

EAST VALLEY

REAL PRODUCERS.®

CONN. G. E. TING. IN. RING.



FEATURED TEAM

**MARIESA
ARTHUR**
& THE CAREER AGENT
DEVELOPMENT
COMMUNITY

REAL STORY
Jeanie Teyechea

ON THE RISE
Michael Bickford

SPONSOR SPOTLIGHT
AZ Roofing Works

Photo Credit Patrick McKinley

JUNE 2021

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



FOLLOW US ON



Your new home starts here.



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

- ✓ Personal
- ✓ Local
- ✓ Fast Closing

Know another lender that can say all that?

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



Eric Kinneman

Branch Manager

Direct: 602-757-2171

Office: 480-477-8464

www.erickinnemanloans.com

10429 S. 51st St. Suite #255

Phoenix, AZ 85044



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

TABLE OF CONTENTS



05
Meet the Team



12
Partner Spotlight:
AZ Roofing Works



16
Featured Agent:
Mariesa Arthur



22
4-Year Anniversary Celebration



30
Coach's Corner



32
Real Story:
Jeanie Teyechea



36
On The Rise:
Michael Bickford



42
Law Corner



44
Question of the Month



46
Book Review



49
WeSERV Monthly Update



50
Top 300 East Valley



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

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

MEET THE EAST VALLEY REAL PRODUCERS TEAM



Jenni Vega
Owner



Michele Jerrell
Operations Manager



Sarah Wind
Writer



Dave Danielson
Writer



Roger Nelson
Guest Writer



Scott Warga
Guest Writer



John L. Lohr, Jr.
Guest Writer



Devin Egbert
Photographer



Patrick McKinley
Photographer



CALIBER
HOME LOANS

LET US GUIDE YOUR
CLIENTS HOME.

THE **BRAVATEAM**

BRANDON BIALKOWSKI, Team Lead
NMLS # 1399505
480-603-5901

VANESSA ACCRA-BLEIL, Team Lead
NMLS # 1612399
480-734-1571

www.bravateamlending.com
bravateam@caliberhomeloans.com



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

AIR CONDITIONING

911 Air Repair
Ray Nieves
(480) 360-1234

BUILDER

Mattamy Homes
Katie Smith
(480) 302-6080 x101

BUSINESS INSIGHT
& ADVOCACY

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

CABINETRY & DESIGN

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

CONSTRUCTION

Agape Construction
Scott Wurga
(480) 599-2060

DUMPSTER RENTALS

Bin There Dump That
(480) 999-1399
Gilbert.BinThereDump
ThatUSA.com

GLASS SERVICES

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

HEALTH INSURANCE

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

HOME INSPECTION

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

Home Team
Inspection Service
Ron Riley
(480) 702-2900

Pounders Engineering PLLC
David Pounders
(480) 323-5314

Stratton Inspection
Services LLC
Paul Stratton
(480) 215-7264

Taylor Made
Inspection Service
Patrick Taylor
(480) 521-0054

HOME RENOVATION

Curbio
(810) 300-9432
Curbio.com

HOME WARRANTY

Choice Home Warranty
Sharp Chen
(949) 426-5450

First American
Home Warranty
Kathryn Lansden
(480) 338-1983

Old Republic
Home Protection
(925) 963-4726
www.orhp.com

INSURANCE

Farm Bureau
Financial Services
Nikki Schaal LUTCF, Agent
(480) 279-1874
https://nikkischaal.
fbfsagents.com/

JUNK REMOVAL

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

LAW FIRM

HGPL Law
John Lohr Jr
(480) 991-9077

MORTGAGE

Caliber Home Loans
Brandon Bialkowski
(480) 603-5901

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

Fairway
Jeff Quincey
(602) 743-0434

Fairway Independent
Mortgage Corporation
Michael Pehrson
(602) 799-1324

LendSmart Mortgage
Eric Kinneman
(480) 477-8464

Nova Home Loans
Chris Lawler
(520) 577-4774

Watermark Home Loans
Nick Watland
(602) 821-5214

MOVE MANAGEMENT AND
LIQUIDATION SERVICES

Caring Transitions
Tina Patterson
(480) 257-7127

MOVERS

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

Donation Movers LLC
Paul Schmitt
(480) 529-9586

PEST CONTROL

Creepy Crawly
Pest Control Inc
Holly Parker
(602) 614-2415

PHOTOGRAPHY

Devin Nicole Photography
Devin Egbert
(480) 440-9997

PROPERTY MANAGEMENT

Mark Brower Properties
Mark Brower
(480) 336-2556

TCT Property
Management Services
Jennice Doty
(480) 632-4222

REAL ESTATE
PHOTOGRAPHY

Listing Ladder
Patrick McKinley
(480) 430-8353

ROOFING

5 Guys Construction
Jesse Stowell
(480) 892-5311

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

RoofStar Arizona Inc
(480) 426-1915
RoofstarArizona.com

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

TITLE AGENCY

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

Premier Title Agency
Marla Calley
(602) 491-9606

VIDEO SERVICES

Permanent Estate
Jason Crittenden
(480) 999-9880

VIRTUAL 3-D TOURS

Virtual Property Shotz
(480) 878-3585

CAMELBACK MOVING INC.



We Love Our VIP Realtor® Program

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

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

(Membership is Free to Licensed Realtors®)



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



US DOT #1635834

►► welcome mat

WELCOME TO OUR NEWEST PARTNERS!

We take a lot of pride in the businesses we partner with to make this magazine FREE to the top 500 producers in the East Valley. Our partners are highly recommended referrals from top agents, so you can trust us as a fantastic referral source.

HGPL - Hymson Goldstein Pantiliat & Lohr, PLLC

John L. Lohr, Jr.



John L. Lohr, Jr., a principal attorney with Hymson Goldstein Pantiliat & Lohr, PLLC ("HGPL"), is a trial attorney and litigator with over 21 years of experience who primarily focuses his practice in real estate law. With offices in Scottsdale, Arizona and Cedarhurst, New York, the law firm offers a broad range of legal services, including Real Estate Law, Construction Law, Business Law, Contracts, Commercial Litigation, Aviation Law, Bankruptcy Law/Creditors' Rights, Employment Law, Estate Planning and Asset Protection, Probate, and Intellectual Property Law. HGPL prides itself on responsive, personalized attention to each matter and understands that every member of its team plays a valuable role in the client's experience. From the attorneys, to legal assistants, to administrative staff, HGPL is committed to providing exceptional legal service and building a long-term relationship with its clients. HGPL slogan is "Our Business is Your Peace of Mind."

Caliber Home Loans - The BraVa Team

Brandon Bialkowski and Vanessa Accra-Bleil

THE BRAVATEAM

The BraVa Team, lead by Brandon Bialkowski and Vanessa Accra-Bleil, is a local lender based in Scottsdale, AZ, and part of Caliber Home Loans, Inc., one of the largest non-bank lenders in the nation. The BraVa Team was recognized in the Scotsman Guide and Mortgage Executive Magazine as a top 1% mortgage originator in the country in 2019 and 2020, and produced over \$68 million in loan volume last year. The BraVa Team has over 10+ years of combined experience in the lending industry, specializing in the Phoenix metro area. Known for its exceptional customer service and relationships with its clients and industry partners, the team is thrilled to be part of the Real Producers group to continue building and fostering critical relationships!

Fairway Independent Mortgage Corporation

Mike Pehrson



Mike Pehrson is a Senior Loan Officer with Fairway Independent Mortgage Corporation and has worked in the financial services industry since 1998. He has spent the last 15+ years in mortgages, holding various related positions, including Producing Branch Manager, Sales Manager, and Senior Loan Officer. Mike's incredible hustle, clear communication, and vast knowledge of the business has earned him a 5-star average rating on Zillow, Social Survey, and within his community. Mike genuinely cares about his REALTOR® relationships and their shared clients, which truly sets him apart from other lenders. Mike was previously partnered with Real Producers and is looking forward to joining the team once again.

DID YOU KNOW?

An AC unit should have preventative maintenance performed **every year**. Get homes sold faster by getting systems repaired **before** the inspection.

MAINTENANCE • REPAIR • INSTALLATION

IN-HOME ESTIMATES FOR ALL SYSTEM REPLACEMENTS



911-ac.com • 480.360.1234

WE OFFER DISCOUNTS FOR MILITARY,
FIRST RESPONDERS AND TEACHERS.

0% Financing For All New Systems!

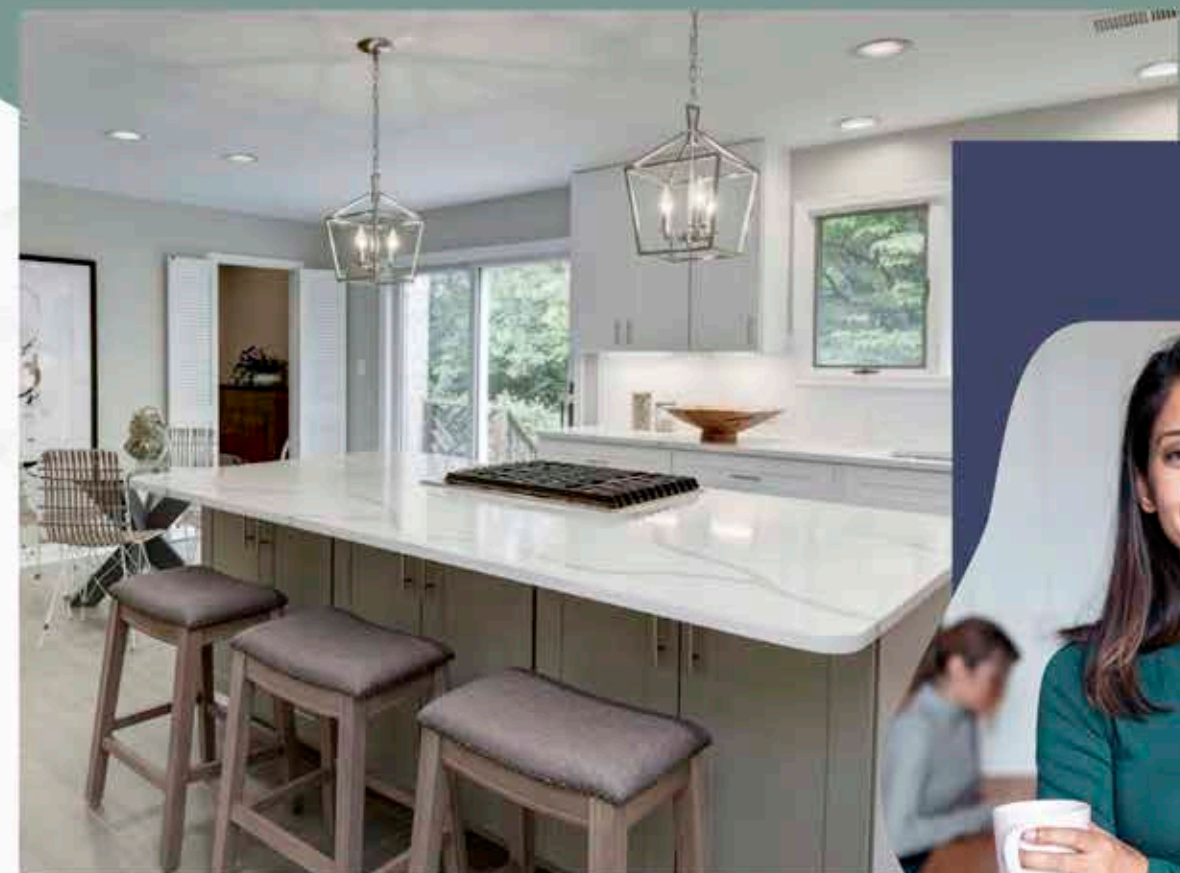


curbio

Hassle-Free Home Improvement for Realtors®

Top agents in East Valley are partnering with Curbio for listing projects of all sizes.

