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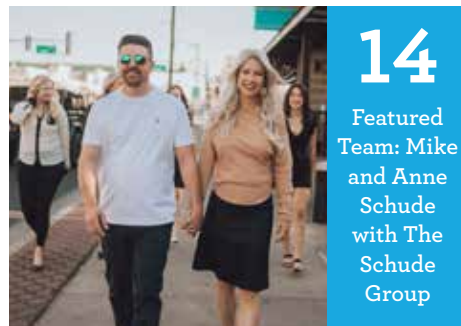
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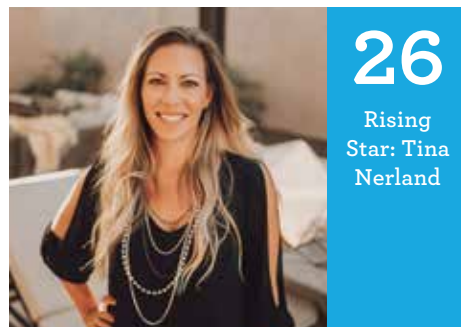
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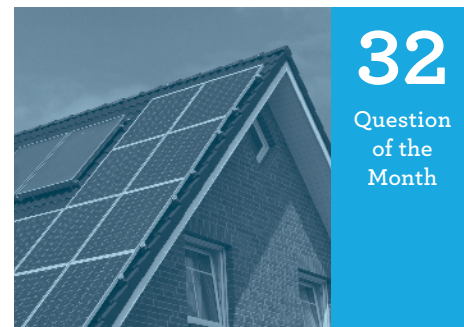
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MEET THE EAST VALLEY REAL PRODUCERS TEAM



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Nova Home Loans, Chris Lawler

Chris was born in Germany and has had the opportunity to travel the world being part of an Air Force Family. He finally settled in Tucson and started his mortgage career in 2009 with Nova Home Loans. Since then he has excelled to become a Senior VP, Team Lead for the Lawler Team, and Branch Manager of the Chandler Arizona location for Nova Home Loans. Whether it's donating \$50 from every closed file to charitable organizations that support adoption/foster care or seeing the excitement of a first-time homebuyer receiving their keys, Chris truly has a passion for helping others. In his free time, he enjoys spending time with his wife Caitlin, and their four children.



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RE/MAX Foothills
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Ann Schude
Keller Williams Integrity First
I recite these words daily to myself as a constant reminder of what I believe in and to stay grounded.



Tina Nerland
ProSmart Realty
“Don’t worry about failure, worry about the chances you miss when you don’t even try” - Jake Canfield

“Believe in yourself and all that you are. Know that there is something inside you that is greater than any obstacle. Promise yourself to be so strong that nothing can disturb your peace of mind. To talk health, happiness and prosperity to every person you meet. To make all your friends feel that there is some thing in them.” - Christain D. Larson



Mike Pehrson
Fairway Independent Mortgage Corporation
“Success is liking yourself, liking what you do, and liking how you do it.”

► sponsor spotlight

By Dave Danielson

FAIRWAY INDEPENDENT MORTGAGE

Going the Distance

One of the surest signs of lasting success is when you witness someone working as hard during the good times as they do when business is tough to come by.

That's the kind of partnership you enjoy when you work with Fairway Independent Mortgage.

Mike Pehrson is Senior Loan Officer and Fairway Independent Mortgage ... a resource that goes the distance for you and your clients.

"I have over 15 years of mortgage lending experience," Mike says. "I genuinely care about every single client who works with us. As a result, our team works extremely hard to make sure that they send us a 5-star rating. Each "5" that we get represents happy people — and referrals for the future."



Photo Credit Devin Nicole Photography



Photo Credit Devin Nicole Photography

Earning Accolades

Those efforts pay off in a wide range of ways. In fact, Fairway Independent Mortgage ranked as the number one purchase lender in Arizona in 2020.

It's a lofty spot of honor that they still hold through the first half of 2021.

It's clear that Fairway Independent Mortgage has a can-do spirit of creating results that is reflected in its full-range of products.

"We have a wide spectrum of products," Mike explains.

"We are a correspondent lender offering everything from down payment assistance to jumbo loans and beyond. If there's a way to do a loan, we'll find it for you."

Teamwork in Action

At the heart of that spirit is teamwork.

"Everybody on my team are well-trained professionals who have been in the business and who are very talented," Mike says.

"Our company was voted the number one mortgage bank to work for ... six straight years. It's a family atmosphere. We have the ability to close deals in six days where another lender may decline."

When Mike talks about his team members, the pride he has in them comes through loud and clear.

"The people on my team are top-notch. Everyone is super ... the best in the business. We have our own in-house underwriting. I also have a processor, and an assistant," Mike explains. "We communicate very well. Everything is very fluid and seamless. We communicate continuously through our CRM. Our goal is always to get so much information that our partners and clients never have to ask. We have their backs 100 percent."



What Matters Most

As Mike explains, his team is all about focusing on relationships.

"I think it really comes down to the fact that we love having the ability to help people any way we can," he smiles.

Family is at the heart of life for Mike. He always looks forward to time with his two sons—Jacob and Jaxon, his girlfriend Karen and their two rescue dogs from Aruba – Bonzai and Tucker."

"They are my world," Mike emphasizes. "I work very hard so we can get away and come

to places like Rocky Point, Mexico and our vacation / farm home in the Mid-West."

Giving back comes naturally for Mike, as well. Mike comes from a long line of veterans.

"My dad was a combat pilot in Vietnam. My grandfather was a combat veteran in the Korean War. I love helping veterans. There's not enough that can be done for them," Mike says. "I do a lot of credit repair and put them on the path to purchasing a home or a refinance."

When you talk with Mike, it's easy to see the amount of care and compassion he feels and works with. It's all part of providing exceptional service and going the distance.

For More Information about Fairway Independent Mortgage:

Website: www.AZMortgageMike.com

Phone: 602-799-1324

Email: Mike.Pehrson@FairwayMC.com

Mike & Ann SCHUDE

with The Schude Group



Photo Credit Devin Nicole Photography

‘Go Gilbert’ Growth and Impact

It’s true that the most successful people in any field are those who truly believe in the cause or product they’re working for.

That definitely holds true with Ann and Mike Schude of The Schude Group with Keller Williams Integrity First Realty.

When you talk with them, it’s easy to see that they have a true passion for their careers ... helping their clients while sharing the Go Gilbert story they created in 2017.

