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# Golden Nuggets



**Keith Anderson and Peter Kamboukos**  
**KP Elite**  
"Growth is the number one most important factor when building anything. If you aren't moving forward then you are moving backward. Being in growth mode is essential for the success of any business. What got us here today won't be what takes us to our goal tomorrow."

**Paul Stratton**  
**Stratton Inspection Services**  
"You never get a second chance to make a first impression."

**Mark Wyant**  
**My Home Group**  
"A key part of our roles as REALTORS® is to validate the emotion but not participate in it. As we all know there is no shortage of emotions, and stress around buying and selling real estate and it's easy to get caught up in it. It's our job to help be the calm amongst it all and keep everyone focused on a common goal and the big picture."

**Dalton Hidalgo**  
**Berkshire Hathaway**  
"Be who you were created to be and you will set the world on fire." - Catherine of Sienna

**Deannette Zattair**  
**Berkshire Hathaway**  
"One day, you will be just a memory for some people. Do your best to be a good one."

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## ► sponsor spotlight

By Dave Danielson

# STRATTON INSPECTION SERVICES

*teamwork to make their dreams work*

***When you consider all of the moving pieces in a real estate deal, one of the most powerful things that makes everything work is teamwork.***

That's why it's so important to have a partner who carries that spirit out in all that they do ... a partner like Stratton Inspection Services.

Paul Stratton is the owner of the company, who speaks with pride about the group of 14 professionals he works with each day. "We have such a knowledgeable, well-rounded team," he smiles.

"Our biggest focus is our communication skills. That's one of the main areas we focus on. They properly communicate and educate people. The team we have is made up of really good,

down-to-earth individuals. They are knowledgeable and also have great people skills." The team includes Ty G., Matt S., Ted K., Steve F., Craig F., Brad B., Marcus S., Ragen M., Tiffany G., Noell F., Demorie S., Jen M., Scott H., and Greg L.

"Tiffany is our Office Manager. She is an exceptionally, honest, fun breath-of-fresh-air person," Paul says.

"Matt is our lead inspector, and he's like an encyclopedia of knowledge on new builds. He's very articulate and well-educated. Noell is our lead sewer scope inspector. She's always on top of everything and an extremely hard worker."

### EXPERIENCE AND EXCELLENCE

Paul brought a world of experience to his clients



*We're very customer service-oriented and being accessible to agents and buyers. ...*

**I TELL MY TEAM THAT WE NEVER GET A SECOND CHANCE TO MAKE A FIRST IMPRESSION.**

when he started Stratton Inspection Services. "I was a landscape contractor running a company in St. George, Utah, and I became a home inspector as a side gig. I thought I would try something a little different. Before that, I was an electrician," Paul remembers.

"When 2008 and things went south, I moved here to Arizona and started with Stratton Inspections," he says.

### A REWARDING JOURNEY

The journey has been a rewarding one. "I love meeting new people every day. They look to our team of professionals with trust," he says. "We are there to put an extra set of eyes on their property and to help them learn how to operate the systems in their new home."

Solid service is at the heart of the difference Paul and his team deliver, too.

"That's something we really focus on ... top-of-the-line customer service. Our clients know they can get in touch with us 24/7. We're very customer service-oriented and being accessible to agents and buyers," Paul points out. "In today's market, it's tough when you're trying to get a home under contract. It's key to respond in a timely way. I tell my team that we never get a second chance to make a first impression."

### EASING THE WAY

Paul and the Stratton Inspection Services team places a lot of importance on easing the way and supporting the process.

"People show up on pins and needles. The process can definitely be stressful for them," he says. "The minute we meet them, we try to put them at ease so they don't have such high anxiety."

In addition to working with existing structures, Stratton Inspection Services also offers new build and commercial inspections.

...



The Stratton family





"We work with new properties through phase inspections so we get a good look before the drywall goes up," Paul explains. "Our report is very well outlined and easy to read, too."

Paul and his team members each complete a DISC assessment. Beyond the insights that DISC provides for the team, it also sheds light on the interactions they have with clients each day.

"The DISC assessment helps to educate us on the characteristics of those we work with each day. For example, if we work with someone who is very detail-oriented, we are able to adjust our communication approach with that person to match that preference that they have," he says. "It helps us to know the best way to communicate with people."

Away from work, Paul looks forward to time with his family. He also enjoys roping at the rodeo

and loves the outdoors. Paul is also lucky to share the same path in life and business with his family, including his fiancé, as well as his son and daughter.

#### BUILDING MORE THAN BUSINESS

"We're not in the business to just go out and get business. We're in the business to build relationships. We treat our partners and those we come in contact with like friends," Paul explains.

"We trust each other and build a strong bond. When we get to know our clients, we're their inspector for life, even after they're in their home."