From quick repairs to full remodels, count on Curbio to get the job done. We help you get your listing ready for market 65% faster, while deferring all homeowner payment until closing.



Visit curbio.com/estimate
to get a free, same-day estimate!

Donation Movers is a small family owned company.

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



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



(480) 529-9586
info@donationmovers.com

**Trust Our Family
To Move Yours!**



2850 South Country Club Drive, Mesa AZ • donationmovers.com

EAST VALLEY

REAL PRODUCERS®

P R E S E N T S

Golden Nuggets



Mariesa Arthur

DPR Realty

"You don't get results by focusing on results. You get results by focusing on the actions that get you the results."

I saw this quote recently and it resonated loudly with me. It's great advice that I try to keep in mind and live by. In this season of life, I find myself often guiding others with this perspective as well. I find that when we focus too much on getting quick results, we can start to feel inadequate and it's easy to become discouraged when the results don't come fast enough. These harsh feelings do not serve you. They actually cause you to miss out on opportunities because you're too busy obsessing over the desire to have "quicker results." However, when we focus on activities, taking action and honing your skills, you'll feel so much better about yourself. And, all the exciting progress will cause you to radiate positivity. Which in turn, will attract more opportunities to you, you'll lead a happier life and the results you so badly wanted will inevitably follow.



Jeanie Teyechea

Opportunity 2 Own RE

"We rise by lifting others."

To think that we are in this world only to better ourselves is nonsense. Helping other people, clients, family, even strangers do better in life is key. It's not just about me and my family getting to the top, I want to help ANYONE succeed in life and be successful. There is enough

work out there for everyone so to be greedy is ridiculous and to not share your wealth is selfish, be kind and make people smile!!



Michael Bickford

Keller Williams Realty East Valley

Dream Big, Work hard, Stay Focused
And surround yourself with successful people you respect, and learn everything you can from them.

**OUR BUSINESS IS YOUR
PEACE OF MIND®**

HGPL

**HYMSON GOLDSTEIN
PANTILIAT & LOHR**

ATTORNEYS, MEDIATORS & COUNSELORS

- Real Estate
- Real Property Tax Lien
- Business
- Litigation
- Personal Injury
- Automobile Accident
- Motorcycle Accident
- Dog Bite
- Slip & Fall
- Medical Malpractice
- Wrongful Death
- Product Liability
- Truck Accident
- Bankruptcy
- Estate Planning
- Intellectual Property
- Employment Law
- Construction Law
- Arbitration & Mediation

480-991-9077
SCOTTSDALE-LAWYER.COM

Arizona
14500 N. Northlight Blvd. • Suite 101
Scottsdale, AZ 85260

New York
525 Chestnut St. • Suite 203
Cedarhurst, NY 11516



▶ partner spotlight

AZ Roofing Works



By Ryan Engle

For eight years, AZ Roofing Works has built a core team that represents one mission: to help real estate agents and have fun doing it. To fill the void left by over-demanding companies in the industry, this family-like team has worked together developing long-lasting relationships with many agents all over the Valley.

Eugene Curtis, owner and licensed roofer for 50 years in Arizona, brings his knowledge and experiences along with the expertise of two others—Austin Gardner is the general manager, and Piper Lindenmuth is the office and accounting manager, allowing AZ Roofing Works to grow into a viable roofing source for real estate agents. Piper has over 30 years of marketing and accounting experience in construction. Austin has worked as an entrepreneurial general contractor for 21 years and focused on the roofing industry for the last 13. Together, they are the face of the company, allowing Eugene to work his magic behind the scenes.

Austin understands the hardest obstacle aside from capital was finding the right people to build this vision. Both in the office and for the teams on-site, they knew the best way to thrive as

a company was finding the right people who could work well together. “It took some time, but our core team is awesome. They are the best team I have ever worked with.”

The core team he refers to is Piper and three other key members: Aaron Arnett is their quality control superintendent. Mallary Strickland is their production coordinator and multi-media marketing guru. And Jamie Thibodeau is their first point of contact, who Austin says has the “Best customer service skills on the planet.” Together with Eugene, the five team members have built AZ Roofing Works into a well-oiled machine.

One of the tools in Austin’s tool belt is the fact his wife is a real estate agent. “I have a unique perspective that allows me to fill the void others in the market cannot.” He speaks the language of real estate and has taught his crew as well, so agents do not have to learn to speak differently. It has brought them success because it helps in streamlining the process to meet the agent’s tight, demanding timelines.

While the office team speaks directly with real estate agents, they also talk to customers with grace and relatability. “We relate to our customers,” said Piper. “We know the pressure they are under, we are customers too. We do our best to put ourselves in their shoes.” It is a fun-loving environment, and everyone enjoys the family-like environment, so they present that to their agents and their customers. “No one takes anything personally, allowing smoother communication. The more relaxed we can be, hopefully, the more relaxed and confident we can make our customers feel.”

Moving forward, Austin has a great vision for the future of AZ Roofing Works. A majority of their work has been for the residential roofing market, but Austin has been pursuing a few larger commercial projects. The goal isn’t to grow the company for the sake of growth, rather to build up revenue and experience to better serve their agents and customers’ needs. Also, Austin and Piper are working on adding a construction services division to better serve the void they’ve been hoping to fill since the beginning. “It’s a unique add-on. It expands to more than roofing. It helps agents complete everything on the inspection report without needing multiple vendors, effectively making the agent’s job easier and smoother for their clients.”

AZ Roofing Works runs efficiently because of their honesty and great customer service. If a roof doesn’t need to be replaced, they don’t replace it. If a repair is recommended, they’ve inspected it thoroughly. “Our REALTORS® rely on us because we are here to look out for them and their clients.” Austin runs the company by the KISS theory: “Everyone knows the adage: Keep It Simple, Stupid. It is a method of clarity and simplicity. We appreciate that everyone does not speak the language of roofing or construction, so we assist and provide the best possible information in the simplest terms, so our customers do not ever feel they are getting the runaround.”

Cromford®

THE CROMFORD REPORT

DAILY REAL ESTATE MARKET INSIGHT

Tracking The Residential Resale Market

Market Statistics • Index Report • Resale Listings

Rankings • News • and more!

cromfordreport.com

We Inspect It Like We're Buying It!

TAYLOR MADE
INSPECTION SERVICE, PLLC

Home Buyer Inspections

Pre-Sale Inspections

Home Warranty Inspections

Pool & Spa Inspections

Detailed reports get better results. Find out why. taylormadeinspection.com

IT'S EASY!

Call us (480) 521-0054 or book online!

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

Your Local Resource

Kathryn Lansden
480.338.1983
klansden@firstam.com

"I'm your home warranty expert, so you don't have to be!"

THIS FATHER'S DAY, GIVE HIM A BREAK

He may be a superhero, but he can't repair everything. Thankfully, a First American home warranty provides 'round-the-clock protection—so he can relax and enjoy his special day.

Contact me for details.

firstamrealestate.com

Phone Orders: 800.444.9030

Matterport™

VIRTUAL PROPERTY SHOTZ

A 360° Experience

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

www.VirtualPropertyShotz.com
480.878.3585 or 602.487.7066
@virtualpropertyshotz

One combined policy
+ One deductible for it all

One super sigh of relief

Get a SuperCheck® today and be prepared for whatever tomorrow may bring. **Contact me today.**

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

FARM BUREAU FINANCIAL SERVICES
It's your future. Let's protect it.®

Securities & services offered through FBL Marketing Services, LLC, 5400 University Ave., West Des Moines, IA 50266, 877/860-2908. Member SIPC, Farm Bureau Property & Casualty Insurance Company, ** Western Agricultural Insurance Company, ** Farm Bureau Life Insurance Company, ** West Des Moines, IA, ** Affiliates. *Company provided by Farm Bureau Financial Services, PR PL 8 (6-20)

They're trusting you to help make the move easier.

You can trust us to do just that.

Relocation
Downsizing
Estate Sales & Online Auctions
Re-settling
Liquidation

Contact us for a free consultation!
480-257-7127
caringtransitionscentralaz.com

MARIESA ARTHUR

& THE CAREER AGENT DEVELOPMENT COMMUNITY PROOF POSITIVE



Photo Credit Patrick McKinley

YOU KNOW WHEN YOU'VE MET SOMEONE WHO LEAVES THE PEOPLE SHE MEETS BETTER OFF THAN BEFORE THEY MET HER.

A prime example of that is Mariesa Arthur.

As Associate Broker and Director of the Career Agent Development Community (aka the CAD Community) with DPR Realty, Mariesa is proof positive of the possibilities that exist for those who make real estate their career.

"I always want to be a positive influence on people, and help them feel good about themselves," Mariesa emphasizes. "When they think about me, I hope they feel empowered to achieve whatever they have their heart set on."

AN EARLY START

Mariesa earned her real estate license 26 years ago. At the time, she was a single mother in her early 20s.

"I had a toddler at the time, and I thought I'm a good salesperson, I like people, and I like houses. I thought I could find a way to do this ... be a stay-at-home mom and make a good living. I quickly discovered that's not the case. Once I got into it, I discovered that it actually was going to take more than a full-time effort and commitment, and a lot of sacrifices. even if I was going to do a little bit in this business."

As Mariesa got her start with her first brokerage that she joined, she quickly became acquainted with several other established agents who guided her efforts and answered her questions.

In time, the firm closed, and Mariesa went on to join a 100 percent commission firm. While she was earning more, Mariesa discovered the trade-offs.

While she loved what she was doing, Mariesa felt it was time for a change of some sort.

"I honestly felt like I was working every single day, 12 to 15 hour days with no days off," she recalls. "I realized that if you're doing really well, making a good income and being successful yet you're making so many sacrifices in your personal life, and you're not taking breaks, then that's not a successful life. So I had to reevaluate."

SETTING HER OWN PATH

For a time, she hired a couple of assistants to support her business. The move helped in some ways. Yet Mariesa knew there was another answer.

"I realized that I had just missed so much about my early environment in the business that I had before, where I was surrounded by other like-minded people, and we had all the support of the company. I longed for that," Mariesa explains.

So in 2001, Mariesa created the Career Agent Development Community.

"It came from my feelings of how challenging it was to be a new agent, and learning how to get the business going, and then, once getting it going, becoming a productive agent and making a living," she says.



...

SIGNS OF SUCCESS

The record of achievement that Mariesa continues to add to is remarkable. In fact, through the CAD Community, they have worked with nearly 800 agents to help them get their careers off the ground and running.

At the same time, the signs of cumulative success have been staggering. In fact, since its inception, the CAD Community has amassed approximately \$700 million in productivity. Today, the group has about 45 agents on the team.

“We are a community of like-minded agents that heavily support one another. We share our knowledge and we have comradery . There’s also a very specific curriculum and way that we go about generating and cultivating business. We have a team of coaches, that helps the newer agents and then when the newer agents become veteran agents, we still have ongoing training, accountability coaching and synergy to help everyone stay inspired, motivated and excited about this business.”

EXEMPLARY TEAMWORK

Mariesa is quick to shine the spotlight on DPR Realty, along with those in the CAD Community who lead the way and make a positive impact on those around them as leaders, coaches, mentors, Top Producers, marketers, educators and supporters of others in the CAD Community.

