled, etc. At the end of the day, or maybe I should say after doing that for over a decade, it became empty," Lauren said. "Success doesn't come to me in real estate because I'm pretty; it comes because I pour my heart and soul into my business and clients."





parents. “They have always kept this party girl on track while allowing me to do my own thing and figure life out in my own time,” Lauren said. “They have inspired me to be a hard worker, on time, respectful, honest, and always to take the high road.”

Looking forward, Lauren generally leaves her future up to the universe. “I have noticed that when I try to plan my life a certain way, it doesn’t happen, so I’m always open to whatever the universe presents,” she said. “I’m excited to continue living my life with Aaron and going on adventures. Hopefully, we will have a family at some point. Until then, we are going to live it up and cross some things off our bucket lists!”



Professionally, Lauren hopes to grow to have a small team behind her. “I want to continue helping my clients but also help new agents. It’s fun watching people grow, change and struggle to accomplish their goals,” she added. “I want to be a part of that and inspire people to break their own personal limits and believe in themselves. But, past that, I have some soul-searching to do.”

...

I bring my clients value and what I look like has nothing to do with the value they need as a buyer or seller. I guess, in a way, I just need to prove to myself that I’m more valuable than what meets the eye.”

Outside of real estate, Lauren and her boyfriend, Aaron, have two kitties: Bentley the Bengal and Claire the Siamese. While Lauren is usually singing made-up songs to her cats, Aaron is an outdoorsman and is broadening Lauren’s horizons to that lake and mountain life. “He even took me ice fishing in -16 degree weather,” she said. Aaron owns a boutique adventure company, Escapade Shuttle, so the couple has been visiting Arizona wineries.

Lauren couldn’t let the opportunity pass without mentioning how utterly grateful she is for her



# Is “Home” on Your Clients Holiday Wish List This Year?

**During this busy season, I am available to guide your clients seamlessly through the loan process with patience and expertise.**

**CHRISTIAN HERNANDEZ**  
VP OF MORTGAGE LENDING

Hablo Español  
(520) 264-8696 | [christian.d.hernandez@rate.com](mailto:christian.d.hernandez@rate.com)  
[www.rate.com/christianhernandez](http://www.rate.com/christianhernandez)

**guaranteedRate**

[Christian Hernandez] NMLS 1427898 | AZ License LO-0940996 | © Guaranteed Rate 2021 NMLS ID 2611 | 3940 N. Ravenswood Ave., Chicago, IL 60613  
For licensing information visit [nmlsconsumeraccess.org](http://nmlsconsumeraccess.org) | Equal Housing Lender. Conditions may apply • AZ: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #0907078 |

**OLD REPUBLIC HOME PROTECTION**

**THE STARS ALIGN**  
*when Real Producers work together!*

You’re committed to your clients, and we’re committed to you!  
Add ORHP’s home warranty to your winning team today.

Call or email me today to learn more!

**Tara Carter**  
Senior Account Executive  
800.282.7131 Ext. 1243  
C. 480.707.7779  
[TaraC@orhp.com](mailto:TaraC@orhp.com)  
[my.orhp.com/taracarter](http://my.orhp.com/taracarter)

*People Helping People*

This is a paid advertisement.

**Wishing Everyone A Joyous Holiday Season.**

You deserve a retirement worthy of a lifetime of love. Let’s talk about a solution that works for you and your goals.

