

EAST VALLEY

REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.

FEATURED AGENT

Tiffany
MICKOLIO

ON THE RISE

Brit Meyer

REAL STORY

Chuck and Angela Fazio

SPONSOR SPOTLIGHT

Mark Brower Properties

Photo Credit **Devin
Nicole Photography**

MAY 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






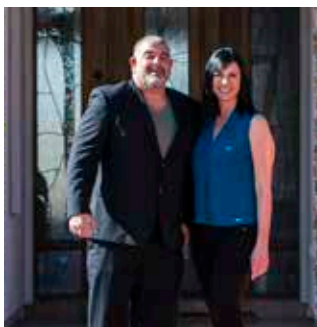


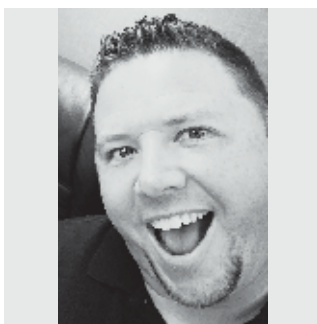


10429 S. 51st St. Suite #255

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		06 Preferred Partners		09 Golden Nuggets
	10 Sponsor Spotlight: Mark Brower Properties		16 Featured Agent: Tiffany Mickolio		22 Coaching Corner: A Gift They Will Always Remember
	24 Real Story: Chuck and Angela Fazio		30 On The Rise: Brit Meyer		34 Question of the Month
	36 Book Review: The Greatest Salesman in the World		40 WeSERV Monthly Update		42 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



Dave Danielson
Writer



Joshua Lee Henry
Writer



Roger Nelson
Guest Writer



Chris Reece
Guest Writer



Devin Egbert
Photographer

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



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-corvelli

CONSTRUCTION

Agape Construction
Scott Warg
(480) 599-2060

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

MORTGAGE

Cardinal Financial
Matt Askland
(480) 759-1500 x1001

Fairway
Jeff Quincey
(602) 743-0434

LendSmart Mortgage
Eric Kinneman
(480) 477-8464

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

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

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

State 48 Roofing
Jason Payne
(602) 527-8502

TITLE AGENCY

Landmark Title
Kristi Smith
(480) 695-1585

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



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



» welcome mat

WELCOME TO OUR NEWEST PARTNER

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.

We are so excited to have our newest RP Partner on board! Welcome!

Kitchen Tune-up
Pamela and Anthony Corvelli



Kitchen Tune-Up Phoenix – Corvelli is part of a national franchise and is locally owned and operated by Pamela and Anthony Corvelli. In 2017 Pamela and Anthony moved for Anthony’s corporate job from Atlanta, GA, to Gilbert, AZ, with their two kids, two dogs, and cat. In Atlanta, the couple dabbled in real estate investing and discovered a love for turning a run-down house into someone’s dream home. They took the leap into business ownership in July 2020 when they bought a Kitchen Tune-Up franchise. Anthony’s favorite part of the Kitchen Tune-Up experience is helping a client bridge the gap from vision to reality. Pamela’s favorite part is seeing a client’s reaction at the end of the project. Both Anthony and Pamela agree that working with Real Producers allows them to partner with real estate agents with a similar goal – help clients achieve a home they love.



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



Tiffany Mickolio,
My Home Group
“At the end of the game all the pieces go back into the same box.”

The Real estate world is a small world, and abundance, growth, and masterminding with others will always get you the furthest.



Brit Meyer,
DPR Realty
“Live each day with a Grateful heart. When you do, it turns what you have into enough and so much MORE. “

Every interaction I have, I consider it to be an opportunity to make a positive impact on someone’s life. People who shine from within don’t need a spotlight. I believe that people come in and out of our lives for a reason. As long as passion, faith and the willingness to work hard are aligned, anything is possible.



Chuck and Angela Fazio,
eXp Realty
“As Iron Sharpens Iron one man sharpens another.” Proverbs 27:17

It would be impossible for one tool to become sharper without the presence of the other. Left alone, both blades would be dull and quite useless. The same goes for people. There is a mutual advantage when growth-minded people sharpen each other. They become more effective in their ability.



Mark Brower,
Mark Brower Properties
“That which we persist in doing becomes easier for us to do—not that the nature of the thing has changed, but that our power to do has increased.” - Heber J. Grant

Success is not an accident. Success comes through fearless persistence in the right habits and routines and asking for help when we need it.

Mark Brower PROPERTIES

Adding Peace of Mind to Property Management

Your investor clients have a powerful advantage you can help them with ... Mark Brower Properties.

When you talk with Mark Brower, you understand why a continually growing number of clients turn to him and his team for their property management needs.

“I love seeing how happy we make people with our service. There’s nothing that compares with getting feedback from people who say we’ve been able to make it easy and simple,” Mark emphasizes. “That’s huge for me. For us, there’s something that transcends the money ... that is people being really happy and satisfied that they took a chance with us and were rewarded with peace of mind and high levels of satisfaction.”

As part of that, Mark and his team focus on delivering a level of service that frees up both worry and time for clients.

“With owning a rental property, there can be a mountain of small tasks that comes along with that. If those tasks aren’t done in a coordinated way, it can be disastrous,” Mark points out. “We treat the tenants with a concierge level of respect and service that engenders mutual respect and care for the property ... and that benefits the owner, as well as future marketability of the product. For example, it’s very rewarding when we walk into a property and it needs very little work to get it ready to go back out on the market.”

Earning the Business Over and Over

That approach has been rewarded handsomely with one of the most valuable commodities of all ... ongoing business. In fact, the average Mark Brower client continues working with the company over four years.

“When that happens, one of the results we’re helping to make happen is we’re allowing owners to hold their properties longer and, in turn, realize greater financial return. That’s really gratifying,” he smiles.

Mark Brower Properties has been an integral part of the Phoenix real estate landscape since it first came into existence over 10 years ago. The company is regularly recognized as a top property management firm for the greater Phoenix area.

That longevity and tradition of excellence begins with Mark himself. He has owned rental properties himself for over 20 years, so he intimately understands the issues that come into play for a property owner.

...



The Mark Brower Properties Team

“As I got started, I just decided that I wanted to build this business around serving the landlords in the same way I would like to be served,” he says.