The group includes:

- 1. Michele Billman, Accountability Coach and Top Producer
- 2. Paul Newcomb, Accountability Coach, Mentor and Top Producer
- 3. Brian Fiske, Accountability Coach, Mentor and Top Producer
- 4. Sherri Moore, Accountability Coach and Mentor
- 5. Sara Dumond, Agent and Top Producer
- 6. Mari Filkins, CAD Community Office Manager and Agent
- 7. Vikki Goy, Social Media and Marketing Manager
- 8. Cat Isfan, Commercial Broker and Core Contributor
- 9. Sharon Venable, Coach and Mentor
- 10. Matt Deutch, Designated Broker
- 11. Lynn Mathews, Managing Broker
- 12. Jim Dustin, Managing Broker
- 13. Dale Milton, DPR Realty Owner



FULFILLING LIFE

Away from work, Mariesa cherishes time with family, including her husband, Bruce.

“I wouldn’t be where I am if it wasn’t for him,” she says with a smile. “If you’re married, if you don’t have a spouse that’s supportive of you, it is next to impossible to make it, I feel. It means so much to have that person in your life that always has your back.”

Mariesa and Bruce have two adult sons who mean the world to them — Billy and Philip.

“While they were growing up, everything I did was for my kids ... to provide them a better life, and also to set a good example. They were my big, ‘Why;’” she says.

Like many who have a true passion for what they do, much of Mariesa’s free time is taken up by the career she loves.

As she says, “One of the things that I’ve incorporated into the business that I really enjoy is home decor. I love shopping for it. I love designing and staging. I stage the majority of our listings that we get. I actually get a lot of joy out of that. And it helps the agents showcase the homes very nicely and sell them quicker.”

Mariesa also enjoys time spent entertaining friends and family and along with her team, hosting a wide range of elaborate client appreciation parties.

GROWTH AND GRATITUDE

As Mariesa considers the career she loves and the plans she has for the future, she feels a deep sense of gratitude for the opportunity to ease the path for others.

“Whether it is the REALTORS® that I’ve worked with and helped to be empowered to become very successful in real estate, my friends, or my family, I hope everyone feels loved, supported and inspired ... that they feel really good about who they are and what they contribute to the community.

That’s a proof-positive difference!



“

WHETHER IS THE REALTORS® THAT I’VE WORKED WITH AND HELPED TO BE EMPOWERED TO BECOME VERY SUCCESSFUL IN REAL ESTATE, OR MY FAMILY, I HOPE EVERYONE FEELS LOVED, SUPPORTED AND INSPIRED ... THAT THEY FEEL REALLY GOOD ABOUT WHO THEY ARE AND WHAT THEY CONTRIBUTE TO THE COMMUNITY.



Hand Them The Keys To A New Mattamy Home

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

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

Goodyear Crestwood At Canyon Trails
832 S. 172nd Avenue,
Goodyear, AZ 85338
From the upper \$200s

Azure Canyon
Coming Soon
Interest List Forming
Goodyear, AZ

Phoenix Vista Diamante At Camelback Ranch
5672 N. 109th Avenue,
Phoenix, AZ 85037
From the low \$300s

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

Buckeye Brookside At Arroyo Seco
3020 N. 198th Lane,
Buckeye, AZ 85396
From the upper \$200s

Solano At Sienna Hills
2248 N. 212th Lane,
Buckeye, AZ 85396
From the mid \$200s

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

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

Queen Creek Malone Estates
Coming Soon
Interest List Forming
Queen Creek, AZ



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



LED BY INDUSTRY VETERANS

OVER 42 YEARS OF COMBINED EXPERIENCE



JERRY CALLEY
PRESIDENT



TANNER HERRICK
EXECUTIVE VICE PRESIDENT

OFFICE LOCATIONS

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

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

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

PARADISE VALLEY
5203 E Lincoln Dr
Paradise Valley, AZ 85253

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

CHANDLER
2065 S Cooper Rd #1
Chandler, AZ 85286

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

TUCSON
1760 E River Rd #302
Tucson, AZ 85718

4-YEAR ANNIVERSARY CELEBRATION

Charity of Choice Event





thank you to our sponsors!

GOLD SPONSORS

Caring Transitions of Central Arizona

Caring Transitions of central Arizona's main purpose is to help people who are in transition. We help people in sorting, and organizing their belongings. We help them to prepare their items for the move and we work closely with the movers. If the move is local, we unpack for them, and we also take care of any items that they did not move with, through estate sales or online auctions.



Listing Ladder

At Listing Ladder we take care of ALL your Real Estate listing needs to free you up to grow your business. We take stunning HDR, wide angle photos that tell the story of your listing. We don't miss anything. You'll get multiples angles of all the rooms in the house as well as numerous angles of the exterior. Personable and friendly staff and quick turn times! Oh, and we answer the phone!



Services also include 3D tours. You get a tour for all the Zillow traffic and two more 3D tours made by Listing Ladder (one branded and one non-branded). We offer drone photography, Twilight photography, virtual tours, single property websites, marketing, MLS data entry, and sign posts. We will inventory all your signs and lockboxes too. When the home sells we go pick it all up to save you a trip. Make one call to make your listing stand out of the crowd! Please Call Today!

Clients are often overwhelmed and don't know what to do with all of their unwanted belongings and we help relieve that stress. as moving day fast approaches. We will leave the house empty and swept when we are done. Call the owners, Chuck Wolf and Tina Patterson at 951-961-6803 the next time your client could use our assistance!

SILVER SPONSORS

HomeTeam Inspection Service

For over 30 years and over 1 million inspections, HomeTeam has listened to REALTORS® to provide the fastest, most convenient, and professional home inspection service in the industry.



What makes HomeTeam different? Our Approach, Processes and Communication. Our focus is to calmly educate the buyer and deliver facts in a non-alarmist manner helping the buyer see a path forward. Our processes are *Fast, Trusted and Accurate*. And HomeTeam has multiple ways for clients and real estate agents to interface with us.



First American Home Warranty

Hey Real Producers! Kudos on an awesome get-together. It was wonderful to see so many familiar faces. My One Word for 2021 is "Relationships" and I am focused on developing relationships with more top producing agents this year. My superpowers include answering the phone, educating buyers, helping to set expectations and advocating on the off chance a claim goes sideways. I'd love to be a resource for you! I'm at 480-338-1983.



Virtual Property Shotz

We have the privilege of serving you with 2 different businesses. We provide Virtual Walk-through tours of your properties with Matterport as well as Drone Photography to make your properties stand out. We also have an established Photo Booth business with 18 photo ops and 9 different experiences because we know you all have parties! Contact us at Virtual Property Shotz or Crazy Shotz Photo Booth.



Camelback Moving

A large part of our success at Camelback Moving is due to the wonderful partnerships with REALTORS®, agencies, brokerages and property groups throughout the valley. Our quickly growing free VIP REALTOR® Program is redefining the relationship between REALTORS® and moving companies and now has over 1,600 members. This unique program offers exclusive access to lower pricing tiers, our best movers and promotions to both you and their clients. If you haven't already, we invite you to join the program and see why our motto is "Preserving Sanity One Move At A Time."



Cardinal Financial

"When you're looking for a lender-partner, there are so many options. At Cardinal Financial, we value our relationships and partnerships. By offering a wide variety of products, fostering a seamless process, integrating our proprietary technology, and building a team of experienced staff, we're working to be the lender-partner of all your needs!"



Farm Bureau Financial Services

At Farm Bureau Financial Services, we're here to help you plan for what's to come, protect what matters most, and invest in your future. We offer a wide range of insurance and financial products including auto insurance, home insurance, life insurance, business insurance, financial planning services, investment planning, annuities, estate planning, college funding options and retirement planning. We're proud of our reputation for helping in ways that smartphone apps and computer programs simply can't.



State 48 Roofing

Sell homes faster with #SEXYROOFSTATUS. State 48 Roofing offers Maintenance, Repairs, Refelts, Replacements, Installs and New Construction.



Rocket SPACE

Where Your Future Events Can Thrive

By Dave Danielson

One of the secrets of owning a successful event space is offering versatility – and that’s exactly what you find at Rocket SPACE, a dynamic venue in Gilbert that’s quickly becoming a popular place for events in the heart of the East Valley.

Ben Kalkman is the CEO of Rocket SPACE, an enticing multi-use indoor and outdoor venue that sprung out of the company’s marketing agency, Rocket Media.



Building a Business — and Possibilities

As Ben came of age and attended college, he had his sights set on a career as an architect, but as time went on, his interest in architectural design morphed into graphic design. This led him to start his digital marketing agency, Rocket Media, which services clients in the home services industry across the United States.

Five years ago, Ben purchased a building in the heart of Gilbert to house his blossoming small business.

“When we bought the building for the agency, it had more space than we needed,” he recalls. “I’ve always wanted to keep the agency small and maintain a family feel, so I designed our office space to only accommodate fifty employees.”

That course of action naturally led to new possibilities.

“We opened [the building] up for other small businesses and entrepreneurs to rent office space,” he says. “Then this last winter, we decided we could also be an event venue.”

A Full Range of Capabilities

Event planners can take advantage of several inviting areas within the venue. In addition to a handful of conference rooms and a fully-functioning open kitchen space, there’s a half-acre lot that can accommodate a wide variety of outdoor events. This area, known as “Outer SPACE,” is the main attraction for large gatherings. Some recent events held at Outer SPACE include weddings, celebrations of life, military commencements, and even a high school prom.

There’s also a fully equipped podcast recording studio called “Command Center.” It’s perhaps the only four-person recording studio available for rent in the East Valley. For podcast creators the studio offers a full range of services from audio recording to full editing capabilities.

“Rocket SPACE has grown by leaps and bounds. In the process, we’re hosting so many different types of gatherings, including celebrations of life, weddings, birthday parties, corporate events and more,” Ben says. “Yet, we know that the business is still in its infancy, as we continue to develop and host more unique events.”

A Big Place in the Heart

Meeting the needs of people who are looking for a place to celebrate life’s special moments brings heartfelt rewards.

“It’s touching to see people’s personal celebrations happening here. I’m a religious guy so I think there’s a lot of divine intervention,” Ben emphasizes. “We have the opportunity to see and help people who are having big events. We have proms and graduation celebrations here...big moments in life. Being able to be part of that and support that through our venue is so gratifying and rewarding.”

As he says, “We’ve also talked about having ticketed events such as a wine & jazz event, barbecue competitions, wing-ding, and other ticketed events — events that we plan on hosting to support non-profit organizations. We want to partner with those organizations so our business can give back to the community.”

Solutions at Work

It’s easy to take advantage of the possibilities at Rocket SPACE and host the event of your dreams.

“We encourage people to go through our website so you can see what we can do for people. We have a full-time event planner, Marty Tomljenovic, who has made all of my ideas for the venue a reality. She does a great job of working with people to accommodate their vision. As part of that, we also have open houses and invite people to see the facilities fully decorated so they can envision their own events.”

Family Spirit

Away from work, Ben cherishes time with his



family, including his wife, Lindsay and their nine children.

“I love spending time with my family. We are all foodies and like going to restaurants to spend time together and bond,” he says.

Ben is also a big fan of barbecuing — a hobby that he’s been learning about and fine-tuning for years. In his free time, Ben also continues to put his artistic spark to work by drawing and painting.

That family spirit is felt back at Rocket SPACE, too. Some of Ben’s children enjoy helping out during events — even serving as attendants, as well as helping to manage and run gatherings. ●●●

...

“Being able to be part of that and support that through our venue is so gratifying and rewarding.”

As he says, “We reside just across the street from the facility, and this is a great way for them to earn responsibility and learn essential life skills.”