“Mike loves marketing. We had heard about community groups in neighboring areas,” Ann remembers. “We thought Gilbert is such a great place, so it should have a community group, too. So we created it. On June 1, 2017, we thought let’s do a video in front of the iconic Gilbert water tower.”

That’s how the Go Gilbert phenomenon began with an extremely popular online presence on Facebook.

“As part of this, we did a lot of video marketing about small businesses in the community. We asked if we could come do a video and spotlight business owners, and do some type of giveaway for the community at the same time,” Ann says. “It took off from there. Most of the time I’ve dressed up in some type of costume that would catch people’s eyes as they scrolled through.”

Ann and Mike’s efforts have definitely paid off, earning much-appreciated awareness of their efforts and the area they love so much.

“We are up to about 70,000 followers,” Ann says with a smile.. “It has really helped us build our business. In fact, we estimate that about 35 percent of our business can be traced to Go Gilbert.”

Of course, Go Gilbert is just part of the massive success story that Mike and Ann continue to build upon each day.

Getting Their Start

Ann was born in Kansas. When she was 4 years old, her family moved to Arizona, where she was raised. She graduated from Arizona State in 1999, having married Mike in 1998.

As she says, “We were high school sweethearts and had started dating when I was 16 years old.”

Mike was born and raised in a family of entrepreneurs. His father was the head of the largest private payphone company in the nation. When the telecom industry was deregulated, Mike’s father saw an opportunity to start his own business, and the family moved to Arizona.

For a time after graduating from college in 1999, Ann worked as a telecom company recruiter.

“It was a high-stress position and I took time off to have our son, Brandon,” Ann says. “At the same time, Mike had started his own cell phone business. I helped him with business-to-business sales. We sent out mass faxes with specials for organizations to get 10 or more phones for employees through T mobile and other carriers. That went great until they passed a law that created fines for unsolicited faxes.”

...



Mike and Ann at Oktober Fest



Ann and Mike at a Lady Gaga concert in Vegas



Ann and Mike in Puerto Penasco



Photo Credit **Devin Nicole Photography**
The Schude Family: Avery, Ann, Mike and Brandon



Photo Credit **Devin Nicole Photography**
Ashley McCombs, Ashley Trathen, Jennifer Dekker, Mike Schude, Ann Schude, Jasmine Winn, Stacy Sotille

“
It’s been a
great time
working together.

We’re still selling
a lot, *and* we’re
still married.

...

In time, Mike’s path took him into the mortgage business.

“At the same time, I thought about putting my degree in political science and interest in contract law to work,” Ann says. “I thought with real estate, you have contracts, and I felt that might be something interesting for me.”

Joining Forces

Ann earned her real estate license and started blazing a path of success. It wasn’t long before Mike saw Ann’s results and joined her in the business.

“It’s been a great time working together. We’re still selling a lot, and we’re still married,” she laughs. “Two years ago we joined Keller Williams. We had been in the 30 to 40-unit bubble with just Mike and I working together.”

The next challenge? Breaking through and taking their production to a new level.

“Mike was doing lead generation and I was working with clients,” Ann says. “We didn’t know how to make that transition from what we were doing to something bigger.”

That’s when they attended Keller Williams’ Family Reunion.

“We were in love from the start,” Ann says. “Keller Williams has amazing systems and models so you don’t need to reinvent anything.”

Building a Team

Soon, Ann acted on her vision to build a team.

“I was driven by the idea that I could built a team and be able to help other people at a much faster rate,” she says. “Keller Williams helps you learn how to be a successful business owner. It inspired me to grow and help others. This is life-changing.”

Ann smiles when she talks about those who team up with she and Mike every day, including Ashley Trathen, Director of Marketing; Ashley McCombs, Lead Sales Agent, along with agents Stacey Sotille, Jasmine Winn and Jennifer Dekker, who serves as Transaction Manager.

The results have been amazing through time. Last year, the team recorded a remarkable total of 100 units representing nearly \$40 million in sales volume. The goal this year is 150 deals.

The Rewards of Life

Away from work, Ann and Mike enjoy time with their children—their son, Brandon, who just wrapped up his junior year in college, and their daughter, Avery, who graduated from Gilbert Christian High School.

In their free time, Ann and Mike can often be found hanging out with friends and family. They also enjoy

wine tasting. Ann has a passion for running, too.

The local community benefits directly from their efforts each day. Favorite organizations to support serve U.S. military veterans who deal with PTSD, along with the Gilbert Food Bank and the Gilbert Senior Center.

Those who know Mike and Ann appreciate their compassionate caring, expertise and understanding of their clients’ needs.

“Over the last few years, I lost both of my parents to illness, along with several friends at a very young age,” Ann says. “No one is promised tomorrow. It puts life in perspective. Time is short. You’ve got to do what you love and you need to do it now.”

Area residents rely on Mike and Ann and their drive to serve their clients and their community ... as they Go Gilbert!

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What Do I Do?



We are more than a quarter of the way through 2021 and a lot of people are struggling right now. Your people are struggling right now; we have an opportunity to take this intense time and make it work for us and our team. But How? Here are three things you, as a leader, can do to support and energize your team right now.

Love on your people! Most relationships die because we stop taking care of our partner as we did in the beginning. Check-in with your relationships, have

you stopped dating your people? Show your agents and team they are appreciated by you. As the leader of your team, it's your job to treat your agents like you did when you were trying to get them on your side. Bring that energy back by taking care of the five love languages in the workplace.

Most leaders desire to take care of their people but they leave it up to memory and willpower. You need to create a process to maintain the relationships. So ask yourself: are you taking care of your agents in a meaningful way that speaks to them. Now,

remember, words of affirmation don't work for every person in your office- you need to come up with a detailed plan that caters to each person's individual needs. As a leader, implementing a systematic approach to loving your people in the way that speaks to them is an absolute must. It doesn't sound very romantic but it's better to have a plan in place than realize you missed a team member.

Another way to support your agents/team is to be clear on the team's **how what and why**. There is nothing worse than someone running enthusiastically in the wrong direction. One of the best ways to clarify your goals and your team's goals is to figure out the Key 3. "The Key 3" are the three **key** actions needed every day to keep your team moving in the right direction. Make sure that every member of your team has their own **Key 3** to build momentum in the office. If you need a tool kit to figure out your Key3, Hero Nation is here to help!