**Jarod Mills**  
Financial Services Professional  
14850 N Scottsdale Road  
Suite 400  
480-760-1338  
[jmills00@ft.newyorklife.com](mailto:jmills00@ft.newyorklife.com)

**NEW YORK LIFE**

CA Insurance Lic # 4101667  
SMRU1861726 (Exp. 07/30/2022)  
©2020 New York Life Insurance Company,  
51 Madison Avenue, New York, NY 10010  
All rights reserved. NEW YORK LIFE, and the NEW YORK LIFE Box Logo are trademarks of New York Life Insurance Company, Registered Representative offering securities through NYLIFE Securities LLC (member FINRA/SIPC)





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**

ROC 325352

**602-527-8502**

**f @State48Roofing**





» business spotlight

Story by Lindsey Wells  
Photos by Red Hog Media

# Desert Foothills

## PLUMBING

Your definitive choice for plumbing

**Proverbs 11:25: “A generous person will prosper; whoever refreshes others will be refreshed.” In life and business, that Bible quote perfectly embodies Joe Morgan and the way he conducts business. As the owner of Desert Foothills Plumbing, Joe is all about transparency and providing concierge-level customer service. You’d be hard-pressed to find another business owner who is more dedicated to his customer base.**

Desert Foothills Plumbing started in the heart of Cave Creek over 44 years ago. Since then, Joe and his team of professionals have been serving the area on a foundation of integrity and quality work.

Before getting into the plumbing industry, Joe taught private lessons as a drum instructor and volunteered as an instructor at a local high school. In addition, he worked in IT with mapping software and websites.

When the opportunity arose to make some extra money at a local plumbing shop owned by the father of one of his friends, Joe took it — and the rest, as they say, is history. “I found that I was pretty good at plumbing; it just made sense to me,” Joe said. “I worked my way up from the bottom with hard work, determination, a positive attitude, and being unafraid to say ‘yes’ when everyone else said ‘no.’”

Fast-forward to today and Joe finds great reward in passing on the knowledge he has gained over

the past 22 years in the industry. “There’s always been something very satisfying about helping others when they are often having a rough day due to a plumbing issue,” he said. “I truly have the heart of a teacher and love helping others.”

Desert Foothills Plumbing is a full-service plumbing company with a strong focus on residential and commercial service. They do it all — repair and replace water heaters, water softeners, reverse osmosis systems, toilets, faucets, disposals, bidets, hose bibs, water piping, gas piping, drain piping, underground plumbing, and more.

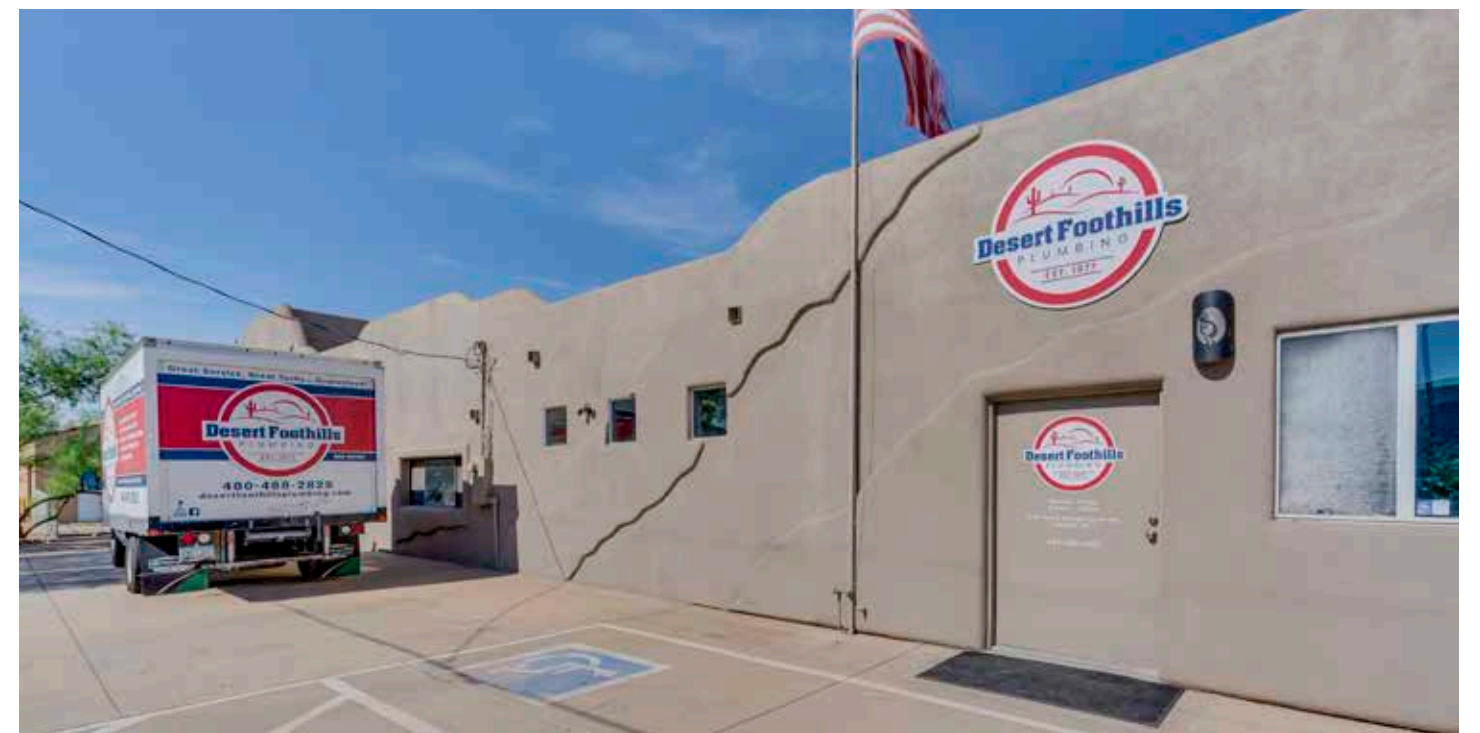
Having been established in the community for over 40 years, Desert Foothills Plumbing and its team are incredibly well-versed in the area and local communities that they serve. All of the company’s technicians are drug-free and background checked and receive continuous training in the latest plumbing trends and technology. “Our experienced and truly