When you talk with Ben, it’s clear to see the pride and joy he and his team feel in offering a place — a welcoming *SPACE* — where events thrive.

“We enjoy having the kind of business focused on giving back and helping others,” he smiles. “We like helping people with their life celebrations and giving them a venue where they can make those moments happen.”

For More Information about Rocket *SPACE*:

Address: 3335 East Baseline Road, Gilbert 85234

Website: www.SpaceByRocket.com

Phone: 480-347-9687

Email: Hello@SpaceByRocket.com



At Stratton inspections our honest and direct approach, coupled with our over the top prompt customer service allows us to successfully perform not just a superior inspection but also a relaxed and positive atmosphere.



Home Inspection Reports Include:

- Building Component Checklist
- Digital Color Photos
- Emailed PDF Report
- Executive Highlights Summary
- Miscellaneous Observations
- Delivered In 24 Hours

STRATTON
INSPECTION SERVICES LLC

480-215-7264

INSPECTIONS@STRATTONINSPECTIONS.COM | WWW.STRATTONINSPECTIONS.COM
3303 E. Baseline Road # 119 | Gilbert, AZ 85234

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

If your current headshot isn't making waves,
TIME TO TRY SOMETHING NEW!



CONFIDENT
PROFESSIONAL
FRIENDLY
COURAGEOUS
INNOVATIVE

Devin Nicole
Photography

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

f @DEVINNICOLEPHOTOGRAPHY

FREE ESTIMATES! VALLEY WIDE!



**SPEND MORE TIME
MAKING THE SALE**

\$25 Off Any Pickup
Must mention this ad

AMERICAN JUNKERS
480.528.4335

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

Create Your Own INVENTORY

“The Gold is Where The Pain is”

By Wayne Salmans

Think of all the people you look up to. Now think about why you look up to them. I can guarantee it's not because they waited for greatness to drop in their lap. Take Lin Manuel Miranda for example, when he started out in theatre he wasn't getting cast, his talent wasn't being utilized. So he built the play that needed him. He created the space for himself to shine. How are you creating your own opportunity today; your own space to shine?

Here's how a few leaders in the Hero Nation Community are building their own stage and creating their own inventory.

1. Work Backwards

Find your own inventory by reverse-engineering the perfect house search. Start by using tax information to identify potential homes that would meet your client's needs. Now that we have a small working list, do a drive-by of the properties so you are well informed of all the benefits for your client and this home (i.e. the neighborhood) matches their needs. Now, get brave enough to knock on the door or call the homeowner and say, “Thank you for taking my call today. I have a potential buyer who loves this neighborhood, would you be interested in selling your home?”

2. Be a Financial Friend

Be the solution to your client by approaching them with a financial advisor mindset. Showing clients there is financial gain in listing their home now provides them a pathway to increased wealth. Empower them with the knowledge to turn their listing into money and show them an ROI (return

on investment) when they are poised to sell.

3. Forbearance doesn't mean Forever

Leverage yourself as the helpful person you are by finding people coming out of forbearance. Show them the win if they sell now and rebuild their finances. Find these potential clients by utilizing your favorite loan officer or obtain a list if it is available in your state.

4. Zillow is your Frenemy

Don't hate, appreciate that half the work is done for you already. Use Zillow (or other like websites) to find rental properties listed by the owner and make those calls! Informing them of the value of selling can gain you a listing or a potential listing down the line.

5. NEIGHBORHOOD STATS

Use the facts to your advantage. Pay attention to houses on the market that are in selling specific neighborhoods. When a property sells find out:

- How many offers did the house get?
- How much it sold for?
- Use this information while Door knocking to present potential buyers with future

gains. If you are able to present a clear picture of the market and financial gain you are more likely to pique interest.

“If you're interested in selling, let me give you some information about the last property sold in this neighborhood. It sold for _____, in about (time frame).”

6. Be the Change You Wish to See in the Market

Change the narrative of negativity in real estate by being a social media HERO. Use your social media as a database and remind people what you do and how you do it. Gain clients by being your true, positive, and helpful self.

7. Specific Marketing

Use social media, digital billboards, or your favorite marketing tool to share specifics about properties you're looking for or selling. Don't just say, “I have a buyer,” say “I have a buyer looking for a three-bedroom and a backyard.”

8. Start the Conversation

Don't take no for an answer. Help potential clients see the future by coaching them through future goals. Ask “If you were gonna move where would you go?”

It keeps the conversation open, less about sales, and more about the person. It tells the property owner you're here to be helpful.

9. Be the Solution

After someone has sold their house where do they go? Provide a list of places to live that you recommend for your client making their transition easier and less stressful.

Take this idea to the next level by building your own wealth and invest in rental property apartments that you sublet to your clients.

10. Work Your Network

Building a large sphere is crucial to building your own brand. Build a group of trusted agents all working with off-market properties to build a bigger pool for you, your clients, and each other.

You've built the network, now use it!

Hero Nation Community Contributors: Bradley Allen, Kelly Kilmer, Anthony Mosley, Virginia Franzeze, and Jean Christenberry

Want momentum? Download the 30-Day Momentum Toolbox at <https://www.theheronation.com/30daymomentum> The tools you need to gain momentum.



WAYNE SALMANS is an author, speaker, and business coach. 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. His passion is coaching business owners to build, grow and scale their business, faster and with fewer bruises. www.TheHeroNation.com Text 469-500-3642 to get a free discover coaching call.



Second home or investment property?

We want these loans!

- ✓ We want second homes.
- ✓ We want investors.
- ✓ We love originating them and we're really good at it!

Earlier this spring Fannie Mae tightened up on these types of loans, but Cardinal Financial has always been in front of industry changes. **Call and ask us how we do it!**

Matt Askland
Retail Producing Branch Manager
NMLS # 168130
480.759.1500
Matt.Askland@CardinalFinancial.com
MyArizonaLoan.com
3105 S. Price Rd., Chandler, AZ 85248

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

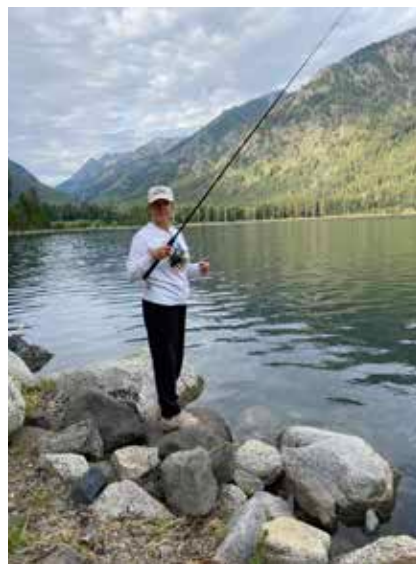
» real story | By Sarah Wind

BRANCHING UP AND OUT

Jeanie Teyecha is a successful REALTOR®, wife, mom, and grandma who owns her own brokerage. Not only does she own her own brokerage, her brokerage now has four branches because she took advantage of ripe opportunities to serve clients in various cities throughout Arizona. Read on to hear her tips for best practices in business and in life.

“The beginning of my real estate career was in the early ’90s. I was a single mom of a two-year-old son. I got a job with a Utah-based property management company that was picking up properties in Arizona and I was able to live for free on-site at an apartment community. That turned into an amazing platform for me to learn the ins and outs of real estate.

“My initial job was as a housekeeper, then I moved into leasing. After that, I became the financial manager, manager, regional manager, and VP of Operations for Wasatch Property Management. I was part of acquisitions and got experience in the commercial and residential side. I had to have my real estate license in order to oversee the properties, so I became licensed in 2004.



“I worked two jobs for 15 years. During the day I worked in property management and at night I was a real estate agent. Juggling both taught me organizational skills. I fell in love with helping buyers and sellers so much that I decided to retire from the property management company in 2012 after 23 years of working for them.

“One of my friends was managing manufactured homes in 55+ communities and begged me to help her for six months. Six months turned into three and a half years. It was good experience to learn about manufactured homes and land leases.

“In 2015 I got my broker’s license and launched my own brokerage. Opportunity 2 Own Real Estate is a boutique brokerage with eight agents and four branches. We’re incredibly busy.

“I found out early on that I liked learning outside of where I lived. I wanted to go to places like Tucson, the White Mountains, and Prescott, learn the markets there, and see if it was something I could add to my portfolio. In 2005 I bought a home in Strawberry. I started getting calls to sell real estate in that area, and so I realized I needed to join the association there.”

“After that people in White Mountains started calling me and I started selling there, so I realized I needed to be part of the White Mountains Association. We just joined the association in Prescott a few weeks ago because people I’d worked with wanted to move there.”

“I’m based in Mesa. I opened a second satellite branch office in Globe. White Mountains became our third branch office and Payson became our fourth.”

...



@realproducers



Photo Credit
Patrick McKinley

“

MY BIGGEST ADVICE TO AGENTS IS DON'T BE SCARED TO LOOK OUTSIDE OF YOUR COMFORT ZONE. IF YOU WANT TO SPREAD YOUR WINGS, BE DIFFERENT, AND OFFER SERVICES TO MORE PEOPLE, LOOK FOR SOME OTHER AREAS.



Photo Credit Patrick McKinley

“When I have clients that want to move to an area I’m not familiar with, I spend time there in person learning the market and finding out information like who services the utilities and how much the taxes are. That way I can be prepared to answer those questions when my clients ask.

“I talk to a lot of agents who are doing well and who only focus on selling in certain cities or zip codes. My biggest advice to agents is don’t be scared to look outside of your comfort zone. If you want to spread your wings, be different, and offer services to more people, look for some other areas.”

As full as her schedule is, Jeanie is determined to take time off to relax and make time for her husband, kids, and grandchild. “My husband and I love to travel. Our summers become our time to reconnect because we don’t have a lot of time to the rest of the year. My husband is a general manager over a restaurant and a golf resort, and they are typically slower in the summer, so he can take a month or two off. We like to take a vacation for just the two of us

and also have a family vacation. Agents in my brokerage work with my clients while I’m away.

“Every year we take a two-week road trip starting in Oceanside, California, and work our way up the coast. I’m from Oregon and he’s from California, so we have family in both places. We like to fish, crab, chillax, decompress, and spend time with family. It’s refreshing to get out of Phoenix in the summertime.”

“I have a son and a daughter here in Apache Junction. Currently, my son lives with me, but we are looking for a house for him to buy. My daughter and seven-year-old grandson live two doors down from me. I love getting to see my grandson almost every day, even if it’s a quick hug and kiss on his way to school.”

“I’ve had to learn boundaries in order to keep my family first. Clients can be demanding, especially in this market. The number one thing to do is to communicate with them on a daily basis. The more you communicate, the better. When it comes time to say, ‘I need a break and I’m not going to be working today. I’ll get back to you tomorrow,’ hopefully, they will understand.

“Even though I am incredibly busy, I make time for what’s important. Every Sunday I go to church and then host dinner for my family. That’s what makes me happy.”



Jeanie’s cabin in Strawberry



Property Management for landlords, by landlords.



TRUST | PROTECTION | PEACE OF MIND

MARK BROWER
PROPERTIES

480-336-2556

www.markrent.com



A new floor can transform how you sell a home.
What are you waiting for?

After



Before

Call us via (480) 599-2060
www.azagape.com

Gofor Services DBA | Agape Construction
AZ ROC #325591



Scott Wurga,
Qualifying Party

OLD REPUBLIC HOME PROTECTION

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



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

Contact us to learn more.



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



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

People Helping People

This is a paid advertisement.

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

RESIDENTIAL INSPECTIONS
STARTING AT \$325!