The third step in supporting your people is by making sure they are hungry, humble, and smart. Do they want this, are they coachable and do they have the emotional intelligence? The truth is that many people are experiencing resistance to reality and that is bringing them down. As the leaders of our team, we need to make sure our people are ready to put in the work, learn, and aren't resisting reality. The truth of the matter is there is a huge opportunity

right now to help your people through this time with some tough love. Make sure they are ready to put in the work and that they are taking this market into their own hands.

As leaders it's your job to love on your people, make sure they're going in the right direction and have some tough love; don't pour your energy into people unwilling to do the work. **Lean in.**

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In the past decade, he has coached and trained over 6,000 entrepreneurs, awarded 30 under 30 by REALTOR® Magazine, and ranked one of the top coaches in the world.



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CRAIG PECK

PUTTING IT ALL TOGETHER

The real estate landscape can be an intimidating place with obstacles and numerous pitfalls. But you can make it through when you have an experienced, caring professional like Craig Peck.

As an iconic industry leader and Broker Associate with RE/MAX Foothills, Craig continues to lead others to success on their own individual paths ... helping them build success by putting it all together with them.

ICONIC LEADER

With 42 years of experience as a REALTOR®, Craig holds the illustrious title of REALTOR® Emeritus with the National Association of REALTORS®.

Truly, Craig's tradition of building quality can be traced back before he joined the real estate industry.

"I grew up in East Mesa," he recalls. "I built homes with my father starting about the time I was 12 years old. I did everything from sweeping floors all the way through to creating the bids and doing the drawings and actually framing the homes. I also got



involved with plumbing, electrical and roofing. I've done all of it."

Craig worked in construction until he was in his late 20s.

"Around that time, I saw that my parents had listed their home with some nice people from Century 21 and I thought that was very interesting work," he remembers. "I got the bug."

Through the years, Craig has helped many clients and team members move forward in life.

"I got involved in the late 1970s. I was fortunate to become successful very quickly. I was always the cheerleader and the coach," he says.

GAINING EXPERIENCE AND EXPERTISE

In the 1980s, Craig sold real estate at an



ever-increasing rate. In the process, he earned a wide range of local, state and national awards. In fact, in the 1980s, he was consistently one of the top-producing agents in America each year. In fact, in one year, he and his small team recorded more than 300 closings.

In time, the economic crash of the late 1980s caused a change in the landscape.

"At that time, the Savings & Loans disappeared," he says. There are always ups and downs in real estate. We forget that sometimes when we're in a high, like we are now."

At that time, Craig joined Merrill Lynch as an Office Manager. After a short time, he became a Broker Associate with RE/MAX, where he's been for the past 30 years. For the first 20 years of that period, Craig focused on residential sales. The past 10 years have seen him focused on building success for others as Broker Associate/Owner at RE/MAX, while still recording 30 to 40 residential sales each year.

FAMILY FULFILLMENT

Away from work, Craig treasures time with his daughter and friends.

Craig's daughter, Alexandra, is wrapping up her undergraduate degree at the University of Arizona, with a major in Biology and Botany on a pre-med track.

In his free time, a favorite is traveling with them—across Arizona and throughout the nation. He likes to work out, hike, fish and camp. He plans on rafting the Colorado River next.

Craig also started a community garden. Today, the garden provides a nurturing place for 25 people who rent growing beds there.

"We do classes for the community there, including for pre-school and local school children," he says. "It's a great outreach and tool for relaxation. I love it.."

Craig also has been a dedicated part of Habitat for Humanity construction efforts — taking part in at least one new house build each year.

In addition, Craig is involved in his church, serving on the council there.

GIVING BACK. PAYING FORWARD.

Day by day, Craig continues to share his experience and expertise for the betterment of those around him. It hasn't gone unnoticed. In fact, in 2020, Craig was honored as REALTOR® of the Year by the WeServe Southeast Regional Valley Realty association. Plus, he also received a rare, coveted Lifetime Achievement Award from RE/MAX.

As Craig helps those around him navigate across the challenging real estate landscape, he feels gratitude for the rewarding feeling he gets from it, too.

"I like to give. I've had great years. This is a great profession and I believe in it as a profession. I want to give back to my fellow agents in any way I can."

Those who get to know Craig appreciate his selfless spirit of leadership ... putting it all together for those around him each day.

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Tina Nerland

The Key to the Future

By **Dave Danielson**
Photo Credit **Devin Nicole Photography**

Think about the potential that exists in the work you carry out. Your clients experience it firsthand.

One of those who excels in this role is Tina Nerland.

As this month's Rising Star and a REALTOR® with ProSmart Realty, Tina is, in essence, a vital key to the future for her clients.

"There's nothing quite like the feeling I get of being able to hand over the keys to a home especially when it is a first-time buyer or to a veteran," Tina says. "Those seem to be the two hardest groups in this industry to get homes for. Making that kind of impact is the thing I love the most."

Her Arizona Story Begins

Tina moved to Arizona in 2002. At that time, she worked as a Shift Leader at a restaurant. One day, while paying her rent, she had a pivotal talk.

"The leasing agent where I lived asked me if I was interested in applying for an open leasing position that they had," Tina recalls. "That's how I got started working with a luxury apartment management company in the Valley."

In time, Tina became a top tier manager and was part of the training committee. She managed one of the luxury communities for their biggest client and was a mentor to many within the company.

Tina had set goals for herself and one of those goals was to dual manage. The prerequisite to do it? She had to earn her real estate license. So she earned her license in 2013 and moved forward with property management until 2018 when she activated her license.



Getting Her Start

Tina remembers the advantages in life that helped her find early success as she moved into residential real estate.

"I had met quite a few people during my years of property management. I had children in school and activities, and I also had a crafting business," she remembers. "I had clients who used me for crafting and I would tell them that I was also a real estate agent. My clients knew and trusted me. We built a rapport and because of that I got a lot of leads out of that."

As Tina acknowledges, real estate isn't an easy industry to find early success in.

"It's very saturated with agents. A girlfriend of mine worked at United Brokers Group, and she talked highly about their training program, Pro Launch so I interviewed and was honored to be made a part of their company. The program had you working with a mentor with an agent for a year in which had to do six transactions before being able to graduate from the program. Once you did that you were on your own. When I started, it was hard, but I focused on what I knew, and that was rentals."

...



There's nothing quite like the feeling I get of being able to hand over the keys to a home.