professional techs are what separate us from the rest,” Joe said.

Joe places a 100% satisfaction guarantee in writing for all repairs and installations performed by his company. “Those are more than just words on a page to me,” he said. “I am hard-wired for customer service and will not rest unless Desert Foothills Plumbing has exceeded your expectation. There is no red tape between my customers and me; if there’s ever an issue, whether it’s work-related or personal, I’m always available and will help in any way I can.”

Joe lived in the Kansas City area all his life, so, naturally, he’s a die-hard Kansas City Chiefs fan. He met his wife, Jennifer, shortly after high school. They’ve been happily married now for 20 years. They have one son, Joey, 9, who Joe says is the best kid on the planet. The day that Joe and Jennifer welcomed Joey into the world nine years ago was a memorable one—but the memories turn from joy to terror, as Joey had a stroke

...







during the birthing process. Thankfully, he has had no side effects since then and is perfectly happy and healthy with a heart of gold like his dad.

“Events like this do tend to shape and change your view of the world and the people around you,

though,” Joe said. “You begin to treat people with more kindness, more respect, with a deeper sense of understanding for the struggles and trials that they might be facing in their own lives. You realize that there are good people in the world who really do just want to help for the good of helping, with no hidden agenda. It was definitely a pivotal moment in our lives.”

As a family, they love to travel, whether it’s a weekend getaway or the trip of a lifetime. They also love to be outdoors, enjoying a magnificent view. “And if you can add fishing, boating, camping, and hiking to that mix, that’s where we want to be,” Joe said. “Our friends and family laugh because we always seem to be gone in the spur of the moment—and sometimes we don’t even know where we’re going. We’ll hit the road and decide on a destination later!”

As for what the future holds for Joe and his business, he hopes his future is full of health and happiness for his family. “Professionally, I will always strive to make a better work environment for my team and hope that they too have health and happiness for themselves and their families,” he said. “Desert Foothills Plumbing is the vessel, and I truly enjoy working with the team I have to achieve this.”