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



CHAD@AZCHOICEINSPECTIONS.COM
480-304-0114
azchoiceinspections.com

» on the rise

MICHAEL BICKFORD

By Dave Danielson

PREPARATION MEETS OPPORTUNITY

Some things seem destined to happen ... like they were truly meant to be. However, that natural fit is often the result of planning and dedication.

That's the story of Michael Bickford.

As a REALTOR® with Keller Williams, Michael shows what can be achieved when preparation meets opportunity.

"One of my favorite parts of the job that I specialize in is open houses. They are my pillar," Michael says. "My success comes when preparation meets opportunity. I prepare for my open houses. It's very important that it's done correctly. The trust and relationships with fellow agents in the office that I've created over the last few years have been phenomenal. The secret sauce to all of it is hard work. I can't tell you how many nights I've stayed up until 3 a.m. figuring out how to get better at this. I'm very proud of being a solo agent, working really hard and finding success."

A VISION FOR HELPING OTHERS

Prior to beginning his real estate career, Michael had another very rewarding path in life — as a Licensed Optician for 34 years.

Michael was born and raised in Washington, then earned a degree in Biology and a degree in Optical Engineering from Seattle University.

It wasn't long before Michael was on the front lines of care, delivering expertise and solutions to his patients.

"I've always enjoyed working in a clinic with patients. That was very satisfying for me. I have a lot of compassion for the wellbeing of individuals ... listening to their concerns and needs, and then diagnosing and

making sure that their visual concerns were taken care of to the best of my ability."

NEW MOVES

Over time, Michael was ready for a new challenge in life. Real Estate was my passion.

"I think a big part of my success in life comes from being the youngest of five kids. I was always very competitive. I put myself through college. I have a real passion to succeed," Michael says. "As I talked with others about my career move, they thought I was crazy ... moving from a high-level salary to a commission-based income. I knew in myself that I could do this. They don't think that now. Their minds have been changed with a smile on their face."

Michael sees clear parallels between Real Estate and his prior career.

"With Real Estate, I'm working with clients to understand their needs, identifying what's very important to them and diagnosing that and applying my skills to the best of my ability to make them happy," he smiles. "They count on me. I'm honored for the opportunity to have that."

There are other passions that Michael appreciates about his current role in Real Estate.

"I like having the opportunity to have my own business, the camaraderie and the culture of Keller Williams in our office is amazing," he emphasizes. "I don't feel like I go to work every day. I love going into the office. The management is outstanding and second to none. It's a wonderful atmosphere to thrive in, too, with a phenomenal support system. The training is the best in the industry for new agents."



Chris Atchley, Angela Kiernan, Michael Bickford, Patty Hermosillo and Bob Wasieko

Photo Credit Patrick McKinley



Photo Credit Patrick McKinley

Michael has made such a success out of his passion for conducting open houses, that he is often called upon for his advice on the subject. In fact, he is an instructor for open houses in his office.

SHARING THE SPOTLIGHT

He's quick to share credit for his success with those around him.

"One of the people who has been immensely important to my success is Scott Agnew, the Owner of our Keller Williams office, as well as Jason Wells, along with Brad Cox, who was my mentor and who continues to be an influential driving force in my career today," Michael explains. "There are many more REALTORS® in this office who deserve recognition, as well. I have many REALTORS® in this office who have become amazing friends and inspirations in my career. Without them, my career wouldn't be where it's at."

Away from work, Michael's family is central to life.

"My big brother, Lyle Bickford, is my hero. He is an amazing inspiration to me, encouraging me to go after whatever I wanted to accomplish with my goals. He worked on the Union Pacific Railroad for over 40 years," Michael says. "I lost my parents when I was young. Lyle has been my rock and lighthouse in the storm. My family is really important to me."

Other strong allies for Michael have been his best friends, Bill Sweitzer and Brian Hamilton. As he says, "They have both been a tremendous support system for me over the years."

... In 2014, Michael moved to Phoenix from San Francisco to enjoy preseason baseball, the game of golf and the weather.

He also has a passion for scuba diving. In fact, Michael has logged nearly 170 dives worldwide — in the process, feeding sharks, cave diving, exploring shipwrecks and diving on film sets. When he's bored, he also likes to jump out of planes.

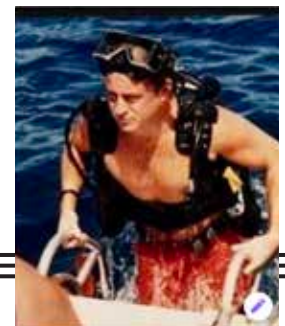
Michael also likes to get out on the open road on his motorcycle as much as possible. When he's at home and abroad, he is a foodie. His real passion is cooking. His favorite bucket list item that he checked off was enjoying a private cooking class in Paris in October 2019. It's a craft he continuously participates in every chance he gets.

Giving back is a big part of life for Michael, too. One of his favorite organizations that he supports is the Wounded Warrior Project.

As he says, "I have a number of nephews who have been in combat in Afghanistan and Iraq who have been diagnosed with PTSD, and I had a very close friend in Seattle who took his own life because of PTSD. My dad was also a tank mechanic in Patton's 3rd Division in the liberation of Europe in World War II, and my brother served in Korea. So that organization is very important to me."

From his life as a Licensed Optician to his emerging success as a Rising Star in Real Estate, Michael gives his all for those he serves. In the process, he demonstrates the powerful possibilities that occur when "Preparation Meets Opportunity."

“THE SECRET SAUCE TO ALL OF IT IS HARD WORK. ...I'M VERY PROUD OF BEING A SOLO AGENT, WORKING REALLY HARD AND FINDING SUCCESS.”



5 GUYS ROOFING

(480) 892-5311 | fiveguysroofing.com

PROFESSIONAL EVALUATIONS SERVICE & REPAIR

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

EXPECT MORE.



You're a part of their big decisions.
Let us be a part of yours.



Jeff Quincey
NMLS# 183810
Scottsdale, AZ

602.743.0434
www.jeffquincey.com
jeff.quincey@fairwaymc.com

FAIRWAY
INDEPENDENT MORTGAGE CORPORATION



TCT Property Management Services, LLC

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

Contact us today
480-632-4222
info@tctproperties.com



24 HOUR EMERGENCY PEST CONTROL
NO CONTRACTS • FREE ESTIMATES
RESIDENTIAL • COMMERCIAL • INDUSTRIAL • TERMITE

Nothing beats a summer in Phoenix.

UNFORTUNATELY, THE PESTS COULDN'T AGREE MORE.

\$25 OFF
Scorpion Inspection
Expires: June 30, 2021

480-969-2926
Creepy Crawly Pest Control Inc.
7650 S MCCLINTOCK DR #103-410 | TEMPE, AZ 85284
CREEPYCRAWLYPESTCONTROL.COM | FACEBOOK @ CCPESTCONTROL | EST. 1981 | LIC 5281



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

1st Glass
Window Cleaners, LLC

Residential • Commercial
Window & Sun Screen Cleaning

JUSTIN KNAPP
Owner/Operator

1stglasswindowcleaners@gmail.com | @1stGlassWindowCleaners







Health Insurance Questions?
I have Answers.

If you missed Open Enrollment, contact me.

Need Insurance Karla Can Help

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

Happy Father's Day



website accessibility

Most business owners are familiar with the Americans with Disability Act, or ADA, and the requirements that Act imposes. The core function of the ADA is to ensure that goods, services or other activities provided by places of “public accommodation” are equally accessible to persons with disabilities. Americans are used to seeing these accommodations in their everyday lives in the form of reserved parking spaces, wheelchair-accessible ramps and bathrooms.

Central to the ADA is enforcement. Although the federal government can enforce the ADA directly, compliance with the ADA is most often enforced through private litigation. Generally, a person with a qualifying disability will bring a lawsuit against a business or organization claiming that he or she was denied equal access to the business because of his or her disability. For example, if a clothing retailer does not have fitting rooms that are wheelchair accessible, a patron in a wheelchair might be able to claim he or she was denied equal access under the ADA.

In the early 2000s, these types of lawsuits became all too common.

Some more unscrupulous attorneys began hiring “testers” to canvass local businesses looking for potential ADA violations. These suits were sometimes referred to as “drive-by” ADA lawsuits because the tester would in some cases literally “drive-by” local businesses hoping to find a potential ADA violation. Although money damages are typically not available for ADA violations, attorneys’ fees are recoverable—a fact which likely contributed to the quick rise of these lawsuits. Fortunately, state bar organizations reigned in some of the worst actors and the more predatory or frivolous lawsuits died down.

The rise of internet-based business spawned an entirely new round of ADA litigation. Instead of violations in the physical world, these lawsuits alleged denial of access to goods and services offered on websites. The most common of these lawsuits center on equal access to people with visual disabilities. Let’s go back to our clothing retailer. In addition to a physical store, this shop also has a website where customers can purchase clothes directly. If the website does not have built-in software features that allow for a

visually impaired person to use the website, that business risks becoming a defendant in an ADA lawsuit. The threat is real. Since 2015, over half of the top 500 retailers have been sued on the grounds that their websites or mobile applications were not ADA compliant.

So far, the Supreme Court has refused to weigh-in on the applicability of the ADA to websites or mobile phone applications. In 2019, the Supreme Court refused to hear an appeal from the Ninth Circuit in the case of Domino’s Pizza v. Robles. The plaintiff, Mr. Robles, is blind and brought a lawsuit in California claiming Domino’s website and mobile applications violated the ADA. The Ninth Circuit ruled in favor of Mr. Robles holding that yes, the ADA does apply to websites and similar mobile applications so long as the business also maintains a physical presence. The Supreme Court did not take up the case and so the ruling from the Ninth Circuit stands. Unless there is a dramatic change in the law, which is unlikely, businesses with websites (which is just about all of them) do risk being on the receiving end of an ADA lawsuit.

In most cases, these ADA lawsuits do not permit the recovery of money damages. Even so, the limitation is small comfort since the ADA does allow for an award of attorneys’ fees which often reach significant amounts. Moreover, some states, like California, have legislation similar to the ADA that does allow for money damages. Because an award of attorneys’ fees can only be recovered after the lawsuit is actually filed, businesses almost never receive any advance warning or opportunity to make the requested changes outside of court.

Many REALTORS® utilize the internet to market themselves and their listings. Unfortunately, if a REALTOR’S® website is not ADA compliant, that REALTOR® and the brokerage that they work for could be exposed to one of these ADA lawsuits.

Although there are steps that businesses can take when faced with an ADA website-based lawsuit, avoiding a lawsuit in the first place is preferable. Given the rise in these types of lawsuits, many companies now offer services to help businesses to make

their web presence ADA compliant. As you might guess, the new frontier in ADA litigation is over whether these accommodations actually bring a company into compliance with the ADA. This area of law (and business) is dynamic and change happens quickly. With proper counsel, the risk from these lawsuits can be mitigated in a sensible and economic manner.

At Hymson Goldstein Pantiliat & Lohr, PLLC, “Our Business Is Your Piece of Mind.”

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

Home Inspections By Professional Engineers

Providing quality engineering services to residential clients.

Services include:

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

Have your next home inspection performed by a Professional Engineer!

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

480-323-5314 | **www.poundersengineering.com**

Home Inspector Firm#: 20814 Civil or Structural Engineer#: 59460 Home Inspector#: 65439

What did you think you would grow out of, but didn't?



5 WAYS TO UPDATE YOUR KITCHEN

1-5 DAY KITCHEN REMODELS

Before

After Refacing

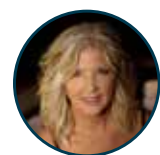
Refacing & Redooring • Cabinet Painting
Custom Cabinets • 1 Day Tune-Up • And More

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



NICOLE COURTNEY

Weichert, Realtors - Courtney Valleywide
Video games! Grew up with them and still find them more engaging than TV, and super relaxing escaping into a game after a stressful day.