Bryce is my biggest supporter and mentor.

...He understands that my job is very demanding.



What Matters Most

Family is at the heart of life for Tina. She cherishes life with her husband, Bryce, and their two sons—6-year-old Brolin, and 5-year-old, Cash.

“Bryce is my biggest supporter and mentor. He’s also in the industry himself. He runs a mortgage lending company as Operations Manager in Gilbert,” she explains. “That is very nice, because he understands that my job is very demanding.”

In her free time, Tina and Bryce have a passion for supporting the boys in their activities, including baseball and swimming. They also look forward to moments spent unwinding at home as a family.

As Tina considers her record of achievement in the business she loves, she thinks about the opportunity she has to help people find their forever home. It brings back memories of a time when she was growing up that has shaped who she is and how she approaches her work.

“When I was a child, we had to stay in a shelter for women and children for a time,” she remembers. “So homeless organizations and shelters for women, like Umom, hold a special place in my heart, and I like to do what I can to help raise funds for what they do.

Tina has also served as Co-Chair of Big Hearts for Little Hands, a committee that raises funds for Umom.

When you meet Tina, you’re immediately struck by her kind, genuine and caring nature ... with a warm, straightforward style that puts those around her at ease ... with a deep sense of trust in her.

Congratulations to Tina Nerland, this month’s Rising Star who, each day, holds an important key to the future for those who come in contact with her.



••• Moving Forward

Tina took every opportunity she could to learn and grow.

“I reached out to current agents who had rentals that they shared with me. I knew it would help me down the road,” Tina remarks. “That was an easy transition, because it was something I was comfortable with. I wasn’t afraid to take on a rental. I knew one day those rentals would become buyers.”

Tina made her presence known in the business immediately. In fact, she earned Rookie of the Year honors in 2019. She also completed the United Brokers Group Pro Launch program in only six months.

In time, she transitioned to ProSmart, where she works with Nate Knight and earned the organization’s Team of the Year. She also earned Top Agent for HomeSnap.

Her record of results continues to grow. In fact, in 2021, she’s on track to record an impressive total of 40 deals and over \$14 million in sales volume.



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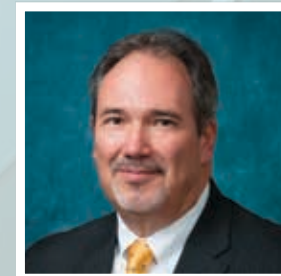


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What is the most impressive thing you know how to do or have done?



BRANDY KARCZEWSKI

Arizona Gateway Real Estate

I've gotten one child to 16.5 years old still in tact. Not impressive? I'm totally okay impressing myself.



CAROL GRUBER

eXp Realty

Work-related, it's my 34 years in the business and MLS shows I've closed 2,867 transactions. This doesn't include new homes, double-ended transactions or transactions done before we had computers...yes, when I started selling we used books, lol.

Personally, in the past year, I completed 2 one day south rim to north rim day hikes in the Grand Canyon. In October I did a solo hike at the age of 59 and last month I did it again at the age of 60.



JIM DELUNG

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JOHN DYER

My Home Group

Set my own broken/dislocated bones. Or live with part of a thumb missing which I cut off with a CUTCO knife! (True story but is still my favorite after 15 years).



MARK SUMSTINE

RE/MAX Excalibur

Designed, drew plans, permitted and installed solar power system on my home. Running nearly three years now.



CRAIG PECK

RE/MAX Foothills

I can build a home. From the age of 13, I helped my father build homes. He and my mother owned the construction company and I did everything from digging ditches to surveying the elevation and location of the home to be built. I would do the underground plumbing (everything to the septic tank), the foundation, the concrete floors, the block walls, the interior framing, the trusses, the plywood sheathing, the interior plumbing and electrical, the sheetrock, the cabinets and countertops (we built them on site), the roofing both shingle and concrete tile, the finish trim and doors and the finish electrical. The only things I didn't do were paint and



CHRISTINA PATTERSON

Florida Homes Realty & Mortgage

I do costumes and makeup but some people say my cakes are the bomb too! But I'd like to think my servant's heart is the best thing I have but it's not a "thing I know how to do"; it's God's love pouring out of me onto others in need!

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NO-FAIL HABITS

By Michael Hyatt & Co.

By **Chris Reece**

If you've ever had a good or bad habit you need to read this quick read!

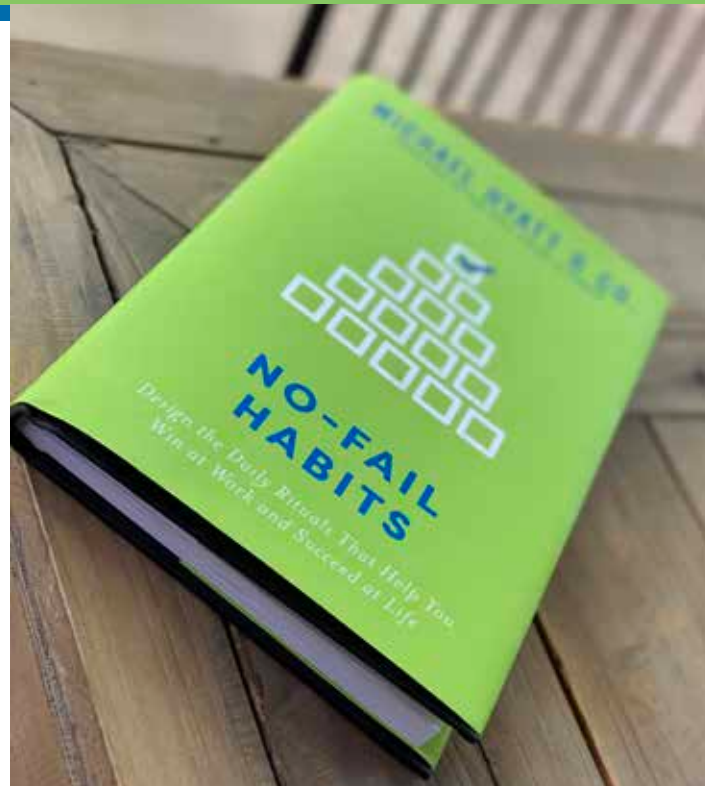
Michael Hyatt always has a way to make a simple message simpler while giving specific examples on how you can improve your life. Michael Hyatt & Co.'s one-liner is "Helping you win at work and succeed at life." I have yet to read one of his/their books that didn't live up to their slogan.