Call 480-488-2825 or visit  
[www.DesertFoothillsPlumbing.com](http://www.DesertFoothillsPlumbing.com)  
for more information.



**Great Service, Great Techs**  
GUARANTEED!

**20% OFF**

**any service or installation!**  
Expiration 12-31-2021. Not valid with other discounts.

**Full-Service  
Plumbing For All Your  
Plumbing Needs**

24 Hour Emergency Service  
Professionally Trained Techs  
Licensed and Insured

**480-488-2825**

info@desertfoothillsplumbing.com  
[www.desertfoothillsplumbing.com](http://www.desertfoothillsplumbing.com)

*We take the pain out of* **PAINTING**

*Your Trusted Provider for all of your Painting & Repair Needs.*



**Moore Painting &  
Restoration**

*Schedule your personalized estimate today!*

(602) 832-5586 · [moorepaintingandrestoration.com](http://moorepaintingandrestoration.com)

- Interior/Exterior Painting
- Pressure Washing
- Drywall Repair
- Fascia Replacement/Repair
- Driveway Cleaning
- Epoxy
- And Much More

**HOME INSPECTIONS**  
That Bring Your Clients  
*Closer to Home*



**We make every inspection  
A Team Effort**  
Give us a call today!

(480) 546-8040   
[hometeam.com/scottsdale](http://hometeam.com/scottsdale)

**GENEVAGO**  
Human-Friendly Homebuying™

- APPLY IN UNDER 10 MINUTES
- ONE-CLICK CONNECT TO HUMAN PROS
- CALCULATE MONTHLY PAYMENTS
- UPLOAD DOCUMENTS SECURELY
- HOMEBUYING PROGRESS TRACKER

MERRY  
*Christmas*



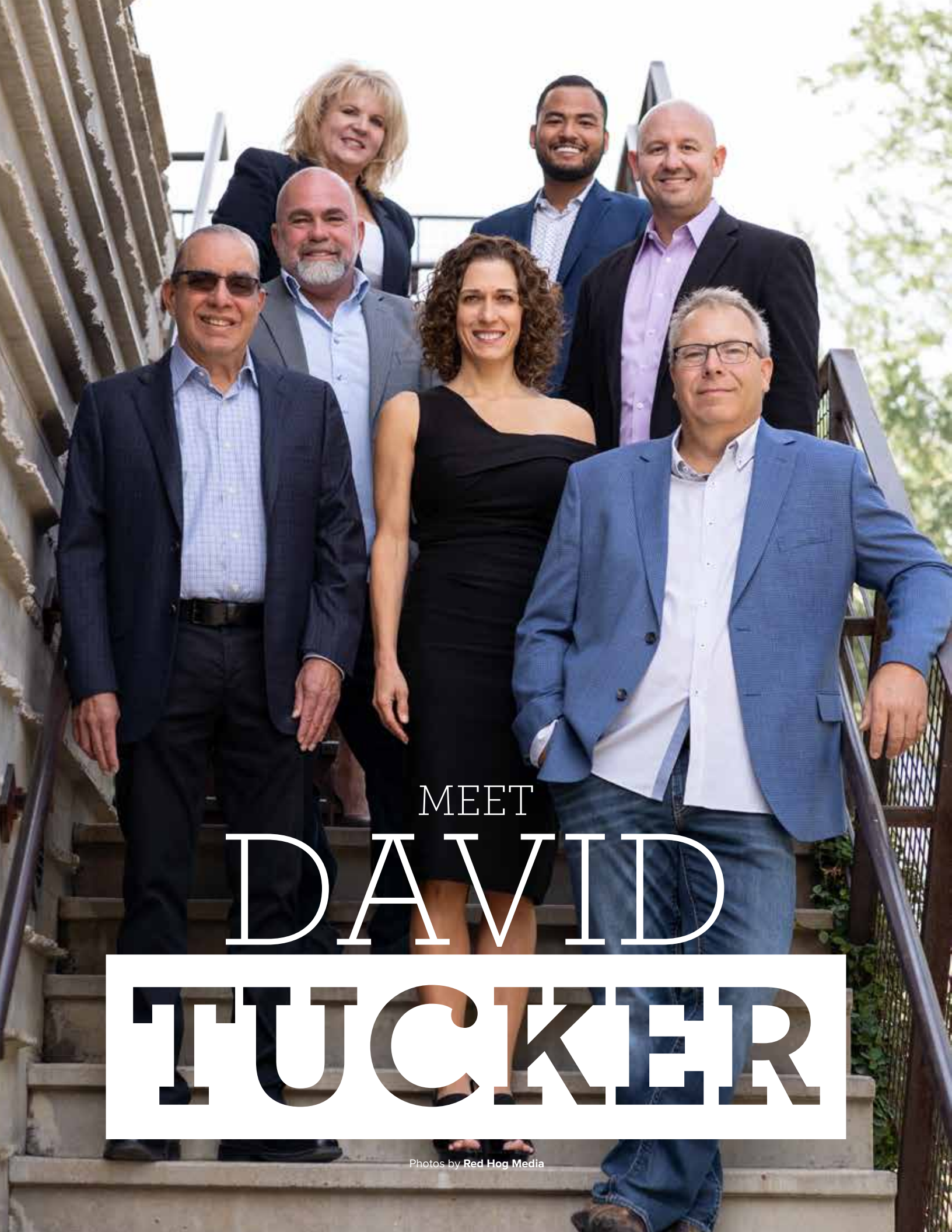
**DANIELLE BERNZEN**  
(602) 502-9498  
dbernzen@genevafi.com  
Loan Officer | NMLS #1775056  
[Genevafi.com/danielle-bernen](http://Genevafi.com/danielle-bernen)