BARBI KING

Keller Williams Integrity First Realty
Black and white home style!



PETER MUTH

Realty Rekey, LLC
The initial sense of KNOWING I would marry my wife when I first saw her...as hokie as that may sound.

I have never doubted for a moment that we were absolutely and Sovereignly destined and ordained to be together.

Other than that, I thought I would grow out of goofy bathroom jokes! But apparently growing old and growing up are two very different things.



ROBERT URRUTIA

Century 21
Riding motorcycles.



MARIESA ARTHUR

DPR Realty
Parting my hair on the side.



CYNTHIA AKERS

HomeSmart
Kool-Aid.



HEIDI ZEBRO

DeLex Realty
Bangs



HOPE SALAS

Keller Williams Integrity First Realty
Shots of Tequila.



ROOFSTAR ARIZONA, INC.

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

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

Call us today! (480) 426-1915

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

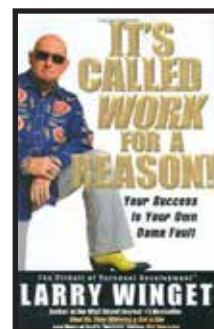
480-426-1915 928 E Javelina Ave Mesa, AZ 85204 www.roofstararizona.com

f t i



YOUR SUCCESS IS YOUR OWN DAMN FAULT
BY LARRY WINGET

I read a lot of books. Most of them are either business or personal development. I had the opportunity to meet the author of this book three times. The first time was in Las Vegas and the second time was in Scottsdale. That's when I discovered that this New York times bestselling author lives in Paradise Valley. The third time was in Nashville, he was speaking at a conference, just not the one I was attending. We had a cup of coffee together and I can tell you he lives like he writes.



Larry Winget has published several books over the years. He's known as the Pitbull of personal development.

He calls it like it is and doesn't sugarcoat or soften anything. You will either love this book or hate it. I encourage you to set a pad down next to you while you're reading it and jot down anything that stands out to you.

He tackles many subjects in this book including how people get promoted or why. Why many people who get promoted don't deserve the position as their bosses aren't really paying attention to who actually does the work. How the only one responsible for your work ethic is you.

In this book, you will learn many things that may go against what you currently think.

He explains why success is simple, why teamwork doesn't work, why coworkers are really only "co-goers," why results are everything, and that you don't have to love your job (but it helps).

In today's climate where many people are claiming to be a victim, this book is a blunt, refreshing reminder that in the USA you control your success.

Over the last few years, I've purchased many of his books. Including: *Grow a Pair*, *Shut up*, *Stop Whining and Get a Life*, *You're Broke Because You Want*

To Be, and Your Kids Are Your Own Damn Fault.

If you are easily offended or believe that society is responsible for where you are today you probably need this book but you likely won't finish it.

If you're someone who's tired of doing what you've always done to get what you've always got and are ready to make a change this book can help you.

As an employer, I would be thrilled if employees read this book and put it into action, but honestly, I don't think I would buy it for them.

Not everyone responds well to his blunt approach, but you might.



**24/7
SERVICE**

**We are
Here for
YOU!**

*Anytime day
or night!*

**Our Loan Officers are able to
pre-qualify your clients on the spot!**

SPOT!

**We can be reached over the
weekends, holidays,
and every evening for any loan
questions you may have.**

APPLY NOW!



Scan this
QR Code with
your mobile
device to
apply now.



Chris Lawler
Senior VP / Branch Manager

Cell: 520.260.4846
chris.lawler@novahomeloans.com
www.lawlerteam.com



Mandy Reed
Business Development-Chandler

Cell: 512.962.1507
Mandy.reed@novahomeloans.com
www.novahomeloans.com

**LAWLERTeam
NOVA HOME
LOANS**

LAWLER NMLS #80908 / NOVA FINANCIAL & INVESTMENT CORPORATION, DBA NOVA HOME LOANS NMLS #1007 / EEO/OFCCP/Equal Housing Opportunity / 1526 EAST WILLIAMS FIELD
ROAD, BUILDING C, SOUTH SAN JOSE, CA 95128. LICENSED BY THE DEPARTMENT OF BUSINESS OVERSIGHT UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT (P.L. 11228).
ALSO LICENSED BY THE CA-DBO UNDER THE C.F.I. #0016566. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE. WWW.NOVAHOMELANS.COM

25 YEARS OF SERVING COMMUNITIES



FAIRWAY

INDEPENDENT MORTGAGE CORPORATION

A one-stop shop for your clients

- ✓ Fixed-rate mortgages
- ✓ Adjustable-rate mortgages
- ✓ Jumbo mortgages
- ✓ Reverse mortgages
- ✓ VA lending products
- ✓ FHA

Mike Pehrson
Senior Loan Officer



3200 E. Camelback Rd • Suite 200 • Phoenix, AZ 85018
Office: 602-799-1324 | Fax: 866-728-6067 | azmortgagemike.com

It's Summertime!



►► weserv monthly update

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



It's Summertime! The summer is always an appreciated and exciting time in Arizona. For those in school, it means summer vacation; for many, it means pool and lake weather. For others, it means the opportunity to travel and see the beautiful sights and world.

For REALTORS®, it means opportunity. The only thing hotter than the weather is the real estate market, and opportunities for REALTORS® abound everywhere. According to the STAT report, created by the Arizona Regional Multiple Listing Service (ARMLS), 2021 through March is the number one year ever in gross dollar volume home sales by almost 3 billion dollars, an increase of 36% from last year. Prices are up, sales are up, and time on the market for new listings is getting shorter and shorter.

I, for one, hope it doesn't cool off, although I know that at some point, it will. Homebuilders will continue to build homes, and eventually, the market will shift, and when that happens, REALTORS® will be the first to know. This example is why a member of the public uses a REALTOR®. REALTORS® can take all the data to help interpret what it means for their client. Clients look to their REALTOR® for expertise and knowledge. I encourage you to review the STAT report each month for the nuggets of information it provides for members of WeSERV.

I am so excited about the real estate industry. In very few professions can a person truly see the impact they make on people's lives every time clients sell or buy a home.

What is even more exciting is that we are coming out of the pandemic at the same time. In-person education is ramping up at WeSERV, with live classes beginning in June.

For those who prefer Zoom and online courses, we will continue to provide those for our members. WeSERV will continue to try and meet our members wherever you live and work.

WeSERV is also very excited about upcoming events and programs. From the REALTOR car show to raise money for charity, the WeSERV Real Estate Expo, and special programs with national speakers help you make the most out of the career you have chosen, WeSERV thinks of the member first when it comes to our programs and services.

Because of the success, WeSERV had with the 2021 Earth Day Event, which included a shred-a-thon and blood drive, the WeSERV team is already planning a similar event for 2022 Earth Day on April 22, 2022.

Summer is also the time when the volunteer and staff begin planning for the next year, 2022. The whole planning process starts with the election of new members to the WeSERV Board of Trustees, which will occur in the first two weeks of June. Please take a moment to vote on the candidate you trust to help propel organized real estate in 2022 and beyond.

WeSERV is here for you and your business. If you ever think of something you would like us to do, please let the WeSERV team know.

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
1	Kenny Klaus	Keller Williams Integrity First Realty	31,781,325	79
2	Mary Jo Santistecan	Berkshire Hathaway HomeServices	30,701,049	61
3	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices	30,653,025	65
4	Charlotte Young	Keller Williams Realty Sonoran Living	27,834,200	60
5	Carol A. Royse	Keller Williams Realty East Valley	26,474,600	47
6	Denver Lane	Balboa Realty	24,910,770	62
7	Shanna Day	Keller Williams Realty East Valley	23,603,153	40
8	Cheryl Kypreos	HomeSmart	22,569,200	66
9	Karl Tunberg	Midland Real Estate	22,188,350	50
10	Kristy N Dewitz	Hague Partners	21,601,699	43
11	Mindy Jones	Keller Williams Integrity First Realty	19,755,198	48
12	Beth M Rider	Keller Williams Arizona Realty	19,149,100	43
13	Shannon Gillette	Launch Real Estate	17,271,000	30
14	Jason Mitchell	Jason Mitchell Real Estate	17,093,510	44
15	Sixto Aspeitia	Realty One Group	16,183,900	45
16	Janine M. Igliane	Keller Williams Realty East Valley	15,702,490	32
17	Bonny L. Holland	Keller Williams Realty Sonoran Living	15,143,899	12
18	Bruno Arapovic	HomeSmart	15,096,150	41
19	Mike Schude	Keller Williams Integrity First Realty	14,916,200	29
20	Rick Metcalfe	Canam Realty Group	14,433,638	47
21	Mark Captain	Keller Williams Realty Sonoran Living	14,306,400	31
22	Rodney Wood	Realty One Group	14,000,840	27
23	Randy Courtney	Weichert Realtors - Courtney Valleywide	13,975,400	21
24	John & Natascha Karadsheh	KOR Properties	13,932,499	23
25	Jody Sayler	Just Selling AZ	13,799,200	28
26	Jamie K Bowcut	Hague Partners	13,602,500	32
27	Richard Harless	AZ Flat Fee	13,001,400	25
28	Heather Openshaw	Keller Williams Integrity First Realty	12,959,000	30
29	Henry Wang	eXp Realty	12,759,387	25
30	Mike Mendoza	Keller Williams Realty Sonoran Living	12,284,500	20
31	Thomas Popa	Thomas Popa & Associates	12,274,500	11
32	Frank Gerola	Venture REI	12,185,700	25
33	Ben Leeson	Keller Williams Integrity First Realty	12,039,325	26
34	Lacey Lehman	Realty One Group	11,783,200	29

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
35	Jason Crittenden	Realty One Group	11,530,050	28
36	Shawn Rogers	West USA Realty	11,113,050	27
37	Amy Laidlaw	Realty Executives	11,106,600	19
38	Damian Godoy	Argo Real Estate Professionals	11,070,050	25
39	Diane Bearse	Realty Executives	10,978,000	16
40	Tiffany Carlson-Richison	Realty One Group	10,970,400	18
41	Rachael L Richards	Rhouse Realty	10,563,190	28
42	Lee Courtney	West USA Realty	10,364,000	7
43	Rob Hale	Elite Results Realty	9,972,300	24
44	Bob & Sandy Thompson	West USA Realty	9,806,900	21
45	James Carlisto & James Carlisto Jr.	Hague Partners	9,782,499	22
46	Brett Tanner	Keller Williams Realty Phoenix	9,754,999	29
47	Eric Brossart	Keller Williams Realty Phoenix	9,722,400	18
48	Michael Widmer	Keller Williams Integrity First Realty	9,618,400	18
49	Carey Kolb	Keller Williams Integrity First Realty	9,598,200	21
50	Justin Cook	RE/MAX Solutions	9,486,282	16

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

**Moving Clean Out?
Flip Clean Out?
Kitchen/Bath Remodel?**

We use boards to protect your client's driveway and they're paver-safe!