What I really liked about this book *No-Fail Habits* was that it was designed to be read by morning people, night owls and all of those that operate better in between those categories. Hyatt & Co gives an easy approach to knowing that changing habits isn't easy but it can be simple by working on one thing at a time!

Throughout the short 133 page book, they help you break down where both your good and bad habits come from. They speak heavily on “self-automation.” It’s their belief that the more habits or routines and rituals you can install in your life the more free time you will have that is stress free because you have put all of the important tasks of both your personal free time and your ever important and growing work life on an automatic daily/weekly habit ritual.

My personal favorite part of this book is how they break up every day with the Morning Ritual, the Workday Startup Ritual, the Workday Shutdown Ritual and the Evening Ritual. I would say the one that resonated the most out of the four for me is the Evening Ritual, because I don't really have one that I ever thought of. Well sure enough there are a few things I do each night before bed, but once I've left work for the day I pretty much come home and let the night deliver what it has in store for me.

“The Evening Ritual allows you to feel both ready for the next day and grateful for the one ending. It relaxes your mind and body so that you fall asleep easily. Whatever items you build into this ritual they should



accomplish setting you up for a good night's rest, so you can face the next day with full vigor."

“The evening Ritual can consist of:

- Turning off all screens one hour before bedtime.
- Laying out clothes for the following day.
- Prepping meals for the following day.
- Reviewing children’s schedules.
- Reading.
- Sharing your wins with a spouse, family member, or friend.”

I was able to read this book in one sitting in the afternoon and grabbed a bunch of great new tips to tighten up my daily habits! Something that all of Michael Hyatt's books do that I appreciate is his attention to personal free time. He has yet to have a book where he doesn't address it. In fact this book he says schedule that first when filling out the yearly calendar. Reminds me of the saying you have to put your oxygen mask on first.

Good stuff.



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► weserv monthly update

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



WeSERV *Begins to Look Toward the Future in the New Norm*

The West and SouthEast REALTORS® of the Valley is excited to announce that we are back to hosting in-person classes and events. It has been a long journey for the association to have the possibility to begin hosting classes and events at our different chapter locations. Our volunteers have been so patient throughout the entire process to ensure that our members' safety, health, and well-being came first. WeSERV will still follow Centers for Disease Control and Prevention (CDC) and state guidelines to ensure that our members are safe while attending classes or events. I want to extend my deepest gratitude to all WeSERV's volunteers and members who remained steady throughout the pandemic on behalf of the association. They indeed are the beacon through the storm and the definition of WeSERV's mission: Provide services that lead to member prosperity.

One of the first events that WeSERV hosted in-person was our YPN 40 Under 40 Follow the Dream, Not the Green. The seminar featured 2021 40 Under 40 WeSERV Award recipients as they shared how they built their dream careers in the real estate industry. Attendees garnered additional information on how to succeed and work their real estate business to produce and make a difference. The diverse panel also shared with members how they could discover what matters most when creating the career of their dreams.

WeSERV is thrilled to announce that we are gearing up for our upcoming annual REALTOR® Expo in September. This event garnered immense success in years past, in which there were more than 500 REALTORS® who attended back in 2019. With over 100 exhibitors, our members will gain new ideas, resources, and tools to help their real estate business. Our Affiliates also have the opportunity to participate and gain valuable business connections, build relationships, and win prizes.

The association's Education Team has hit the ground running in hosting in-person classes and providing the best education in the state. Leigh Brown will be headlining our Speaker Series in October. It is a fantastic opportunity for our members to have the chance to hear and learn from such a successful REALTOR® such as Leigh Brown. The wisdom and insight that she shares about how to be and remain successful in real estate is something that anyone can utilize in their business.



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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
1	Kenny Klaus	Keller Williams Integrity First Realty	40,645,691	100
2	Mary Jo Santistevan	Berkshire Hathaway HomeServices	40,450,449	73
3	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices	37,076,425	84
4	Carol A. Royse	Keller Williams Realty East Valley	35,554,600	61
5	Cheryl Kypreos	HomeSmart	33,933,950	95
6	Bruno Arapovic	HomeSmart	31,611,925	83
7	Karl Tunberg	Midland Real Estate	31,213,050	68
8	Charlotte Young	Keller Williams Realty Sonoran Living	30,825,200	65
9	Denver Lane	Balboa Realty	28,401,718	68
10	Shanna Day	Keller Williams Realty East Valley	27,801,178	47
11	Kristy N Dewitz	Hague Partners	25,999,599	53
12	Mindy Jones	Keller Williams Integrity First Realty	24,489,488	58
13	Beth M Rider	Keller Williams Arizona Realty	23,549,814	54
14	Jason Mitchell	Jason Mitchell Real Estate	22,988,510	59
15	Bonny L. Holland	Keller Williams Realty Sonoran Living	21,532,899	15
16	Rick Metcalfe	Canam Realty Group	20,166,438	61
17	Jody Sayler	Just Selling AZ	19,762,200	37
18	John & Natascha Karadsheh	KOR Properties	19,571,499	28
19	Shannon Gillette	Launch Real Estate	19,143,983	34
20	Rodney Wood	Realty ONE Group	18,607,840	34
21	Janine M. Igliane	Keller Williams Realty East Valley	18,162,490	35
22	Sixto Aspeitia	Realty ONE Group	17,818,900	49
23	Ben Leeson	Keller Williams Integrity First Realty	16,951,325	35
24	Mike Schude	Keller Williams Integrity First Realty	16,828,200	32
25	Heather Openshaw	Keller Williams Integrity First Realty	16,414,900	37
26	Jamie K Bowcut	Hague Partners	16,227,500	38
27	Mark Captain	Keller Williams Realty Sonoran Living	16,106,400	34
28	Thomas Popa	Thomas Popa & Associates	15,953,500	15
29	Richard Harless	AZ Flat Fee	15,882,400	31
30	Randy Courtney	Weichert Realtors - Courtney Valleywide	14,812,900	23
31	Lacey Lehman	Realty ONE Group	14,783,200	35
32	Jason Crittenden	Realty ONE Group	14,611,050	33
33	Tiffany Carlson-Richison	Realty ONE Group	14,560,400	23
34	Damian Godoy	Argo Real Estate Professionals	13,910,050	32