Service Tells a Story

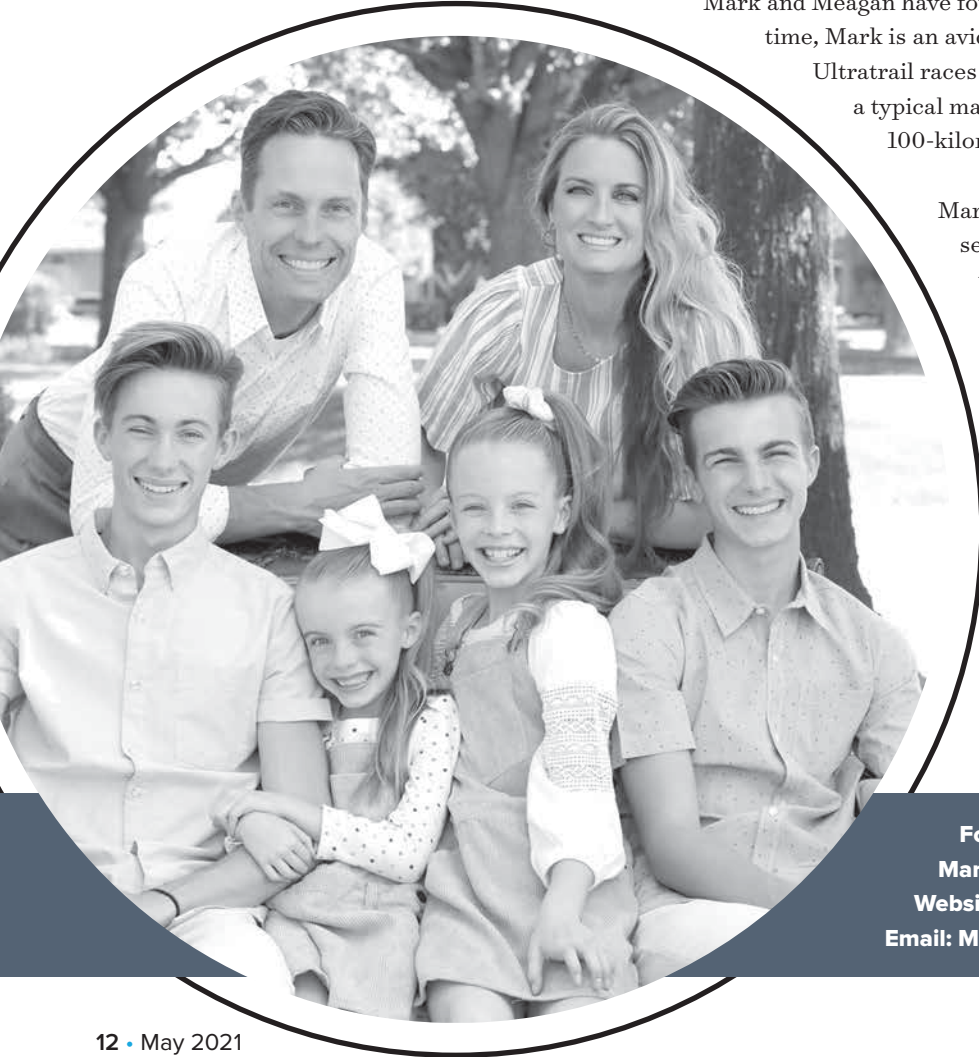
Mark and his team maintain a razor focus on customer service. What’s more, they proactively and systematically look at the numbers to gauge their success.

“We track metrics on how fast we respond, along with looking at survey results and following up with any results that are lower than we think they should be,” he says. “The result has been an uncommonly positive 4.5-star rating on Yelp. We are very proud of having earned that reputation of a standout company for customer service. That’s one primary distinguisher for us.”

Mark and his team don’t just think of themselves as property managers.

“We consider ourselves to be property stewards. We focus on the long-term picture. We’re intent on

The Brower Family



protecting the value of the asset itself,” he emphasizes. “We know our clients are using this property as a vehicle to bless their families for the future. We feel a high level of trust to operate the business toward that end. We don’t think of ourselves as rent collectors and repair coordinators. We think of ourselves as advisors helping our clients build wealth through what we do.”

The team at Mark Brower Properties makes a real impact on their clients each day.

“We have a team that does a great job,” Mark says. “Our Operations Team is a small group of very experienced and very smart property managers. I am so grateful for them. I would rehire every member of our team immediately. They have enthusiasm for life and what they do. They are really phenomenal.”

In This Together

Away from work, Mark and his wife Meagan enjoy a rewarding walk through life together.

“Without her, this business wouldn’t be in existence. Meagan and I built this together over the years,” Mark smiles. “She has been instrumental in the foundation of the company from the idea to supporting its growth over the past 10 years.”

Mark and Meagan have four children and live in Gilbert. In his free time, Mark is an avid trail runner. In fact, he even competes in Ultratrail races — in courses that stretch beyond that of a typical marathon. Last fall, Mark completed his first 100-kilometer race.

Mark also gives back to the industry he loves, serving as Local Chapter President of the National Association of Residential Property Managers. He also enjoys staying very involved in his church.

Lasting success begins with a continuous commitment.

“My hope when people get to know us is that they trust that we do what we say we’re going to do,” Mark says.

That’s a major step in the way Mark and his team bring peace of mind to property management.

**For More Information about
Mark Brower Properties:**
Website: www.MarkRent.com
Email: Management@MarkRent.com



“
**For us, there’s something
that transcends the money ...
that is people being really
happy and satisfied that
they took a chance with us
and were rewarded with
peace of mind and high
levels of satisfaction.**
”

Photo Credit Devin Nicole Photography

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



(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.



Property Management for landlords, by landlords.



TRUST | PROTECTION | PEACE OF MIND



MARK BROWER
PROPERTIES

480-336-2556

www.markrent.com



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

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 Memorial Day

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

“I love the connections that I have the chance to make with people.”

Tiffany Mickolio

Lasting Connections

The bonds made during a real estate transaction go beyond the closing table. As you know, in many cases, they're just the start of something even larger.

Someone who is a prime example of the power of those bonds is Tiffany Mickolio.

As a REALTOR® with My Home Group, she makes a positive impact through the lasting connections she builds.

“I really enjoy real estate. It's the chance to work with people and helping them find new homes in really cool houses,” Tiffany says. “But the main thing is I love the connections that I have the chance to make with people.”

Life's Early Moves

As she came of age, Tiffany graduated from high school, then moved on to college, then Virginia Beach, Virginia.

“At that time, I was looking at law school. I needed a job to pay for college and for life,” Tiffany remembers.

“So I went to a temp agency and they placed me with an insurance company. I didn't want to work in insurance, but it ended up being a title insurance company.”

Steps Ahead

Tiffany took the job and took her first steps in a career that has been tied to real estate ever since.

In time, after learning the business, Tiffany had a new opportunity and joined the Atlanta Bay Mortgage Company. There, she worked in a variety of roles and took more steps ahead.

“They made me the Executive Assistant. That gave me my start. I worked with processing, the closing department and as a Loan Officer and I even did underwriting for one day,” Tiffany explains. “They moved me around through the company.”



...

Soon, there would be more steps forward.

“Eventually, I left and met a guy who brought me in to be a developer at CPP in Virginia Beach. We did some HUD-related work and I met my future husband, Kameron, who was a pro baseball player,” Tiffany says. “He had just made it into the minor leagues, and then, when he made it into the majors, we moved to Florida.”

Finding a New Home for Her Talents

About 13 years later, Kameron signed with the Arizona Diamondbacks. As Tiffany, Kameron and their family moved to Phoenix, Tiffany set her sights on making a career change. Her decision? She would become a REALTOR®.



“I met a girl who was a baseball wife in Florida. She was helping a lot of baseball families and she suggested that I do the same thing with baseball families here in Arizona,” she recalls.

“Since I’ve been a REALTOR® here I’ve only helped a few baseball families, but I knew I would really enjoy the business. I had gone to a Tom Ferry seminar where he said to buy Zillow leads, so I decided to give that a try.”

Making a Strong Start

With Tiffany’s background, hard work and persistence, she closed 27 deals during her first year. Around that time, she met George Laughton, eventually joining the Laughton Team with My Home Group.

During her first year with the team, she closed 50 deals. Last year, in 2020, she recorded 94 transactions.

Family Foundation

Away from work, Tiffany and Kameron look forward to time with their three children — 8-year-old son, Braden, 6-year-old daughter, Abriella, and 5-year-old daughter, Lincoln.

In their free time, Tiffany and her family have a passion for camping, along with visiting family in Montana and Pittsburgh.

You’re also likely to find them spending a good amount of time at local ice rinks, since their children play ice hockey.

Rewarding Pursuits

As she continues to build her business each day, Tiffany offers advice for those who are just starting their own adventures in real estate.

“One thing I say to people who are thinking about getting into the business is just do it,” she smiles. “It’s a very rewarding career if you’re a people person as long as you prepare for a full-time job in real estate.”

Those who meet Tiffany quickly see her kind, giving nature ... and her dedicated drive to help their dreams come true.

In the process, Tiffany takes pride in building lasting connections with those who rely on her experience, expertise and friendship.



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.

ARIZONA'S CHOICE
HOME INSPECTIONS, LLC
AZ CHOICE INSPECTIONS

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

OLD REPUBLIC HOME PROTECTION

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

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

Contact us to learn more.



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



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

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

  @DEVINNICOLEPHOTOGRAPHY

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

Love the May Flowers?
SO DO PESTS.