**GENEVA**  
FINANCIAL

**LOAN**  
Informers  
OUR knowledge is YOUR power!

Copyright © 2021 Geneva Financial, LLC, NMLS #42056 • All loans subject to qualifying factors. Not all applicants will qualify. Equal Opportunity Lender and Equal Housing Lender. 3165 S. Price Rd Chandler, AZ 85248, 1-888-889-0009, AZ BK #0910215





MEET  
DAVID

TUCKER

Photos by Red Hog Media

## NEVER LOSE SIGHT OF WHAT'S IMPORTANT

### ▶ featured agent

Story by Lindsey Wells

**P** “Progress is impossible without change.” It’s unclear from whom that quote originated, but David Tucker

knows the truth behind those words all too well. Throughout his childhood, David always knew exactly how to answer this age-old question: “What do you want to be when you grow up?” He knew from a young age that he’d follow in his father’s footsteps to become a medical professional. The funny thing about life, however, is that it doesn’t always stick to the script.

A small Colorado town named La Junta was the backdrop for David’s childhood. His father, a well-respected chiropractor for nearly 40 years, ran a family practice—the same practice that David planned to run one day. When David was 8, his parents divorced, and his mother moved to Scottsdale. David spent every summer after that in Arizona and fell in love with the desert.

After high school graduation, David went straight to college in pursuit of becoming a chiropractor. “One semester of pre-med college was all it took for me to realize being a small-town doctor was not what I was meant to do,” David said. At 18, his plans were changing. While he had little idea what to do next, David was sure of one thing: his future was in Arizona.

David left his small-town life behind and began a new life in the Grand



Canyon State. He started a career working extensively in movie theater management, contracting, and maintenance management. Eventually, however, David reached a pivotal moment in his young life where he realized he just wasn’t happy. It was 1998; David began weighing his options. Would he

return to college? Explore different paths in contracting and property management? David even considered home inspecting at one point.

Meanwhile, David’s best friend, Del Rounds, had become a real estate agent and saw immediate success. After some encouragement, Del convinced David to take a leap of faith and join him in the real estate industry. David didn’t know it then, but that risk would pay off in ways he would never imagine.