CALL PAUL
480-999-1399
Gilbert.BinThereDumpThatUSA.com

Bin There Dump That®
Residential Friendly Dumpsters

HOA Friendly Residential Bins

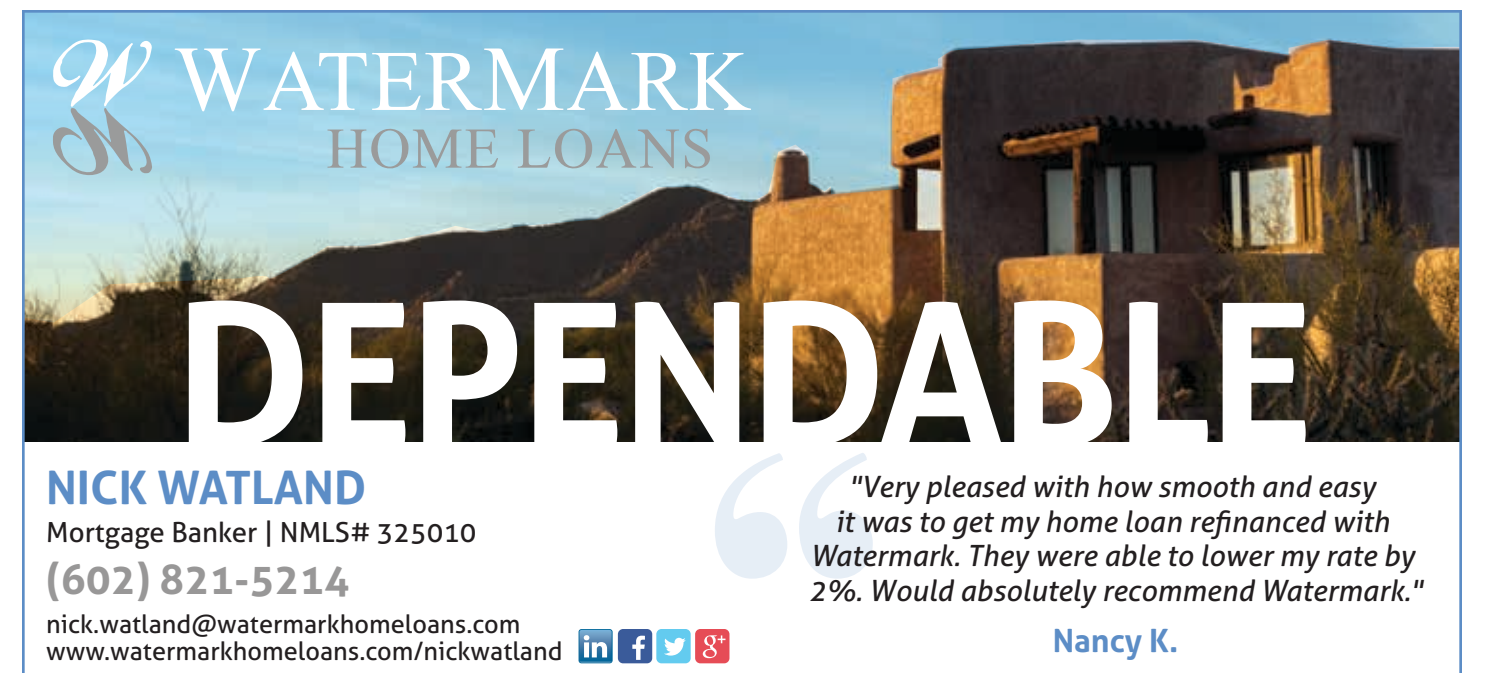
TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
51	David Morgan	HomeSmart Success	9,412,800	29
52	Dean Thornton	Redfin	9,232,400	22
53	Kyle J. N. Bates	My Home Group	9,113,175	21
54	Russell Mills	Close Pros	9,112,850	19
55	Kathy Camamo	Amazing AZ Homes	9,089,390	23
56	Chris Lundberg	Redeemed Real Estate	9,073,500	16
57	John Gluch	eXp Realty	9,072,186	20
58	Shivani A Dallas	Keller Williams Integrity First Realty	8,909,901	18
59	Matthew S. Potter	Stunning Homes Realty	8,890,500	23
60	Kelly Khalil	Redfin	8,883,611	18
61	Mary Newton	Keller Williams Integrity First Realty	8,811,200	25
62	Dean Selvey	RE/MAX Excalibur	8,729,851	27
63	Angela Larson	Keller Williams Realty Phoenix	8,724,925	32
64	Alan Aho	Atlas AZ	8,715,300	26
65	John L. Hrimnak	Hague Partners	8,682,675	21
66	Jill K Dames	Realty One Group	8,662,175	26
67	Robin R. Rotella	Keller Williams Integrity First Realty	8,388,700	18
68	Geoffrey Adams	Realty One Group	8,329,000	18
69	Richard Johnson	Coldwell Banker Realty	8,326,000	20
70	Ying Lin	The Housing Professionals	8,268,470	18
71	David Newman	Hague Partners	8,112,500	16
72	Michael W Cunningham	West USA Realty	7,988,342	13
73	Douglas Hopkins	Realty Executives	7,963,975	21
74	Amy N Nelson	Keller Williams Realty East Valley	7,817,400	16
75	James Bill Watson	Perfect Choice Real Estate	7,815,100	17
76	Brian Christopher McKernan	ProSmart Realty	7,716,000	27
77	Jared A English	Congress Realty	7,657,990	15
78	Samantha Allen	WJH	7,639,720	28
79	Gina McMullen	Redfin	7,629,900	18
80	Elizabeth A Stern	Springs Realty	7,544,600	20
81	Shawn Camacho	United Brokers Group	7,535,000	18
82	Scott R Dempsey	Redfin	7,479,400	15
83	Michelle Biagi Bauer	Realty Executives	7,455,500	13
84	Nathan D Knight	ProSmart Realty	7,451,000	18

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
85	Jason Vaught	Realty Executives	7,427,400	16
86	Jennifer Wehner	eXp Realty	7,422,700	19
87	Maria Henderson	A & M Management of Arizona	7,417,000	27
88	Karen C. Jordan	Thomas Popa & Associates	7,303,500	8
89	Kaushik Sirkar	Call Realty	7,302,000	11
90	Scott Cook	RE/MAX Solutions	7,223,000	17
91	Thomas Storey	My Home Group	7,214,400	22
92	Kimberly Dempsey	KD Realty	7,200,500	13
93	David Arustamian	Russ Lyon Sotheby's International Realty	7,145,900	12
94	Carin S Nguyen	Keller Williams Realty Phoenix	7,126,500	20
95	Michelle Mazzola	Berkshire Hathaway HomeServices	7,116,500	12
96	Michaelann Haffner	Michaelann Homes	7,107,300	16
97	Jason Dawson	North & Co	7,067,500	11
98	Daniel Callahan	RE/MAX Classic	7,050,315	20
99	Tina Garcia	eXp Realty	7,019,900	7
100	Blake Clark	Limitless Real Estate	7,018,900	13

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



WATERMARK
HOME LOANS

DEPENDABLE

NICK WATLAND
Mortgage Banker | NMLS# 325010
(602) 821-5214
nick.watland@watermarkhomeloans.com
www.watermarkhomeloans.com/nickwatland

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

Nancy K.

in f t g+

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
101	Keith M George	Coldwell Banker Realty	6,940,000	25
102	Jaime L Blikre	My Home Group	6,933,499	22
103	Ivy Coppo	Realty Executives	6,933,469	6
104	Gina Donnelly	ProSmart Realty	6,878,797	12
105	Grady A Rohn	Keller Williams Realty Sonoran Living	6,875,999	15
106	Heather Werner	Ravenswood Realty	6,783,005	15
107	Ronald Bussing	Realty One Group	6,772,000	13
108	Beverly Berrett	Berkshire Hathaway HomeServices	6,701,000	12
109	Joseph J Carroll	HomeSmart	6,690,500	12
110	Michael Kent	RE/MAX Solutions	6,652,500	15
111	Daniel Brown	My Home Group	6,628,500	14
112	Jody Poling	DPR Commercial	6,615,000	5
113	Darwin Wall	Realty One Group	6,598,950	14
114	Erik Geisler	West USA Realty	6,452,400	11
115	Velma L Herzberg	Berkshire Hathaway HomeServices	6,400,200	12
116	Heather Taylor	ProSmart Realty	6,390,268	11
117	Rosann Williams	HomeSmart	6,337,000	9
118	Lorraine Ryall	KOR Properties	6,331,113	10

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
119	John A Sposato	Keller Williams Realty Sonoran Living	6,266,390	13
120	Yvonne C Bondanza-Whittaker	Zillow Homes	6,253,900	18
121	Susan Lynn Jordan	United Brokers Group	6,198,000	8
122	Curtis Johnson	eXp Realty	6,152,800	19
123	Shar Rundio	eXp Realty	6,138,000	11
124	William Ryan	Infinity & Associates Real Estate	6,087,675	10
125	Geno Ross	West USA Realty	6,056,200	7
126	Alisha B Anderson	West USA Realty	6,044,000	17
127	Kevin Houston	Keller Williams Realty Sonoran Living	6,029,000	11
128	Sharon Cochran	HomeSmart	5,996,200	3
129	Mark Brower	Mark Brower Properties	5,960,044	16
130	Gigi Roberts-Roach	Coldwell Banker Realty	5,956,500	13
131	Thomas Dempsey Jr	DPR Commercial	5,941,500	23
132	Charles P. Turner	Keller Williams Integrity First Realty	5,870,615	11
133	William R Nager	Stunning Homes Realty	5,867,000	9
134	Monica C Monson	The Noble Agency	5,850,000	3
135	Mary Almaguer	Apache Gold Realty	5,812,900	20
136	Anthony R Fortuna	eXp Realty	5,812,500	9
137	Nicholas R Kibby	Keller Williams Realty Phoenix	5,799,000	14
138	James G Townsend	Keller Williams Realty Sonoran Living	5,789,000	13
139	Leila A. Woodard	My Home Group	5,763,000	14
140	Thoman L Wiederstein	Redfin	5,755,935	13
141	Kerry Jackson	Arizona Gateway Real Estate	5,729,900	14
142	Katie Lambert	eXp Realty	5,711,498	15
143	Katie Baccus	Keller Williams Realty Sonoran Living	5,698,690	13
144	Jill McFadden	Delex Realty	5,681,900	11
145	Tyler Monsen	Offerpad	5,678,750	11
146	Gina McKinley	RE/MAX Fine Properties	5,677,000	15
147	Barbara Schultz	Coldwell Banker Realty	5,620,601	10
148	Holly Poty	My Home Group	5,559,000	10
149	Bryan W Pankau	Keller Williams Integrity First Realty	5,550,400	16
150	Tara R Keator	Keller Williams Integrity First Realty	5,548,000	13



CHOICE Home Warranty



SHARP CHEN
Senior Account Executive
Email: sharp@chwpro.com
Cell: (949) 426-5450
Realtor Portal: www.CHWPro.com
Real Estate Customer Service
888-275-2980