\$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





N2 GIVES

\$2.5 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why The N2 Company – the company behind this publication and 850+ others like it – is financially committed to end human trafficking.

FOR EVERY AD SALE WE MAKE, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.

The average Fortune 500 company donates about 1% of their *profits* to charity. The N2 Company donates 2.6% of their *gross revenue*.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

Visit n2gives.com to learn more about our fight.



3 CLOSING GIFT IDEAS THAT BOND CLIENTS AND GET YOU MORE LEADS, LISTINGS, AND REFERRALS

There once was an old, rickety bus that was driving along a gravel road just outside of Selma, Alabama. The passengers were all tired from the hot drive and most rode in silence.

Towards the back of the bus, sat a wrinkled, old man holding a beautiful bunch of freshly cut flowers. Across the aisle was a young girl, whose eyes couldn't keep from staring at the bouquet.

Soon, the time came for the old man to get off. But as he stood up from his seat, he turned around quickly and handed the flowers to the girl. "I can see you like the flowers," he explained, "And I think my wife would rather you have them. So I'll tell her I gave them to you instead."

The girl gladly accepted the flowers and thanked the old man as he got off. Then she watched him exit the bus and hobble through the gate of a small country cemetery on the side of the road.

I love that little story because it illustrates a touching example of the power of human interaction. Even a small gesture, like the thoughtful gift of flowers, can have a huge impact on somebody's day.

Gifts Create an Emotional Connection Between You and Clients

In his book, *Giftology: The Art and Science of Using Gifts to Cut Through the Noise, Increase Referrals, and Strengthen Client Retention*, author John Ruhlin says:

"Gift-giving and those 'little touches' commemorate not just certain events, but people, places and things that are important to us. In essence, they become the symbols of the value you place on the relationship."

I couldn't agree more. When I think of the word **GIFT**, I think of the acronym:

- G Good.** *This just makes sense. If it were bad, then it wouldn't be a gift.*
- I Intentional.** *Gifts must have a purpose, even if it's "just because."*
- F Feeling.** *Giving others gifts creates positive feelings and emotions.*
- T Timely.** *The perfect time for a gift is always the moment you give it.*

Use Gifts for Appreciation, Not Manipulation

Dr. Gary Chapman lists "Gifts" as one of *The Five Love Languages* in his series of books by the same name. In *The 5 Love Languages at Work*, Dr. Chapman writes:

"Giving the right gift to a person who appreciates tangible rewards can send a powerful message of thanks, appreciation, and encouragement."

Of course, gifts don't always have to be tangible or cost a lot of money. In order for a gift to be effective, it just has to be sincere. And in many cases, it is "The thought that counts."

That's why giving a closing gift presents a great opportunity for you to nurture client relationships while thanking them for their business.

As a result, many agents find that by giving regular closing gifts, they also get more leads, listings, and referrals.

To that end, here are...

3 Closing Gifts Ideas You Can Use Right Away

1. Buy Them Dinner and a Movie

Gift cards are pretty standard for closing gifts. Many agents will get their clients a \$100 gift card for a nice restaurant in town.

There's nothing wrong with this gesture. After all, doing something is better than nothing. But here are a few simple ways to upgrade the classic gift card.

First of all, you can pay attention to your client's style or ask them if they enjoy eating out. With some simple, nonchalant questioning, you can easily find out if they have a favorite restaurant.

Another way to enhance the gift card is to pair it with a bottle of wine, a bag of premium coffee, or a box of fine chocolate.

Again, you'll need to be sure you know your clients well enough to know if they'll appreciate these extra indulgences.

And a third way to enhance your restaurant gift card is to buy your clients dinner and a movie.

You could include a second gift card for a local theatre, or even include an actual DVD and bag of popcorn for the family.

Again, you would really want to make sure you know your clients well enough to do this. But if you do, it's a great way to make a positive impact.

2. Print Them a Change of Address Postcard

When you help your clients buy a new home, use the listing photography to create a customized postcard for their new house.

Place a beautiful picture of their new home on the front of the postcard, along with the buyer's name and address.

Then, print a stack of these new postcards and give them to your client to send out as a "change of address" notice.

3. Honor Them with a House Warming Gift

John Ruhlin, author of *Giftology*, was the highest-earning salesperson in the history of Cutco. The Cutco Corporation is a direct sales company that distributes kitchen knives and other accessories.

John found out that he could sell more knives by selling them in bulk orders to other professional service providers, like doctors, lawyers, and real estate agents.

The providers would then have the knives engraved with their client's name or a personal message. And use them as thank you gifts and for special occasions.

The idea here is that while food and money are nice, they are both consumable. But, few people would get rid of a set of beautifully functioning kitchen knives, complete with a personalized inscription.

You could create the same effect with other housewarming items or small appliances as well.

Either way, all three of these closing gift ideas are sure to establish an emotional connection between you and your clients. And it's also a great way to show your appreciation and to thank them for their business.

In doing so, you will endear clients to you and raise the likelihood of them giving you new leads, listings, and referrals in the future.

CHUCK & ANGELA FAZIO

A Drive to Change Lives

“As iron sharpens iron, so one person sharpens another.” Proverbs 27:17

Very few things in this world are as powerful as a person who is on a mission that’s driven by all the right reasons.

Chuck and Angela Fazio live out that mission for those around them each day. As International Team Leaders with eXp Realty, Chuck and Angela have a tireless drive to change lives.

FAITHFUL MISSION

Chuck entered the business in 1999 and quickly set himself apart as one of the nation’s leading agents. That was just the start.

“As a brokerage owner, I was there to help agents. Now, my mission isn’t to help agents. My job is to change their lives,” he says with a smile. “That’s a way bigger vision. Everything Angela and I do is about glorifying God. Without Him, I don’t think I would even be alive.”

Chuck isn’t being dramatic. He’s being transparent about a life that he once lived for himself ... one he now lives for the greater good.

RISING FROM ASHES

Growing up in New York, Chuck came of age and came face-to-face with a life of darkness ... working as a fight-hungry bouncer for a mafia-run strip club.

“I went looking for trouble,” he recalls. “I really enjoyed fighting.”

He also fought drug addiction. For a while, the drugs were winning.

Without a doubt, Chuck reached a pivotal crossroads in his life.

“I was ready for a change of life, so I moved out to Arizona. I didn’t know what I was going to do. Real estate came to mind, so I thought I’d get into that,” Chuck recalls.

A NEW START

Chuck started with Keller Williams. In 2001, he met Angela.

“Angela had just earned her license and we met on a team,” he remembers. “We were broke and I almost got out of the business. But we made a great couple.”

ASTOUNDING ACHIEVEMENT

Together, they looked at their next steps, shifted brokerages and implemented their own strategies. By 2004, they had reached a lofty \$40 million in sales volume themselves, combining with another \$89 from their team members for a staggering team total of nearly \$130 million in sales volume.

“At that point, we thought the next logical step would be owning our own brokerage. We opened up Revelation Real Estate in 2005 and grew that,” Chuck says.

That’s an understatement. Within a couple years, Revelation Real Estate was one of the top brokerages in the region. Growth and success followed. ...

...

In fact, as recently as last year, the firm was one of the largest single office brokerages in the nation ... with 906 agents doing an awe-inspiring \$2 billion in sales volume each year.

A NEW PATH

Within the last year, Chuck and Angela joined eXp Realty.

“About three and a half years ago, I was approached by one of my buddies in Texas who asked if we would consider joining eXp Realty. At the time, eXp’s name wasn’t what it is today,” Chuck recalls.

Chuck and Angela had mixed feelings. While they were drawn to the eXp Realty model, they also had a natural tie to the business they had built. Initially, the agreement was that Chuck would move his license to eXp Realty, but that they would still continue Revelation Real Estate.

Chuck and Angela soon made the decision to dedicate themselves fully to being part of eXp Realty.