...





David's background in contracting has been beneficial for the nuts and bolts of real estate transactions, especially when navigating through the due diligence period. He can quickly identify and assess conditions that might otherwise prove daunting to those that lack his unique expertise.

David's first wife of 23 years, Andrea, is now his personal assistant. David refers to her as his "Swiss Army knife" because she is a professional multitasker. "She's an incredible friend and an invaluable part of my team," he said.

With over two decades in the business, David has never lost his desire to go the extra mile. Because of this, it's no surprise that his past clients jump at the chance to refer their go-to Realtor. "That's the ultimate reward," he said. "When my clients come back to work with me and refer me to their family and friends, there is no higher compliment an agent can get!"

David and his fiancé, Amanda Augustine, met six years ago and have been inseparable ever since.

They enjoy golfing, barbecues with friends, wine tastings, biking, motorcycles, and perhaps most importantly, their two dogs, JJ and Penny. David is looking forward to his and Amanda's wedding this month (December 2021).

Looking forward seems to be a common theme in the life of David Tucker. You may recall the quote in this article's opening paragraph, "Progress is impossible without change." Change is unavoidable, but take it from David: embrace it; the best is yet to come. "Although I've been doing this for 23+ years, I still feel young in this business. I feel like my biggest successes are ahead," he said. "I love my company; I love the place I'm fortunate to work at; I love the people I'm surrounded by. Real estate is an amazing career that has been incredibly rewarding to me in ways that I cannot describe."

**I love the people I'm surrounded by.** Real estate is an amazing career that has been incredibly rewarding to me in ways that I cannot describe.



...

Drive and determination are two words that come to mind when trying to compile the perfect description of David. He hit the ground running after his initial stride into real estate 23 years ago. David closed his first home in less than 30 days after beginning in April of 1998 and closed 16 more homes by the end of that year. His efforts have little to do with awards and accolades-and there have been many. For David, it's about the people he serves.

As an agent with RE/MAX Fine Properties and founding partner of The RTT Home Group, David lives and works by one motto: "Excellence Above, Service Above, Agent Above." He strives each day to find ways to set himself apart as "An Agent Above."

David said, "When I started in this business, my friend and partner said a few things that stuck in my head: 'You can't eat escrows,' and 'Nobody else can do your push-ups.' Those words have been important to live by in this business because you can't take anything for granted, and you can't take shortcuts."







Photos by Red Hog Media

# XSell

## REAL ESTATE GROUP

**“The best interest of the client is the only interest to consider.”**

“If you always do what you always did, you will always get what you always got.” While Albert Einstein most likely wasn’t referring to real estate when he said those words, they ring true for Martha Andrews and her team, XSell Real Estate Group, of Keller Williams.

Real estate was on Martha’s radar since the 1980s — she graduated from college with a business

degree focused on real estate. After college, Martha worked in marketing and property management with luxury apartments before taking a break to focus on family. She started back in real estate, on the residential side, in 2012.

From there, Martha was working on building up her team, but there was an underlying issue she needed to address. “I felt that there were some

things that could be done differently to encourage agents to stay with the team longer,” she said. A traditional real estate team model tends to have a high turnover rate. “My dream was to build a team where the team leader teaches the agents how to run a business and helps them develop their own business and identity. If this is done correctly, the agents will stay longer and be profitable.”

So, in 2016, Martha began forming her team using the model she created. She started with the premise that she would find like-minded agents who wanted to develop a robust business independently but appreciated outside collaboration and support.

Now, Martha leads a team of 17 agents, all running their own businesses but having support from her as their coach. “They love the collaboration from our team atmosphere. And I’m just their coach; I’m available to them when they need me. So it’s really a fun situation, and what happens is they end up sticking around with us.”