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
35	Henry Wang	eXp Realty	13,808,387	28
36	Mike Mendoza	Keller Williams Realty Sonoran Living	13,804,257	23
37	Matthew S. Potter	Stunning Homes Realty	13,508,500	36
38	Frank Gerola	Venture REI	13,431,200	27
39	Thomas Storey	My Home Group	13,258,750	40
40	Rob Hale	Elite Results Realty	13,185,300	31
41	Amy Laidlaw	Realty Executives	13,134,800	23
42	Jim & James Carlisto	Hague Partners	13,115,989	31
43	Brett Tanner	Keller Williams Realty Phoenix	13,009,999	36
44	Shivani A Dallas	Keller Williams Integrity First Realty	12,874,901	27
45	Dean Thornton	Redfin	12,782,400	29
46	Rachael L Richards	Rhouse Realty	12,565,690	33
47	John L. Hrimnak	Hague Partners	12,530,675	29
48	Lee Courtney	West USA Realty	12,505,000	9
49	Bob & Sandy Thompson	West USA Realty	12,333,900	25
50	Justin Cook	RE/MAX Solutions	12,132,282	20

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
51	John Gluch	eXp Realty	12,040,286	26
52	Diane Bearse	Realty Executives	12,023,000	18
53	Geno Ross	West USA Realty	11,969,700	16
54	Shawn Rogers	West USA Realty	11,721,050	28
55	David Morgan	HomeSmart Success	11,664,200	35
56	Karen C. Jordan	Thomas Popa & Associates	11,426,500	12
57	Scott R Dempsey	Redfin	11,312,000	19
58	Eric Brossart	Keller Williams Realty Phoenix	11,280,500	21
59	Carey Kolb	Keller Williams Integrity First Realty	11,164,200	24
60	Jennifer Wehner	eXp Realty	11,027,700	25
61	Kelly Khalil	Redfin	10,924,611	22
62	Kyle J. N. Bates	My Home Group	10,845,175	25
63	Velma L Herzberg	Berkshire Hathaway HomeServices	10,635,200	17
64	Robin R. Rotella	Keller Williams Integrity First Realty	10,588,200	23
65	Chris Lundberg	Redeemed Real Estate	10,521,500	19
66	Gina McMullen	Redfin	10,437,900	25
67	Russell Mills	Close Pros	10,416,850	22
68	Richard Johnson	Coldwell Banker Realty	10,325,000	24
69	Michael W Cunningham	West USA Realty	10,120,976	17
70	Brian McKernan	ProSmart Realty	10,081,700	34
71	Beverly Berrett	Berkshire Hathaway HomeServices	10,065,000	15
72	Darwin Wall	Realty ONE Group	10,019,950	18
73	Yvonne C Bondanza-Whittaker	Zillow Homes	10,016,800	26
74	Angela Larson	Keller Williams Realty Phoenix	9,919,925	37
75	Kathy Camamo	Amazing AZ Homes	9,877,390	24
76	Douglas Hopkins	Realty Executives	9,840,975	26
77	Michael Widmer	Keller Williams Integrity First Realty	9,618,400	18
78	Nathan D Knight	ProSmart Realty	9,606,000	22
79	Dean Selvey	RE/MAX Excalibur	9,449,651	29
80	James Bill Watson	Perfect Choice Real Estate	9,440,100	19
81	Tyler Monsen	Offerpad	9,399,750	17
82	David Newman	Hague Partners	9,334,500	19
83	Mary Newton	Keller Williams Integrity First Realty	9,238,775	27
84	Alan Aho	Atlas AZ	9,075,300	27

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
85	Lorraine Ryall	KOR Properties	9,049,614	14
86	Scott Cook	RE/MAX Solutions	9,028,000	20
87	Geoffrey Adams	Realty ONE Group	8,828,000	19
88	Heather Werner	Ravenswood Realty	8,793,005	20
89	Daniel Callahan	RE/MAX Classic	8,663,715	25
90	Jill K Dames	Realty ONE Group	8,662,175	26
91	Pat A. Lairson	The Maricopa Real Estate Company	8,625,750	26
92	Jared A English	Congress Realty	8,624,990	17
93	Amy N Nelson	Keller Williams Realty East Valley	8,497,400	18
94	Michaelann Haffner	Michaelann Homes	8,459,300	19
95	David Arustamian	Russ Lyon Sotheby's International Realty	8,358,100	15
96	Jody Poling	DPR Commercial	8,325,000	8
97	Ying Lin	The Housing Professionals	8,268,470	18
98	Michael Kent	RE/MAX Solutions	8,224,500	19
99	Shawn Camacho	United Brokers Group	8,202,000	20
100	Suzanne M Rabold	West USA Realty	8,145,000	5

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
101	Ivy Coppo	Realty Executives	8,070,451	7
102	Nicholas R Kibby	Keller Williams Realty Phoenix	8,014,000	17
103	Elizabeth A Stern	Springs Realty	7,964,600	21
104	Samantha Allen	WJH	7,922,710	29
105	Grady A Rohn	Keller Williams Realty Sonoran Living	7,912,499	17
106	Jason Vaught	Realty Executives	7,912,400	17
107	Kimberly Dempsey	KD Realty	7,870,500	14
108	Daniel Brown	My Home Group	7,749,500	17
109	Jaime L Blikre	My Home Group	7,733,499	23
110	Alisha B Anderson	West USA Realty	7,699,000	20
111	Michelle Mazzola	Berkshire Hathaway HomeServices	7,666,500	13
112	Michelle Biagi Bauer	Realty Executives	7,655,500	14
113	Maria C Williams	Shadow Hawk Realty	7,523,500	11
114	Rita L. Stevenson	The Hogan Group	7,515,000	5
115	Benjamin Arredondo	My Home Group	7,468,100	14
116	Elizabeth Rolfe	HomeSmart	7,467,500	12
117	Maria Henderson	A & M Management of Arizona	7,417,000	27
118	John A Sposato	Keller Williams Realty Sonoran Living	7,384,890	15