“I believe God blessed me to create blessings for others. I thought if I’m going to do that, why not do it at a company where I could reach more

people inside *and* outside of Arizona,” he says. “So I moved my license over to eXp. After a lot of sleepless nights and prayer, a year ago last January, we thought it would be best for us and our agents and we took that leap of faith. It turns out to be the best decision I’ve ever made.”

Running their own brokerage, Chuck and Angela spent 15 years growing to 900 agents. In the past two and a half years, they’ve grown to 4,500 agents — growing by an astounding 400 agents a month. Today, their eXp team is in almost every state and has agents in three countries.

HEARTFELT PASSION

The passion they have is heartfelt.

“Traditionally in real estate, you don’t normally hear about agents retiring. eXp Realty solves that problem with opportunities to create wealth with different avenues in the industry,” he says. “Now, with what I do, it’s not just about me being successful. For me to be successful, I have to help others be successful. It’s about the agents I care about in the industry.”

Chuck’s secret in business is also his secret in life.

“I’m married to my partner who is also my best friend. When you have a perfect marriage, it’s nothing but completely focusing on business and the success of it,” Chuck smiles. “They say that a Belgium horse could pull a certain amount of weight, but that two horses could pull four times that amount. That’s the way it feels like it is with us, and we’re both pulling in the same direction.”

There’s no hiding the joy Chuck feels for the path he’s on ... and the person he walks through life with.

“She is my life. People who know me know I’m an open book. I’m not proud of my past,” he says. “Now I’m with Angela 24/7. We run our companies together, we go on vacations and we go on date nights.”

Children fulfill their lives. Chuck and Angela have six kids, including two from his first relationship, one from Angela’s first relationship, one child they had together, and two adopted children, along with grandchildren.

In their free time, Chuck and Angela have a passion for travel, with favorite destinations being Europe, river cruises and any place where Chuck



can pursue his love of photography. They also give back to Christian Family Care, a group that supports foster care and adoption.

Along the way, Chuck and Angela have even written their own book — *Mastering Your Real Estate Career: Your Blueprint to Move from Struggle to Success*.

SERVANT LEADERSHIP

As Chuck says, he and Angela proudly strive to be passionate servant leaders. Each day, their energy is channeled toward others being their best.

“My answer to people is that success in life is affected in a big way by who you surround yourself with. It matters. When you’re around positive energy, you can’t help but be like that. We are pouring into our agents and working to change people’s lives.”

On Chuck’s and Angela’s path through life, their iron is definitely sharpening iron. Their drive is definitely changing lives.



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

**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



Your Local Resource

Kathryn Lansden
480.338.1983
klansden@firstam.com

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

**NOW AVAILABLE:
Exclusive New
Military Discount**

To honor the brave men and women in our U.S. Armed Forces who risk their lives every day to preserve our country's freedom, we're now offering a special military discount!*

Contact me for details.

*Offer starts May 3, 2021.

firstamrealestate.com
Phone Orders:
800.444.9030





AGAPE CONSTRUCTION

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 Waga,
Qualifying Party



Caring Transitions
Senior Relocation • Downsizing • Estate Sales

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



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

Brit Meyer

REWARDING RIDE

While it's important to keep an eye on your end goals in life, those achievements are made much richer by experiencing the path there.

Just ask Brit Meyer.

As a REALTOR® with DPR Realty, Brit Meyer relishes the rewarding ride with her clients.

“I love meeting new people, taking people’s stresses and turning them into excitement and happiness,” Brit says. “For me, I just really love being along for the ride with my clients. That’s the biggest joy ... being there for the ups and downs and the in-betweens.”

SOLID FOUNDATION

Like many who start their real estate career, Brit had been on another path in life before that.

“I married my husband, Dave, 14 years ago. When we got married, we agreed we wanted to have kids. We had three kids,” Brit says. “When they were 2, 4, and 6 years old, it was a pivotal time in our family’s life.”

Previously, Brit had worked as a dental assistant for 14 years.

“When it was time to go back to work after our third child, with Dave’s encouragement, I wanted to do be in charge of my own schedule,” she recalls. “That’s what triggered my interest in real estate.”

Like a lot of people, Brit had watched the popular DIY and real estate shows on TV. She and Dave also took a very hands-on approach to their own property.

...



Photo Credit Devin Nicole Photography



“
I just really love being along for the ride with my clients.
That’s the biggest joy ... being there for the ups and downs and the in-betweens.”

Photo Credit Devin Nicole Photography



I'm one of those people where I say, if you're looking for a house, let's do it and let's make it fun.
I'm grateful that I get to do what I do for a living.



Photo Credit Devin Nicole Photography

... “We are jacks of all trades,” Brit smiles. “We do a lot of handy things at our home. Real estate always seemed like a great fit, especially being well-rounded with area. I’ve lived in Arizona since 1992 and consider myself a native. For a while, I was a little bit nervous about the schooling and the testing process. For a bit, that held me back.”

STRENGTH AND SUPPORT

That’s when supportive words made all the difference.

“Dave’s support was there for me. His encouragement was really important. We had been tossing the idea around for a couple of months. Eventually, he bet me that I wouldn’t sign up for the schooling. Of course, I had to prove him wrong,” Brit laughs. “So even though I was petrified, I signed up.”



As Brit got her start in the business, she heard about DPR’s Career Agent Development Academy.

“That’s how I got connected with DPR Realty ... and the mentorship program there. That was really valuable for me, and I was able to take advantage of that from the time I got my license to the time I completed my first five transactions. I had a mentor named Paul, who is a near and dear friend to me even after my mentorship. The Academy built me up and also gave me the one-on-one mentorship I needed to show me how to do things properly, correct me and guide me.”

SIGNS OF SUCCESS

Brit earned her license in 2018. Since then, her results she’s reached in the business have been rewarding all the way around.

“My first closing was three months to the day from the day I got licensed,” she says.

Once they started, the closings kept coming. In fact, during the second half of that first year, she had seven closings and recorded \$2.8 million in sales volume.

Her results kept mounting. In 2019, Brit finished the year with 17 closings, representing \$7.9 million. The trend continued in 2020, with \$10.8 million in sales volume. Brit has a contagious positive attitude, an infectious desire to please and momentum that cannot be stopped.

FULFILLING LIFE

Family is at the heart of life for Brit. She and her husband, Dave, have been married since 2007. They look forward to moments spent with their children — 9-year-old daughter Milani, 7-year-old son Brock, and 5-year-old son Bronson.

The gratitude Brit has for Dave is strong.

As she says, “Without my husband’s support and push to get my real estate license and then to be able to work with me side by side, in the sense that he provides the family balance when my business gets crazy. Having that spousal support is what has catapulted me to be able to fly.”

Brit and her family lead an active life in their free time.

“We really enjoy being in our backyard and playing sports. We swim, play football and soccer, and we like watching WWE wrestling, along with the Phoenix Suns,” Brit explains. “I also look forward to going to church every week.”

Giving back is central to life for Brit and her family.

“At Christmas, we like to teach our kids what it is to give. We’re involved with the Christmas Angel program to shower little ones with gifts,” she says. “I don’t really feel drawn to any one specific organization to support. I live life by looking to help those who are in need. It doesn’t always mean money, gifts or things – sometimes it’s words of encouragement or a friendly smile.”

PUSHING THROUGH WITH POSITIVITY

Brit’s high-energy drive pushes through long days and hurdles that naturally come as part of the real estate process. And she does it with positivity.

“I’m one of those people where I say, if you’re looking for a house, let’s do it and let’s make it fun,” she says with a smile. “I’m grateful that I get to do what I do for a living.”

If you were to make one rule that everyone had to follow, what would it be?



SHAWN ROGERS
West USA Realty
Be kind whenever possible. It is always possible. - Dalai Lama



DIANE JONES
Keller Williams Realty Sonoran Living
Don't judge people!



JOEL GOLDSMITH
DeLex Realty
The left lane is the passing lane only.