Outside of real estate, Martha considers herself to be the luckiest mother in the world. She has four kids and two grandkids. Her oldest son is doing his oncology urology fellowship at MD Anderson in Houston. Her other son works with her in real estate. Her daughter just finished dental school and is working in Houston as a dentist. And her youngest son is an NFL player for the Baltimore Ravens.

Martha’s son, Charles Andrews, joined the XSell team five years ago. Before that and after college,

he was selected to do a two-year fellowship and Colorado leadership program. After that, when his mom suggested he join her in real estate and make a career out of it, he did just that. “And that was the best decision I could have made,” Charles said.

Charles echoed his mother’s sentiments about their unique business model; they put their agents first above all else. After all, a business is only as successful as its employees/agents. “We’re here because we want our agents to want to be here and stay with us because there’s so much growth potential,” he said. “We didn’t put ‘Andrews Real Estate Group’ in our name because it’s not fair or accurate—this group is just as much theirs as it is ours.”

“  
We’re here  
because we  
want our agents  
to want to be  
here and stay  
with us because  
there’s so much  
growth potential.”

When he isn’t doing real estate, Charles likes to remodel homes on the side as a hobby. And, of course, with a brother in the NFL, he travels to games as often as he can. “Living in Arizona, my team has to be the Cardinals. But, when your brother’s playing football, you kind of stop watching the other sports and just become a fan of your brother and whoever he’s playing for,” Charles said, laughing.

Ashlee Donaldson, who has been with XSell since its inception, has been a licensed REALTOR® since 2008 and started selling full-time seven years ago. Ashlee worked in her family’s appraisal company



...



...

until 2015, when she reached a point in her life where it was time to expand her reach in the real estate world.

One year after starting with Keller Williams Arizona Realty, Ashlee was fortunate to get her first luxury property. She knew that she needed to team up with someone who could lend their knowledge and prior experience in the luxury real estate market. “That’s how Martha and I really connected and started organically working together,” Ashlee said.

“  
The best interest of the client is the only interest to consider.

“Martha is just one of those individuals that, when you meet her, you will instantly like her and you will instantly feel a connection to her,” Ashlee added. “And that’s the truth for anyone that meets her. So my desire to work with her was purely out of the idea that I liked her foundation for herself and her business. I liked the integrity that she stood for, and I just really liked the way that she conducted herself on a personal and professional level.”



Ashlee has been married to her husband, Chris, for 14 years. They have two boys, Bode and Luke. Last year, Santa brought the family a Can-Am for Christmas, so they can often be found romping around in the dirt and desert. “We are also avid skiers; you will find us snow skiing. We have ventured into mountain biking. I would just say truly anything that’s outdoors and active. That’s where a lot of our life is.” Ashlee is also an avid equestrian, having grown up in the quarter horse world. Although it has taken a backseat to work and family, it will always be part of her life.

Transparency, trustworthiness, and authenticity are integral to how Martha, Charles, Ashlee, and the entire XSell team operate their business. This sentiment rings true for both their clients and fellow team members.

“XSell has found a home at Keller Williams Arizona Realty where the culture has allowed my unique team model to flourish,” Martha said. “I have the most incredible and diverse team of agents who all share the same

goals in business. It’s a collaboration of like-minded people and it all comes down to how we serve our clients.”

After all, “The best interest of the client is the only interest to consider.” That is not merely XSell’s slogan; it’s the foundation on which they’ve built their business. Whether helping buyers find their dream home or sellers close one chapter and open a new one, this team strives to be a beacon of light for each and every client.



**WARM WISHES TO**  
*You & Yours*

From our family to yours, we wish you a safe and happy holiday season.