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#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
119	Blake Clark	Limitless Real Estate	7,373,900	14
120	Keith M George	Coldwell Banker Realty	7,333,000	26
121	Michael Mazzucco	My Home Group	7,330,077	18
122	Kaushik Sirkar	Call Realty	7,302,000	11
123	Gina Donnelly	ProSmart Realty	7,273,797	13
124	Jennifer Dyer-Jenkins	Homie	7,231,253	16
125	Ronald Bussing	Realty ONE Group	7,197,000	14
126	Kirk A DeSpain	Call Realty	7,191,525	19
127	Mark Brower	Mark Brower Properties	7,191,044	19
128	Carin S Nguyen	Keller Williams Realty Phoenix	7,126,500	20
129	Michael J. D'Elena	North & Co	7,121,600	13
130	Heather Taylor	ProSmart Realty	7,115,268	12
131	David Barney	Fathom Realty	7,106,000	16
132	Jason L Penrose	RE/MAX Excalibur	7,091,671	20
133	Jason LaFlesch	Results Realty	7,084,000	12
134	Jason Dawson	North & Co	7,067,500	11
135	Tina Garcia	eXp Realty	7,019,900	7
136	Michael Hargarten	Realty ONE Group	6,899,952	18
137	Christy Rios	Keller Williams Integrity First Realty	6,875,000	8
138	Susan Lynn Jordan	United Brokers Group	6,845,000	9
139	Gordon Hageman	My Home Group	6,844,000	12
140	Jacquelyn E. Shoffner	eXp Realty	6,820,497	11
141	Heather M Corley	Redfin	6,801,000	15
142	Kerry Jackson	Arizona Gateway Real Estate	6,764,900	16
143	Charles P. Turner	Keller Williams Integrity First Realty	6,747,415	13
144	Mondai Adair	Keller Williams Realty Sonoran Living	6,741,990	12
145	Holly Poty	My Home Group	6,741,500	13
146	Joseph J Carroll	HomeSmart	6,690,500	12
147	Hilary C Sutter	My Home Group	6,619,630	15
148	Ty Green	Coldwell Banker Realty	6,609,500	15
149	Tara R Keator	Keller Williams Integrity First Realty	6,592,000	15
150	William Ryan	Infinity & Associates Real Estate	6,564,675	11



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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
151	Bob Turner	HomeSmart	6,555,500	8
152	Jonas Funston	Venture REI	6,541,000	11
153	Aimee N. Lunt	RE/MAX Solutions	6,540,000	11
154	Gigi Roberts-Roach	Coldwell Banker Realty	6,539,500	14
155	William R Nager	Stunning Homes Realty	6,502,000	10
156	Christopher S. Tiller	Russ Lyon Sotheby's International Realty	6,498,200	10
157	Barbara Schultz	Coldwell Banker Realty	6,495,601	13
158	Katie Lambert	eXp Realty	6,485,498	17
159	Michael J Dingman	Platinum Service Realty	6,476,194	15
160	Erik Geisler	West USA Realty	6,452,400	11
161	Kevin Houston	Keller Williams Realty Sonoran Living	6,439,000	12
162	Tyler D Whitmore	O48 Realty	6,377,000	14
163	Leila A. Woodard	My Home Group	6,349,100	16
164	Matthew Long	Realty Executives	6,344,073	12
165	Rosann Williams	HomeSmart	6,337,000	9
166	Braden Johnson	Results Realty	6,318,990	11
167	Richard L Ferguson	Coldwell Banker Realty	6,300,000	10
168	Jon S. Englund	Homesmart	6,272,350	13
169	Jason Zhang	Gold Trust Realty	6,271,690	13
170	Thomas L Wiederstein	Redfin	6,270,935	14
171	Adam B Coe	Delex Realty	6,267,000	14
172	Kelly Michael	KOR Properties	6,263,000	3
173	Dawn Carroll	Lori Blank & Associates	6,206,750	15
174	Curtis Johnson	eXp Realty	6,152,800	19
175	Jill Vicchy Heimpel	RE/MAX	6,152,575	18
176	Shar Rundio	eXp Realty	6,138,000	11
177	Sarah Anderson	RE/MAX Alliance Group	6,130,689	11
178	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	6,125,885	11
179	Robyn Brown	Argo Real Estate Professionals	6,119,900	10
180	Gina McKinley	RE/MAX Fine Properties	6,118,000	17
181	Michael McCabe	My Home Group	6,087,000	13
182	Katie Baccus	Keller Williams Realty Sonoran Living	6,061,690	14
183	Cindy Flowers	Keller Williams Integrity First Realty	6,043,000	21
184	April McNeil	United Brokers Group	6,039,000	14

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
185	Frederick P Weaver IV	eXp Realty	6,029,000	14
186	Mary Almaguer	Apache Gold Realty	6,017,900	21
187	Sharon Cochran	HomeSmart	5,996,200	3
188	Eleazar Medrano	HomeSmart	5,996,000	12
189	Danny Perkinson	Perkinson Properties	5,948,863	10
190	Thomas Dempsey Jr	DPR Commercial	5,941,500	23
191	Gus Palmisano	Keller Williams Integrity First Realty	5,929,316	15
192	Frank Merlo	Berkshire Hathaway HomeServices	5,882,000	10
193	Danielle Bronson	Redfin	5,850,490	14
194	Monica C Monson	The Noble Agency	5,850,000	3
195	Anthony R Fortuna	eXp Realty	5,812,500	9
196	Jim Sobek	Weichert Realtors - Lake Realty	5,801,500	10
197	Pamm Seago-Peterlin	Century 21 Seago	5,792,490	12
198	James G Townsend	Keller Williams Realty Sonoran Living	5,789,000	13
199	Steven Coons	Springs Realty	5,746,900	14
200	Bryan W Pankau	Keller Williams Integrity First Realty	5,722,900	17