MICHELLE SHELTON
Life Real Estate
Give Respect.



NATE KNIGHT
ProSmart Realty
Be good to people!



LEILA WOODARD
My Home Group
Be Nice.



JEN CAKEBREAD
Keller Williams Arizona Realty
No chewing gum – ever!



TIFFANY MICKOLIO
My Home Group
Treat each other with respect and kindness.



PAUL PASTORE
Re/Max Infinity Realty
Be kind.



MICHELE WILKERSON
AZ Lane Realty
Do no harm.



MATT CHICK
Keller Williams Integrity First
Love hard!



KARA BEECROFT
HomeSmart Lifestyles
Use your blinker.

5 WAYS TO UPDATE YOUR KITCHEN

1-5 DAY KITCHEN REMODELS

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.

Bundle & Save

Bundling your insurance into a single package policy saves time and money.

Add life insurance for your family and you could save even more. **Contact me to schedule a SuperCheck® 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, 877/869-2908. 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 A (6-20)

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.

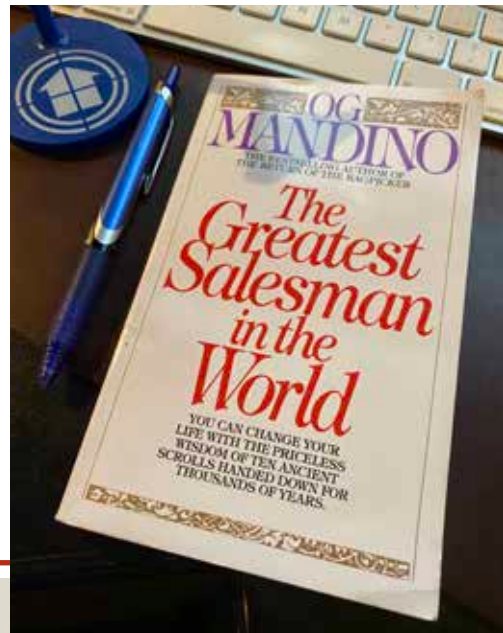
Contact us today
480-632-4222
info@tctproperties.com

2509 S. Power Rd., Suite 106
Mesa, AZ 85206
P: 480-632-4222
F: 480-632-4223
info@tctproperties.com



The Greatest Salesman in the World

BY OG MANDINO



In Og Mandino's classic, there are 10 ancient scrolls that unlock the secret to becoming the greatest salesman. With each scroll, you're supposed to read them 30 days in a row, three times a day before moving on to the next one. I've never followed the instructions and have always just plowed through this little book until this year. Right now I am stuck on Scroll 2 and if you let it, you'll be stuck too. Enjoy.

Chapter 9: The Scroll Marked 2

I will greet the day with love in my heart.

For this is the greatest secret of success in all ventures. Muscle can split a shield and even destroy life but only the unseen power of love can open the hearts of men and until I master this art I will remain no more than a peddler in the marketplace. I will make love my greatest weapon and none on whom I call can defend against its force. My reasoning they may counter; my speech they may distrust; my apparel they may disapprove; my face they may reject; and even my bargains may cause them suspicion; yet my love will melt all hearts liken to the sun whose rays soften the coldest clay.

I will greet this day with love in my heart.

And how will I do this? Henceforth will I

look on all things with love and I will be born again. I will love the sun for it warms my bones; yet I will love the rain for it cleanses my spirit. I will love the light for it shows me the way; yet I will love the darkness for it shows me the stars. I will welcome happiness for it enlarges my heart; yet I will endure sadness for it opens my soul. I will acknowledge rewards for they are my due; yet I will welcome obstacles for they are my challenge.

I will greet this day with love in my heart.

And how will I speak? I will laud my enemies and they will become friends; I will encourage my friends and they will become brothers. Always will I dig for reasons to applaud; never will I scratch for excuses to gossip. When I am tempted to criticize I will bite on my tongue; when I am moved to praise I will shout from the roofs. Is it not so that birds, the wind, the sea, and all nature speaks with the music of praise for their creator? Cannot I speak with the same music to his children? Henceforth will I remember this secret and it will change my life.

I will greet this day with love in my heart.

And how will I act? I will love all matters of men for each has qualities to be admired even though they be hidden. With love I

will tear down the wall of suspicion and hate which they have built around their hearts and in its place will I build bridges so that my love may enter their souls. I will love the ambitious for they can inspire me! I will love the failures for they can teach me. I will love the kings for they are but human; I will love the meek for they are divine. I will love the rich for they are yet lonely; I will love the poor for they are so many. I will love the young for the faith they hold; I will love the beautiful for their eyes of sadness; I will love the ugly for their souls of peace.

I will greet this day with love in my heart.

But how will I react to the actions of others? With love. For just as love is my weapon to open the hearts of men, love is also my shield to repulse the arrows of hate and the spears of anger. Adversity and discouragement will beat against my new shield and become as the softest of rains. My shield will protect me in the marketplace and sustain me when I am alone. It will uplift me in moments of despair yet it will calm me in time of exultation. It will become stronger and more protective with use until one day I will cast it aside and walk unencumbered among all manners of men and, when I do, my name will be raised high on the pyramid of life.

I will greet this day with love in my heart.

And how will I confront each whom I meet? In only one way. In silence and to myself I will address him and say I love you. Though spoken in silence these words will shine in my eyes, unwrinkle my brow, bring a smile to my lips, and echo in my voice; and his heart will be opened. And who is there who will say no to my goods when his heart feels my love?

I will greet this day with love in my heart.

And most of all I will love myself. For when I do I will zealously inspect all things which enter my body, my mind, my soul and my heart. Never will I

overindulge the requests of my flesh, rather I will cherish my body with cleanliness and moderation. Never will I allow my mind to be attracted to evil and despair, rather I will uplift it with the knowledge and wisdom of the ages. Never will I allow my soul to become complacent and satisfied, rather I will feed it with meditation and prayer. Never will I allow my heart to become small and bitter, rather I will share it and it will grow and warm the earth.

I will greet this day with love in my heart.

Henceforth will I love mankind. From this moment all hate is let from my veins for I have not time to hate, only time to

love. From this moment I take the first step required to become a man among men. With love, I will increase my sales a hundredfold and become a great salesman. If I have no other qualities I can succeed with love alone. Without it I will fail though I possess all the knowledge and skills of the world. I will greet this day with love, and I will succeed."

It's weird, each time I read it I find another spot in my life where I can "be love" to someone. Maybe I'm a slow learner. Either way, I might re-read this chapter for 90 days.

Thanks for reading.

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



LED BY INDUSTRY VETERANS

OVER 42 YEARS OF COMBINED EXPERIENCE



JERRY CALLEY
PRESIDENT



TANNER HERRICK
EXECUTIVE VICE PRESIDENT

OFFICE LOCATIONS

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

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

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

CHANDLER
2065 S Cooper Rd #1
Chandler, AZ 85286

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

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

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



PERMANENT ESTATE
MEDIA & MARKETING



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

P: (602) 999-9880

W: [VIMEO.COM/PERMANENTESTATE](https://vimeo.com/permanentestate)



» weserv monthly update

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

THE FUTURE IS BRIGHT

The comeback is always greater than the setback. I think that is the wish of everyone who has lived through the past year and the COVID-19 pandemic. WeSERV members experienced the effects of this terrible disease, through its devastation with someone known and loved or through the personal issues of sickness brought on by the virus. But I now believe there is an end to the tunnel. The bright light of the vaccine has brought encouragement for the future and let many people head back out after a very long 2020-2021.

Very few times can I remember such an excitement for the upcoming summer and hot weather as there is now. I, like many of my colleagues, am ready to be out among other people. I am excited to attend events and see new sights. I am prepared to be amazed by all the beautiful things that make Arizona the place I have chosen to live. I am also very ready to have in-person events at WeSERV.