**Ted Mausbach, Agent**  
8124 E Cactus Rd Ste 420  
Scottsdale, AZ 85260  
(480) 951-5058  
tmausba1@amfam.com

**AMERICAN FAMILY INSURANCE**

American Family Mutual Insurance Company, S.I. & It's Operating Companies,  
American Family Insurance Company,  
6000 American Parkway, Madison, WI 53783 008897 - Rev. 1/19 (c)2016 - 15034945

**DESERT LENS REAL ESTATE PHOTOGRAPHY** DESERTLENS.NET

**CAPTURE ATTENTION WITH DESERT LENS**

& Our State of the Art TruLens® Technology

10% OFF YOUR FIRST SHOOT W/ CODE: **TRULENS10**

- TruLens® Photographs
- Drone Photo & Video
- Stunning Video Tours
- Matterport 3D Tours
- Virtual Staging & More

**Alpha Movers**  
Let Our Pack Move Yours

WANT TO KNOW HOW you can **SAVE 5%** on your total balance?

**Give us a call!**  
**480-361-9922**

Experienced & Reliable with over 17 years in the moving industry! **f** **s**  
[www.alphamoversaz.com](http://www.alphamoversaz.com) • [info@alphamoversaz.com](mailto:info@alphamoversaz.com)

You’ve mastered the **Art of Selling Luxury Homes**, now let us show you the **Art of Home Financing**.

Rely on seasoned professionals who will devote the same meticulous care to customizing your clients’ mortgage.

**Experience the Bell difference with the Rockas Painter Team.**

- Exclusive Jumbo Loan Programs
- Physician/DDS program with low down payments and no MI
- Privately Owned with Portfolio Lending Programs since 1880
- Serving Arizona for nearly 30 years

**ROCKAS PAINTER TEAM**

**Bell Bank Mortgage**

**RockasPainterTeam.com**

**Margo Rockas**  
Sr. Mortgage Banker  
margorockas@bell.bank  
602.315.2575

**Laura Painter**  
Sr. Mortgage Banker  
margorockas@bell.bank  
602.451.2844

**MOVING CAN BE STRESSFUL... We Can Help!**

**Alpha Movers**  
Let Our Pack Move Yours

**WANT TO KNOW HOW you can SAVE 5%** on your total balance?

**Give us a call!**  
**480-361-9922**

Experienced & Reliable with over 17 years in the moving industry! **f** **s**  
[www.alphamoversaz.com](http://www.alphamoversaz.com) • [info@alphamoversaz.com](mailto:info@alphamoversaz.com)





**Red Hog Media Provides:**

Real Estate Photography  
Aerial Photography  
Videos  
360 Tours  
Twilight Images  
Virtual Staging  
Business Headshots  
Floor Plans  
& More

## Exceptional Homes Deserve Exceptional Photography

Schedule your next photoshoot online at:  
[www.redhogmediaaz.com](http://www.redhogmediaaz.com)

*Red Hog*  
MEDIA

Lauren Gettman  
Owner/ Photographer  
208.870.2334



# 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



*"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







*Landmark Title  
wishes you a  
Merry Christmas  
and  
Happy Holidays!*

**ADOPT  
-A-  
FAMILY**



Homeless  
Engagement  
Lift  
Partnership

helping others in need

THANK YOU TO ALL WHO CONTRIBUTED TO ADOPT A FAMILY.

**GOODYEAR**

2440 N. Litchfield Road, Suite 101  
Goodyear, AZ 85395  
623-250-4859



A Shaddock Company

Landmark Title Assurance Agency is part of the Shaddock Holdings family of companies

**PRESCOTT**

3623 Crossings Drive, Suite 111 & 127  
Prescott, Arizona 86305  
928-756-0001

**KIERLAND**

7047 E Greenway Pkwy Suite 100  
Scottsdale, AZ 85254  
480-476-8200

**RAINTREE**

14500 N. Northsight Blvd Suite 208  
Scottsdale, Arizona 85260  
480-977-1300

**SOUTHEAST VALLEY**

3303 East Baseline Rd 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 Rd Suite 275  
Phoenix, Arizona 85016  
602-748-2800

**ARROWHEAD**

17505 N. 79th Avenue Suite 403  
Glendale, Arizona 85308  
623-259-8300