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
201	Mark David Sloat	Realty ONE Group	5,715,000	12
202	Usha Purushothaman	HomeSmart	5,699,000	10
203	Jerry Thomas Beavers	Realty ONE Group	5,698,000	12
204	Steven Bernasconi	Keller Williams Integrity First Realty	5,696,570	16
205	Jeffrey T Hubbell	Dana Hubbell Group	5,691,600	9
206	Jill McFadden	Delex Realty	5,681,900	11
207	Holly Marcus	HomeSmart	5,679,000	13
208	Dorrie J Sauerzopf	Homie	5,678,300	13
209	Edward J. Surchik	Realty Executives	5,676,580	13
210	Devin Guerrero	Realty ONE Group	5,672,000	10
211	Brooke Bogart	Keller Williams Realty East Valley	5,644,800	11
212	Brian Kingdeski	Gentry Real Estate	5,602,900	16
213	Carole Hewitt	Homie	5,592,700	12
214	Kelly R. Jensen	KJ Elite Realty	5,588,000	11
215	Lauren Rosin	eXp Realty	5,583,500	14
216	Troy Holland	HomeSmart	5,536,000	8
217	Jamison Briley	Phoenix Property Group	5,516,900	13
218	Kenneth Ortiz	Keller Williams Integrity First Realty	5,506,490	11
219	Judith E. Massier	Sun Canyon Realty & Property Management	5,505,000	11
220	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	5,489,500	10
221	Julie Thompson	West USA Realty	5,473,500	13
222	Karrie Law	RE/MAX Foothills	5,473,500	8
223	Daryl R Snow	Homie	5,450,725	14
224	Jeffery Chesleigh	HomeSmart	5,423,400	14
225	Kevin Weil	RE/MAX Excalibur	5,412,600	13
226	Michelle Shelton	Life Real Estate	5,400,000	8
227	Jenna L. Williams	Realty Executives	5,395,500	13
228	Joshua A Peters	Retsy	5,390,000	2
229	William Carter	Keller Williams Realty Phoenix	5,345,000	11
230	Doug Coats	Long Realty Partners	5,343,500	9
231	Alan Brown	HomeSmart	5,302,000	10
232	Ryan Meeks	My Home Group	5,297,990	8
233	Stephanie Wyatt	Coldwell Banker Realty	5,285,100	11
234	Diane Fitzsimmons	Delex Realty	5,280,000	11

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
235	Benjamin Graham	Infinity & Associates Real Estate	5,273,500	12
236	Krysten Jones	Realty ONE Group	5,264,847	9
237	Mike Foley	West USA Realty	5,245,000	5
238	Jeff Jones	AZ Home Seekers	5,243,654	12
239	Ben Swanson	Keller Williams Integrity First Realty	5,237,500	13
240	James L. Dornan, Jr.	Realty Executives	5,224,420	11
241	Mark W. Burrigh	Coldwell Banker Realty	5,203,500	12
242	George Socrates Trezos	The Maricopa Real Estate Company	5,199,200	15
243	Bonnie Kennedy	West USA Realty	5,189,000	9
244	Katrina L McCarthy	Hague Partners	5,182,250	12
245	Benjamin Marquez	eXp Realty	5,146,500	11
246	Sheila M Popeck	RE/MAX Classic	5,145,526	9
247	David B. Goldberg	My Home Group	5,127,500	8
248	Lori Blank	M.A.Z. Realty Professionals	5,125,500	10
249	Travis Dutson	Premier Real Estate Opportunities	5,119,000	13
250	Royal Henry	Cactus Mountain Properties	5,095,000	15

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - May 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
251	Andrea Deely	Redfin	5,093,990	10
252	Barbara A Shadoan	RE/MAX Classic	5,082,200	17
253	Stacie Neumann	Russ Lyon Sotheby's International Realty	5,079,500	11
254	Rebekah Liperote	Redfin	5,008,000	9
255	Robin M. Drew	SWMR Property Management	5,004,000	13
256	Betsie Melter	Realty ONE Group	5,002,500	7
257	Cindy Bostinelos	Realty ONE Group	4,987,530	14
258	Michael Sheahan	My Home Group	4,973,500	4
259	Cynthia Worley	Keller Williams Realty East Valley	4,973,499	7
260	Dawn A. Dziezynski	Realty ONE Group	4,960,000	6
261	Jennifer Felker	Infinity & Associates Real Estate	4,952,800	8
262	Michelle Rae Colbert	Keller Williams Integrity First Realty	4,946,100	14
263	Nicole W. Hamming	Glass House International Real Estate	4,917,809	12
264	Andrew Watts	Coldwell Banker Realty	4,905,500	10
265	Monique Walker	RE/MAX Excalibur	4,895,590	11
266	LaLena Christopherson	West USA Realty	4,892,500	7
267	Kim Webster	HomeSmart	4,892,250	20
268	Tarah Ingram	Equity Solutions Realty	4,885,590	7

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#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 05/31/2021	Total Unit Sales 01/01/2021 - 05/31/2021
269	W. Russell Shaw	Realty ONE Group	4,881,800	13
270	Zoran Gajanovic	Realty ONE Group	4,876,000	4
271	Jon Sherwood	Crossroad Brokerage	4,865,500	12
272	Carol Gruber	eXp Realty	4,864,700	15
273	Hope A. Salas	Keller Williams Integrity First Realty	4,851,900	11
274	Kirk Erickson	Schreiner Realty	4,824,390	11
275	Azita Sajjadi	Coldwell Banker Realty	4,807,990	7
276	Trevor Bradley	My Home Group	4,807,400	12
277	Judy Alvis	RE/MAX Excalibur	4,801,499	14
278	Mike Olberding	Berkshire Hathaway HomeServices	4,784,080	13
279	Joyce Kelton-Smith	Club Realty	4,764,000	7
280	Chris Baker	Hague Partners	4,750,400	11
281	Ryan Jones	Presidential Realty	4,746,900	17
282	Dana Smith	eXp Realty	4,741,100	15
283	Cristen Corupe	Keller Williams Realty Phoenix	4,741,000	11
284	Donette Monsen	Balboa Realty	4,734,500	10
285	Elizabeth Ellen Melichar	My Home Group	4,733,490	8
286	Brian J Cunningham	eXp Realty	4,732,500	10
287	Andrew J Carter	Zion Realty	4,727,700	11
288	Cheryl Lindblom	eXp Realty	4,721,500	11
289	Melanie Nemetz	Keller Williams Integrity First Realty	4,719,600	10
290	Brock Blikre	My Home Group	4,718,500	11
291	Stephanie Natichioni	West USA Realty	4,682,419	5
292	Kiran Vedantam	Kirans and Associates Realty	4,679,089	9
293	Danielle M. Nichols	The Maricopa Real Estate Company	4,668,844	16
294	Timothy Ehlen	RE/MAX Alliance Group	4,657,575	12
295	Denise A. Millard	Thomas Popa & Associates	4,657,000	4
296	Kim Williamson	eXp Realty	4,655,500	7
297	Maggie Anderson	HomeSmart	4,655,500	7
298	Ryan Loeding	Keller Williams Integrity First Realty	4,646,500	11
299	Jean Grimes	Russ Lyon Sotheby's International Realty	4,642,500	10
300	Francine Nolan	Cactus Mountain Properties	4,621,100	12

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