**Re-Key
Multi-Year Discounts
Sellers Coverage**



#MAKETHEHARPCHOICE

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
151	Christopher S. Tiller	Russ Lyon Sotheby's International Realty	5,543,200	9
152	Troy Holland	HomeSmart	5,536,000	8
153	Pat A. Lairson	The Maricopa Real Estate Company	5,497,250	18
154	Jason Zhang	Gold Trust Realty	5,484,690	11
155	Karrie Law	RE/MAX Foothills	5,473,500	8
156	Michael Mazzucco	My Home Group	5,465,577	13
157	Daryl R Snow	Homie	5,450,725	14
158	Braden Johnson	Results Realty	5,438,990	10
159	Joshua A Peters	Retsy	5,390,000	2
160	Jim Sobek	Weichert Realtors - Lake Realty	5,387,500	9
161	Jill Vicchy Heimpel	RE/MAX	5,336,575	16
162	Jacquelyn E. Shoffner	eXp Realty	5,320,497	10
163	Heather M Corley	Redfin	5,301,000	12
164	Stephanie Wyatt	Coldwell Banker Realty	5,285,100	11
165	Diane Fitzsimmons	Delex Realty	5,280,000	11
166	Jerry Thomas Beavers	Realty One Group	5,278,000	11
167	Devin Guerrero	Realty One Group	5,277,000	9
168	Benjamin Graham	Infinity & Associates Real Estate	5,273,500	12
169	Jonas Funston	Venture REI	5,272,000	9
170	Krysten Jones	Realty One Group	5,264,847	9
171	Tyler D Whitmore	O48 Realty	5,257,000	12
172	Dawn Carroll	Lori Blank & Associates	5,248,850	12
173	Jason LaFlesch	Results Realty	5,226,000	9
174	Jeffrey T Hubbell	Dana Hubbell Group	5,191,600	8
175	Bonnie Kennedy	West USA Realty	5,189,000	9
176	Usha Purushothaman	HomeSmart	5,184,000	9
177	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	5,179,500	9
178	Danielle Bronson	Redfin	5,154,490	12
179	Matthew Long	Realty Executives	5,151,000	10
180	Carole Hewitt	Homie	5,147,700	11
181	Benjamin Marquez	eXp Realty	5,146,500	11
182	Sheila M Popeck	RE/MAX Classic	5,145,526	9
183	Royal Henry	Cactus Mountain Properties	5,095,000	15
184	Robyn Brown	Argo Real Estate Professionals	5,074,000	8

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
185	Michael J. D'Elena	North & Co	5,056,600	10
186	Kenneth Ortiz	Keller Williams Integrity First Realty	5,051,490	10
187	Rebekah Liperote	Redfin	5,008,000	9
188	April McNeil	United Brokers Group	5,006,000	12
189	Frederick P Weaver IV	eXp Realty	4,997,000	12
190	Michael J Dingman	Platinum Service Realty	4,991,194	12
191	Elizabeth Rolfe	HomeSmart	4,986,000	9
192	Steven Bernasconi	Keller Williams Integrity First Realty	4,976,570	14
193	Cynthia Worley	Keller Williams Realty East Valley	4,973,499	7
194	Frank Merlo	Berkshire Hathaway HomeServices	4,962,000	11
195	Adam B Coe	Delex Realty	4,905,500	12
196	Mike Olberding	Berkshire Hathaway HomeServices	4,888,800	11
197	Tarah Ingram	Equity Solutions Realty	4,885,590	7
198	Ty Green	Coldwell Banker Realty	4,881,500	11
199	Jennifer Dyer-Jenkins	Broker Hub Realty	4,878,753	11
200	Zoran Gajanovic	Realty One Group	4,876,000	4

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



Second home or investment property?

We want these loans!


- ✓ We want second homes.
- ✓ We want investors.
- ✓ We love originating them and we're really good at it!

Earlier this spring Fannie Mae tightened up on these types of loans, but Cardinal Financial has always been in front of industry changes. **Call and ask us how we do it!**

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



Matt Askland
Producing Branch Manager
NMLS # 168130
480.759.1500
Matt.Askland@CardinalFinancial.com
MyArizonaLoan.com
3105 S. Price Rd., Ste. 135
Chandler, AZ 85248



CARDINAL
FINANCIAL COMPANY LIMITED PARTNERSHIP, NMLS #66247

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
201	David B. Goldberg	My Home Group	4,867,500	7
202	Maria C Williams	Shadow Hawk Realty	4,863,500	7
203	Mark David Sloat	Realty One Group	4,819,000	10
204	Pamm Seago-Peterlin	Century 21 Seago	4,817,490	11
205	Holly Marcus	HomeSmart	4,803,000	10
206	Jon Sherwood	Crossroad Brokerage	4,765,500	11
207	Hilary C Sutter	My Home Group	4,757,930	11
208	Christy Rios	Keller Williams Integrity First Realty	4,745,000	4
209	Cristen Corupe	Keller Williams Realty Phoenix	4,741,000	11
210	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	4,735,885	9
211	Jennifer Felker	Infinity & Associates Real Estate	4,732,800	7
212	Andrew J Carter	Zion Realty	4,727,700	11
213	Brock Blikre	My Home Group	4,718,500	11
214	Stephanie Natichioni	West USA Realty	4,682,419	5
215	Brooke Bogart	Keller Williams Realty East Valley	4,622,900	9
216	Michael Hargarten	Realty One Group	4,608,952	12
217	Korey L. Stewart	Keller Williams Integrity First Realty	4,607,700	12
218	Robert Reece	United Brokers Group	4,600,000	10
219	Michael Marr	Keller Williams Realty Biltmore Partners	4,592,500	4
220	Gus Palmisano	Keller Williams Integrity First Realty	4,581,316	12
221	Jeffery Chesleigh	HomeSmart	4,573,400	12
222	Sarah Anderson	RE/MAX Alliance Group	4,555,689	9
223	Kelly Clauss	Kristopher Realty	4,552,800	8
224	Irma Rascon	William R Stanton	4,531,000	9
225	Beverly Idle	HomeSmart	4,528,000	8
226	Jenna L. Williams	Realty Executives	4,524,500	11
227	James Wexler	Wexler Real Estate	4,518,411	9
228	Renee Merritt	Keller Williams Arizona Realty	4,516,310	11
229	Michelle Shelton	Life Real Estate	4,497,000	6
230	Jon Littlefield	West USA Realty	4,481,000	6
231	Ben Swanson	Keller Williams Integrity First Realty	4,467,500	11
232	Manon Piccoli	West USA Realty	4,465,145	14
233	Uy Tran	HomeSmart	4,459,995	11
234	Steven Coons	Springs Realty	4,450,900	11

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
235	George Socrates Trezos	The Maricopa Real Estate Company	4,449,200	14
236	Rita J Weiss	Desert Canyon Properties	4,448,400	16
237	Dan Kilde	Infinity & Associates Real Estate	4,424,000	4
238	Barbara A Shadoan	RE/MAX Classic	4,423,900	15
239	Suzy Steinmann	Realty One Group	4,420,800	9
240	Brian J Cunningham	AZ Flat Fee	4,420,500	9
241	Kirk A DeSpain	Call Realty	4,416,900	13
242	Andrea K Lillienfeld	My Home Group	4,407,400	11
243	Trevor Bradley	My Home Group	4,392,500	11
244	Benjamin Arredondo	My Home Group	4,377,100	10
245	Cara Wright	Superlative Realty	4,369,050	5
246	Danny Perkinson	Perkinson Properties	4,354,063	8
247	Julie Grahmann	RE/MAX Excalibur	4,344,000	8
248	LaLena Christopherson	West USA Realty	4,315,500	6
249	Bob Turner	HomeSmart	4,310,000	5
250	Dawn A. Dziezynski	Realty One Group	4,300,000	5

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

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

Your clients loved this house the moment they saw it. And you wanted them to get it. But you also knew this was about more than one house. It was about building trust that would live beyond this transaction. Trust that would make you the real estate agent they always turn to. So you turned to us, and we went to work. A team of professionals quickly completed the inspection and provided a thorough, thoughtful, and accurate report. Which gave you and your clients what you needed to move forward. With this house. And the next one. And the one after that.

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



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

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - April 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
251	Jamison Briley	Phoenix Property Group	4,300,000	10
252	Melanie Nemetz	Keller Williams Integrity First Realty	4,299,600	9
253	Lori Blank	M.A.Z. Realty Professionals	4,280,500	9
254	Frederick S Ritter	JP & Associates Realtors Vantage	4,273,500	12
255	Stacie Neumann	Russ Lyon Sotheby's International Realty	4,269,500	9
256	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	4,269,000	9
257	Michael Sheahan	My Home Group	4,258,500	3
258	Judith E. Massier	Sun Canyon Realty & Property Management	4,255,000	10
259	Alan Brown	HomeSmart	4,242,000	8
260	Andrew Hawkes	Shadow Hawk Realty	4,227,800	8
261	Andrew Cooper	Gentry Real Estate	4,223,500	9
262	Lori A Gelder	ProSmart Realty	4,213,490	8
263	Tara Hayden	Redfin	4,200,500	9
264	Mariana Benner	MovingAZ Realty	4,198,900	10
265	Ryan Loeding	Keller Williams Integrity First Realty	4,196,500	10
266	Donette Monsen	Balboa Realty	4,194,500	9
267	Ryan Meeks	My Home Group	4,187,990	7
268	Andrew K Bradford	Realty One Group	4,183,000	9

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 04/30/2021	Total Unit Sales 01/01/2021 - 04/30/2021
269	W. Russell Shaw	Realty One Group	4,176,800	11
270	Michael Burk	Offerpad	4,156,000	12
271	Robert D'Ortenzio	Fulton Home Sales Corporation	4,154,633	11
272	Cindy Bostinelos	Realty One Group	4,152,530	12
273	Travis Dutson	Premier Real Estate Opportunities	4,143,000	11
274	Eleazar Medrano	HomeSmart	4,141,000	9
275	Steve J Jardina	Offerpad	4,135,000	8
276	Jon S. Englund	HomeSmart	4,130,150	8
277	Julie Thompson	West USA Realty	4,100,400	10
278	Rod Hofeling	RE/MAX Foothills	4,093,400	8
279	Annette Nelson	HomeSmart	4,085,000	9
280	Durand Berg	Russ Lyon Sotheby's International Realty	4,076,000	9
281	Dorrie J Sauerzopf	Homie	4,070,470	9
282	Kelly R. Jensen	KJ Elite Realty	4,063,000	10
283	Brian Kingdeski	Gentry Real Estate	4,060,900	12
284	Suzanne M Rabold	West USA Realty	4,045,000	3
285	Valerie J. Randall	Perkinson Properties	4,039,000	3
286	Nicole W. Hamming	Glass House International Real Estate	4,019,979	10
287	Timothy Ehlen	RE/MAX Alliance Group	4,017,575	10
288	Lauren Rosin	eXp Realty	4,016,500	10
289	James L. Dornan, Jr.	Realty Executives	4,013,500	8
290	Brenna Carmazzi	Statesman Sales & Marketing	3,992,700	10
291	Bret Johnson	Realty Executives	3,958,500	11
292	Ryan M Johnson	eXp Realty	3,952,000	10
293	Ryan Jones	Shadow Hawk Realty	3,932,900	14
294	Cara O'Dowd	HomeSmart Lifestyles	3,931,000	9
295	Elizabeth Ellen Melichar	My Home Group	3,930,500	6
296	Kim Williamson	eXp Realty	3,929,500	6
297	Kim Webster	HomeSmart	3,929,350	16
298	Kirk Erickson	Schreiner Realty	3,926,890	9
299	Jack Williams	HomeSmart	3,920,800	11
300	Gordon Hageman	My Home Group	3,755,819	8

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



LANDMARK
TITLE ASSURANCE AGENCY
A Shaddock Company

WHERE EXPRIENCE MATTERS

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



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



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

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

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

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

BILTMORE LAKES
2920 E. Camelback Road
Suite 130
Phoenix, Arizona 85016
602-779-5990

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

ARROWHEAD
17505 N. 79th Avenue
Suite 105
Glendale, Arizona 85308
623-259-8300



PERMANENT ESTATE

MEDIA & MARKETING



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

YOUR MARKETING BUNDLE INCLUDES:

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

HAVE QUESTIONS? GIVE US A CALL:
480.799.2424

www.ListingLadder.com | ListingLadder@gmail.com



P: (602) 999-9880

W: VIMEO.COM/PERMANENTESTATE



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

602-527-8502

@State48Roofing