The one silver lining is that the real estate industry has been remarkably resilient. I have spoken with many REALTORS® who have stated they have had their best year ever. Those REALTORS®, despite the challenges, are providing excellent service and making an impact in the lives of their clients.

One thing we do know that that with such limited inventory, we need more homes. I am hopeful that the builder and construction industry is listening. I see that impact as I drive around Arizona. More and more developments are opening, and more opportunities for REALTORS® and their clients are becoming available.

As we look to the future, I am very excited about the direction of organized real estate we are headed. I am encouraging our staff and members to take advantage of the vaccine opportunities,

although I certainly understand and support those that may choose not to vaccinate. By having most of the WeSERV members vaccinate, the association will in May begin having more of the governance meetings in person while still allowing for those not yet comfortable to attend virtually. In June, the plan is to start once again having classes and events in person and offer an entire cadre of programs and events for those who like to continue to participate online.

WeSERV is looking forward to continuing to provide the services and programs you have come to rely on as we transition out of this dark time and into the future. Please take advantage of all that we have to offer. Learn things that will help you be a better REALTOR®. Meet new colleagues and new business partners through the association networking events. Utilize the WeSERV community involvement platform to join other like-minded professionals to engage with the communities WeSERV serves. Or get involved with the various opportunities for service at the association.

As the summer and hot weather are upon us, remember that the future is so bright for REALTORS® and organized real estate in Arizona that you're going to need shades!



You don't have
time to manage
your client's home
improvement
projects...
But we do.

Curbio partners with Realtors® and their clients to get homes ready for market or move-in with smart home improvements delivered via a fast, turnkey experience — with all payment deferred until closing.

curbio®

844-944-2629 | curbio.com


TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
1	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices	22,395,225	48
2	Mary Jo Santistevan	Berkshire Hathaway HomeServices	21,829,199	44
3	Shanna Day	Keller Williams Realty East Valley	21,106,163	36
4	Kenny Klaus	Keller Williams Integrity First Realty	20,378,957	51
5	Charlotte Young	Keller Williams Realty Sonoran Living	18,676,800	42
6	Carol A. Royse	Keller Williams Realty East Valley	16,954,100	33
7	Karl Tunberg	Midland Real Estate	16,665,950	36
8	Kristy N Dewitz	Hague Partners	16,063,399	31
9	Denver Lane	Balboa Realty	15,993,603	41
10	Sixto Aspeitia	Realty One Group	13,102,900	37
11	Beth M Rider	Keller Williams Arizona Realty	13,071,350	31
12	Mindy E Jones	Keller Williams Integrity First Realty	13,067,688	35
13	Jason Mitchell	Jason Mitchell Real Estate	12,940,510	34
14	Cheryl Kypreos	HomeSmart	11,953,550	37
15	Shannon Gillette	Launch Real Estate	11,796,598	20
16	Mark Captain	Keller Williams Realty Sonoran Living	11,532,600	24
17	Jamie K Bowcut	Hague Partners	11,230,500	26
18	Bonny L. Holland	Keller Williams Realty Sonoran Living	10,673,899	8
19	Rick Metcalfe	Canam Realty Group	10,343,849	34
20	Frank Gerola	Venture REI	10,265,900	20
21	Mike Mendoza	Keller Williams Realty Sonoran Living	9,909,500	17
22	Randy Courtney	Weichert Realtors Courtney Valleywide	9,770,400	17
23	Rodney Wood	Realty One Group	9,737,940	19
24	Jason Crittenden	Realty One Group	9,624,550	23
25	Ben Leeson	Keller Williams Integrity First Realty	9,527,187	20
26	Mike Schude	Keller Williams Integrity First Realty	9,279,000	18
27	Janine M. Iglane	Keller Williams Realty East Valley	9,039,500	22
28	Dean Thornton	Redfin	8,974,400	21
29	Rachael L Richards	Rhouse Realty	8,852,690	24
30	Justin Cook	RE/MAX Solutions	8,807,192	14
31	Eric Brossart	Keller Williams Realty Phoenix	8,779,400	16
32	Dean Selvey	RE/MAX Excalibur	8,729,851	27
33	Rob Hale	Elite Results Realty	8,705,800	20
34	Richard Harless	AZ Flat Fee	8,636,400	18

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
35	Heather Openshaw	Keller Williams Integrity First Realty	8,416,000	20
36	Alan Aho	Atlas AZ	8,385,300	25
37	Jody Sayler	Just Selling AZ	8,148,500	18
38	Kelly Khalil	Redfin	8,142,611	16
39	Henry Wang	eXp Realty	8,125,888	17
40	Amy Laidlaw	Realty Executives	8,054,600	12
41	Damian Godoy	Argo Real Estate Professionals	7,809,500	15
42	Shawn Rogers	West USA Realty	7,724,550	18
43	Robin R. Rotella	Keller Williams Integrity First Realty	7,528,700	16
44	Amy N Nelson	Keller Williams Realty East Valley	7,417,400	15
45	David Morgan	HomeSmart Success	7,369,800	23
46	Kimberly Dempsey	KD Realty	7,200,500	13
47	Russell Mills	Close Pros	7,172,850	15
48	Kathy Camamo	Amazing AZ Homes	7,162,390	17
49	Tiffany Carlson-Richison	Realty One Group	7,153,400	13
50	John Gluch	eXp Realty	6,922,696	14

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




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.



TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
51	Geoffrey Adams	Realty One Group	6,902,000	15
52	Maria Henderson	A & M Management of Arizona	6,859,000	25
53	Gina McMullen	Redfin	6,849,900	16
54	Samantha Allen	WJH	6,823,250	25
55	Jill K Dames	Realty One Group	6,792,175	22
56	Lacey Lehman	Realty One Group	6,573,800	16
57	Carey Kolb	Keller Williams Integrity First Realty	6,517,000	14
58	Elizabeth A Stern	Springs Realty	6,385,600	17
59	Brett Tanner	Keller Williams Realty Phoenix	6,373,999	20
60	Shawn Camacho	United Brokers Group	6,297,000	14
61	Richard Johnson	Coldwell Banker Realty	6,218,000	15
62	Susan Lynn Jordan	United Brokers Group	6,198,000	8
63	Grady A Rohn	Keller Williams Realty Sonoran Living	6,160,999	13
64	Curtis Johnson	eXp Realty	6,152,800	19
65	Daniel Brown	My Home Group	6,146,500	12
66	Tina Garcia	eXp Realty	6,139,900	5
67	Jared A English	Congress Realty	5,945,500	11
68	Scott Cook	RE/MAX Solutions	5,938,500	13
69	Jason Vaught	Realty Executives	5,912,400	12
70	Tyler Blair	My Home Group	5,880,620	16
71	John L. Hrimnak	Hague Partners	5,838,700	13
72	Mary Newton	Keller Williams Integrity First Realty	5,782,700	18
73	Chris Lundberg	Redeemed Real Estate	5,736,500	11
74	William Ryan	Infinity & Associates Real Estate	5,703,675	9
75	James Bill Watson	Perfect Choice Real Estate	5,669,100	13
76	Bob & Sandy Thompson	West USA Realty	5,664,000	16
77	Scott R Dempsey	Redfin	5,629,400	12
78	Natascha Ovando-Karadsheh	KOR Properties	5,621,500	9
79	Gigi Roberts-Roach	Coldwell Banker Realty	5,618,500	12
80	Bruno Arapovic	HomeSmart	5,601,000	16
81	Kyle J. N. Bates	My Home Group	5,595,175	15
82	Nathan D Knight	ProSmart Realty	5,511,000	13
83	Charles P. Turner	Keller Williams Integrity First Realty	5,495,615	10
84	Shivani A Dallas	Keller Williams Integrity First Realty	5,471,901	12

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
85	Ivy Coppo	Realty Executives	5,451,899	5
86	Shar Rundio	eXp Realty	5,438,000	9
87	Gina Donnelly	ProSmart Realty	5,401,297	9
88	Michelle Mazzola	Berkshire Hathaway HomeServices	5,400,500	9
89	Lorraine Ryall	KOR Properties	5,395,114	8
90	Joshua A Peters	Retsy	5,390,000	2
91	Michael Widmer	Keller Williams Integrity First Realty	5,343,400	14
92	Carin S Nguyen	Keller Williams Realty Phoenix	5,333,000	15
93	Blake Clark	HomeSmart Lifestyles	5,331,400	10
94	Jennifer Wehner	eXp Realty	5,309,900	14
95	Michael Kent	RE/MAX Solutions	5,272,500	13
96	Angela Larson	Keller Williams Realty Phoenix	5,242,825	20
97	Heather Werner	Ravenswood Realty	5,230,005	11
98	Jason LaFlesch	Results Realty	5,226,000	9
99	Jim & James Carlisto	Hague Partners	5,181,499	13
100	Velma L Herzberg	Berkshire Hathaway HomeServices	5,060,300	9

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

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 - March 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
101	Douglas Hopkins	Realty Executives	5,035,000	11
102	Michael Mazzucco	My Home Group	5,027,577	12
103	Kaushik Sirkar	Call Realty	5,025,000	7
104	Heather Taylor	ProSmart Realty	5,020,268	9
105	Mondai Adair	Keller Williams Realty Sonoran Living	5,015,990	8
106	Darwin Wall	Realty One Group	5,013,000	10
107	Leila A. Woodard	My Home Group	5,008,000	11
108	Barbara Schultz	Coldwell Banker Realty	4,968,601	8
109	Zoran Gajanovic	Realty One Group	4,876,000	4
110	David B. Goldberg	My Home Group	4,867,500	7
111	Thomas Wiederstein	Redfin	4,857,935	11
112	John A Sposato	Keller Williams Realty Sonoran Living	4,826,390	10
113	Thomas Popa	Thomas Popa & Associates	4,825,000	5
114	David Newman	Hague Partners	4,822,500	10
115	Pamm Seago-Peterlin	Century 21 Seago	4,817,490	11
116	Jody Poling	DPR Commercial	4,815,000	4
117	Geno Ross	West USA Realty	4,790,000	6
118	Nicholas R Kibby	Keller Williams Realty Phoenix	4,779,000	12

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 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
119	Stephanie Natichioni	West USA Realty	4,682,419	5
120	Katie Lambert	eXp Realty	4,654,498	12
121	Joseph J Carroll	HomeSmart	4,651,000	8
122	Alisha B Anderson	West USA Realty	4,649,000	13
123	Matthew S. Potter	Stunning Homes Realty	4,635,000	12
124	Jaime L Blikre	My Home Group	4,630,999	16
125	Bryan W Pankau	Keller Williams Integrity First Realty	4,566,400	13
126	Thomas Dempsey Jr	DPR Commercial	4,564,500	19
127	Keith M George	Coldwell Banker Realty	4,560,000	17
128	Thomas Storey	My Home Group	4,543,900	14
129	Michelle Shelton	Life Real Estate	4,497,000	6
130	Jon Littlefield	West USA Realty	4,481,000	6
131	Dawn Carroll	Lori Blank & Associates	4,458,850	10
132	Dan Kilde	Infinity & Associates Real Estate	4,424,000	4
133	Monica C Monson	The Noble Agency	4,400,000	2
134	Kelly Clauss	Kristopher Realty	4,392,800	7
135	Katie Baccus	Keller Williams Realty Sonoran Living	4,389,690	10
136	Cara Wright	Superlative Realty	4,369,050	5
137	Krysten Jones	Realty One Group	4,334,847	7
138	Renee' Merritt	Keller Williams Arizona Realty	4,331,310	10
139	Holly Poty	My Home Group	4,330,000	7
140	Jim Sobek	Weichert Realtors Lake Realty	4,325,000	8
141	Kerry Jackson	Arizona Gateway Real Estate	4,319,900	11
142	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	4,310,885	8
143	Daniel Callahan	RE/MAX Classic	4,307,000	13
144	Tarah Ingram	Equity Solutions Realty	4,306,590	6
145	Brian Christopher McKernan	ProSmart Realty	4,275,500	16
146	Judith E. Massier	Sun Canyon Realty & Property Management	4,255,000	10
147	Jennifer Felker	Infinity & Associates Real Estate	4,247,800	6
148	Beverly Idle	HomeSmart	4,223,000	7
149	Tara Hayden	Redfin	4,200,500	9
150	James G Townsend	Keller Williams Realty Sonoran Living	4,189,000	9

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



TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
151	Diane Fitzsimmons	Delex Realty	4,182,000	8
152	Mark Brower	Mark Brower Properties	4,170,044	12
153	Michael Burk	Offerpad	4,156,000	12
154	Jeffrey T Hubbell	Dana Hubbell Group	4,141,600	5
155	Benjamin Graham	Infinity & Associates Real Estate	4,103,500	9
156	Jennifer Dyer-Jenkins	Broker Hub Realty	4,068,763	9
157	Michael Marr	Keller Williams Realty Biltmore Partners	4,042,500	3
158	Mike Olberding	Berkshire Hathaway HomeServices	4,041,200	11
159	Timothy Ehlen	RE/MAX Alliance Group	4,017,575	10
160	Jill Vicchy Heimpel	RE/MAX	4,014,075	12
161	Bob Turner	HomeSmart	4,010,000	4
162	Braden Johnson	Results Realty	3,979,990	7
163	Michael Hargarten	Realty One Group	3,978,952	11
164	Heather M Corley	Redfin	3,976,000	10
165	Ty Green	Coldwell Banker Realty	3,963,500	10
166	Barbara A Shadoan	RE/MAX Classic	3,958,900	14
167	Jerry Thomas Beavers	Realty One Group	3,937,000	7
168	Kim Williamson	eXp Realty	3,929,500	6
169	Jack Williams	HomeSmart	3,920,800	11
170	Pat A. Lairson	The Maricopa Real Estate Company	3,914,250	13
171	Beverly Berrett	Berkshire Hathaway HomeServices	3,896,000	9
172	Peg E Bauer	Cactus Mountain Properties	3,867,000	8
173	Jeremy Lovejoy	Insight Land & Investment	3,860,000	6
174	Brock Blikre	My Home Group	3,853,500	9
175	Scott Heywood	HomeSmart	3,803,522	6
176	Adrian Heyman	The Agency	3,800,000	1
177	Stacie Neumann	Russ Lyon Sotheby's International Realty	3,794,500	8
178	Erik Geisler	West USA Realty	3,777,400	8
179	Cristen Corupe	Keller Williams Realty Phoenix	3,764,000	9
180	Jill McFadden	Delex Realty	3,759,900	7
181	Carole Hewitt	Homie	3,740,700	8
182	Melanie Nemetz	Keller Williams Integrity First Realty	3,724,600	8
183	Lori Blank	M.A.Z. Realty Professionals	3,700,500	7
184	Linda L. Muncey	HomeSmart	3,696,000	6

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
185	Steve J Jardina	Offerpad	3,682,000	7
186	Ying Lin	The Housing Professionals	3,681,470	9
187	Andrew Lane	AZ Lane Realty	3,677,000	5
188	Steve Hueter	eXp Realty	3,666,400	4
189	Waqas Ellahi	Keller Williams Realty Phoenix	3,666,137	8
190	Suzy Steinmann	Realty One Group	3,660,800	7
191	Elizabeth Rolfe	HomeSmart	3,656,000	7
192	Cheri Mingst-Smith	Keller Williams Integrity First Realty	3,643,900	9
193	Rita J Weiss	Desert Canyon Properties	3,641,400	13
194	Tyler Monsen	Offerpad	3,640,000	7
195	Kevin Houston	Keller Williams Realty Sonoran Living	3,639,000	8
196	Gina McKinley	RE/MAX Fine Properties	3,630,000	11
197	Michael W Cunningham	West USA Realty	3,626,879	5
198	Jenn R Newman	The Brokery	3,625,000	1
199	Jodi Anderson	Corcoran Platinum Living	3,620,000	5
200	Daryl R Snow	Homie	3,608,500	10

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 - March 31, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
201	Maria C Williams	Shadow Hawk Realty	3,608,500	5
202	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	3,592,000	7
203	Elizabeth Ellen Melichar	My Home Group	3,591,000	5
204	Julie Grahmann	RE/MAX Excalibur	3,575,500	6
205	Durand Berg	Russ Lyon Sotheby's International Realty	3,566,000	8
206	Ellen Patricia Hansen	Farnsworth Realty & Management Company	3,564,700	11
207	Lee Courtney	West USA Realty	3,535,000	2
208	Annmarie Johnson	eXp Realty	3,499,800	8
209	Tara R Keator	Keller Williams Integrity First Realty	3,488,000	8
210	Jeffery Chesleigh	HomeSmart	3,480,400	9
211	Cynthia Worley	Keller Williams Realty East Valley	3,473,499	5
212	Rod Hofeling	RE/MAX Foothills	3,468,400	7
213	Kirk Erickson	Schreiner Realty	3,466,890	8
214	Lauren Rosin	eXp Realty	3,451,500	9
215	Joyce M Kroff	Realty One Group	3,441,000	7
216	James Wexler	Wexler Real Estate	3,430,300	7
217	Jamison Briley	Phoenix Property Group	3,425,000	8
218	Robyn Brown	Argo Real Estate Professionals	3,424,000	6
219	Chris Allen	Hague Partners	3,419,500	6
220	Dorrie J Sauerzopf	Homie	3,409,470	8
221	David Courtright	Coldwell Banker Realty	3,408,250	9
222	Cara O'Dowd	HomeSmart Lifestyles	3,406,000	8
223	Adam Lee	My Home Group	3,404,000	6
224	Michael J. D'Elena	North & Co	3,394,100	7
225	April McNeil	United Brokers Group	3,391,000	9
226	Donette Monsen	Balboa Realty	3,387,000	7
227	Andrew Cooper	Gentry Real Estate	3,380,500	7
228	Yvonne C Bondanza-Whittaker	Zillow Home Sales	3,379,100	10
229	Kirk A DeSpain	Call Realty	3,373,900	10
230	Atif Musharbash	Keller Williams Realty Sonoran Living	3,360,700	7
231	Bryce A. Henderson	Four Peaks Brokerage Company	3,349,100	9
232	Usha Purushothaman	HomeSmart	3,324,000	6
233	Terra A. McCormick	HomeSmart Lifestyles	3,318,200	8
234	Frank Aazami	Russ Lyon Sotheby's International Realty	3,315,000	2

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
235	Robert Reece	United Brokers Group	3,306,000	7
236	Naveen Kalagara	Kirans and Associates Realty	3,290,000	6
237	Steven Coons	Springs Realty	3,287,900	8
238	Carlos C. Martinez	West USA Realty	3,271,500	11
239	Jill Bittner	Tukee Homes Realty	3,270,000	6
240	Arti Iyer	Aartie Aiyer Realty	3,269,650	8
241	Mary Almaguer	Apache Gold Realty	3,252,900	11
242	Brian L Duncan	Venture REI	3,247,400	5
243	Jon Sherwood	Crossroad Brokerage	3,231,000	8
244	Aimee N. Lunt	RE/MAX Solutions	3,230,000	6
245	Paul Christoffers	American Realty Brokers	3,223,900	10
246	Annette Nelson	HomeSmart	3,214,000	7
247	Kim Catalanotto	Arizona Best Real Estate	3,198,500	3
248	Samira B Zamor	West USA Realty	3,195,030	8
249	Kim Webster	HomeSmart	3,191,350	13
250	Jayson Linford	eXp Realty	3,179,000	3

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

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!



TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
251	Ryan Jones	Presidential Realty	3,161,900	11
252	Anthony R Fortuna	eXp Realty	3,152,500	6
253	Bradley M. Sikes	Delex Realty	3,136,400	7
254	Becky Coen	Realty One Group	3,132,500	5
255	Kimberly Nelson	United Brokers Group	3,130,500	8
256	David Barney	Fathom Realty	3,126,000	8
257	Rebekah Liperote	Redfin	3,111,000	7
258	Edward J. Surchik	Realty Executives	3,104,080	8
259	Robert D'Ortenzio	Fulton Home Sales Corporation	3,101,455	8
260	Christopher S. Tiller	Russ Lyon Sotheby's International Realty	3,097,000	6
261	Steven Bernasconi	Keller Williams Integrity First Realty	3,091,570	9
262	Ann Adams	Ann Adams and Associates Realty	3,088,000	8
263	Alan Brown	HomeSmart	3,082,000	6
264	Frederick P Weaver IV	eXp Realty	3,079,000	8
265	Benjamin Marquez	eXp Realty	3,068,000	8
266	Kenneth Ortiz	HomeSmart	3,063,490	6
267	Cindy Bostinelos	Realty One Group	3,062,530	9
268	Adam B Coe	Delex Realty	3,059,000	8

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 03/31/2021	Total Unit Sales 01/01/2021 - 03/31/2021
269	Danielle Bronson	Redfin	3,056,500	7
270	Kristy Martinez	My Home Group	3,050,000	9
271	Jenna L. Williams	Realty Executives	3,048,000	8
272	Monique Walker	RE/MAX Excalibur	3,047,000	7
273	Maggie Diamond	Penfield Properties	3,044,000	7
274	Travis Dutson	Premier Real Estate Opportunities	3,043,000	8
275	Diane Bearse	Realty Executives	3,041,500	6
276	Andrea K Lilienfeld	My Home Group	3,038,400	6
277	Michaelann Haffner	Michaelann Homes	3,023,800	8
278	LaLena Christopherson	West USA Realty	3,020,500	4
279	W. Russell Shaw	Realty One Group	3,009,300	8
280	Weiguo Tang	Investar Real Estate Specialists	3,005,000	7
281	Ronald Bussing	Realty One Group	3,000,000	6
282	Lindsay M Bingham	My Home Group	2,980,900	7
283	John Karadsheh	KOR Properties	2,972,499	7
284	Kristi K Kenney	ProSmart Realty	2,972,000	8
285	Nathan Biggar	Keller Williams Integrity First Realty	2,969,000	7
286	Carol Gruber	eXp Realty	2,961,000	9
287	Courtney Neugart	My Home Group	2,953,580	7
288	Danielle M. Nichols	The Maricopa Real Estate Company	2,952,844	10
289	Debi Gotlieb	Key Results Realty	2,945,069	7
290	Michelle Biagi Bauer	Realty Executives	2,942,800	7
291	Lauren Sato	West USA Realty	2,937,500	7
292	Paul Fichiera	HomeSmart	2,935,000	3
293	Uy Tran	HomeSmart	2,929,995	8
294	Jason Zhang	Gold Trust Realty	2,925,000	6
295	Paul B Fictum	CPA Advantage Realty	2,921,500	4
296	Matthew Long	Realty Executives	2,920,000	6
297	Tiffany Mickolio	My Home Group	2,914,940	8
298	Leann M Landberg	West USA Realty	2,914,335	5
299	Dalton Hidalgo	Berkshire Hathaway HomeServices	2,910,000	6
300	Eric Cluff	RE/MAX Alliance Group	2,894,900	6

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 EXPERIENCE 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
602-775-5990

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

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



YOUR MARKETING BUNDLE INCLUDES:

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

HAVE QUESTIONS? GIVE US A CALL:
480.799.2424

www.ListingLadder.com | ListingLadder@gmail.com



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!**



LICENSED & INSURED
**20+ YEARS
EXPERIENCE**

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



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