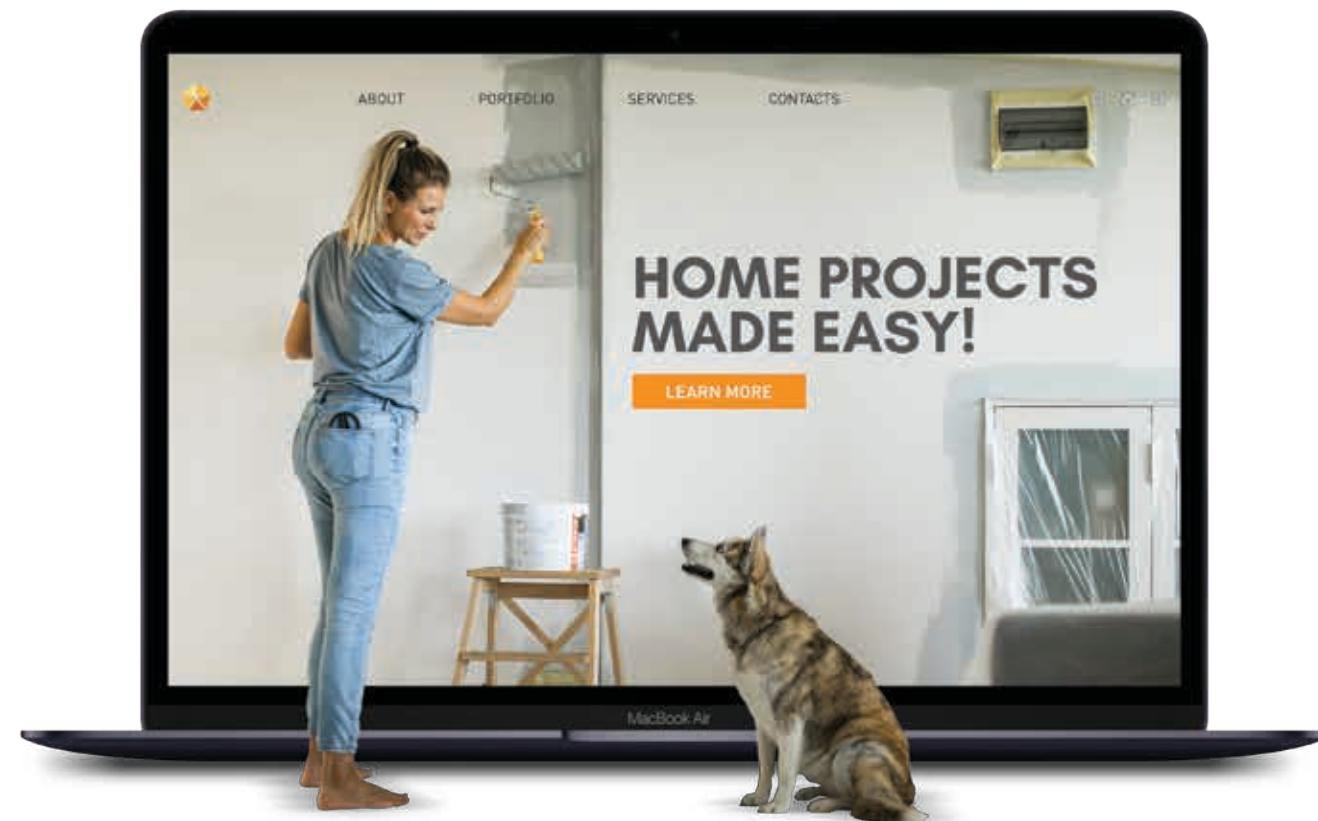
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## 7 Questions You Need to Ask Your Home Inspector



*By Curtis Kloc, Inspections Over Coffee*

**Does the inspection include thermal imaging?**

This is vitally important, since it allows an inspector to see behind walls. A thermal camera uses temperature differences to find hidden water leaks, electrical issues and missing insulation! It is so sensitive that you can see your handprint on a wall long after your hand is gone, or the heat from your footprints as you walk on carpet. Every inspection from Inspections Over Coffee includes commercial grade thermal imaging of the entire interior and exterior.

**How do you categorize the issues you find?**

If you are stuck reading through an 80 page pdf with the word, serviceable, and little checkmarks everywhere, you might overlook something important, or over-react to something small. Inspection Over Coffee's modern software allows them to color code defects: Blue, Orange, and Red, so you and your client are focused on what is important; right now. You won't see serviceable and 'inspected' in our reports.

**Do the reports include videos?**

Most modern inspectors are smart enough to request that the clients attend the inspection at the end for the summary walkthrough; this allows them to focus on the house as they inspect it. This makes videos vital in telling the story of what was visible on the day of the inspection. They also provide unequivocal evidence of issues or the lack of an issue on the day of the inspection. Bonus: clients buying the property from another state can see everything they would want? Videos of the roof, the attic, in-side the electrical panel, all the plumbing being operated, etc. are essential for your client to feel comfortable with their new home. One last bonus: a video provides clear data to allow a warranty company to cover a new issue, without calling it pre-existing.

**Is the inspection guaranteed?**

Providing protection long beyond the inspection is so affordable, that not doing so is just an inspector who wants to pocket more money. Inspections Over Coffee provides

\$100,000+ of warranties, guarantees & extras with their 360° Home Protection Plan included with every residential inspection. With the same basic price structure, why would you let your clients get an inspection that doesn't protect their financial interest to the fullest extent?

**Do you provide a property history report?**

If you were buying a used car, for 1/10th the price of a new house, you'd want to see the Carfax, wouldn't you? Well, Inspections Over Coffee includes the same kind of report with every property they inspect. Knowledge is power.

**Do you provide recall data on all the appliances and mechanical items?**

Don't you think it is important that your client be informed that the dishwasher is known to start on fire, and the manufacturer will send out a technician to fix it for free? Inspections Over Coffee provides a recall report on any mechanical item they can get a serial and model number off of. And your client gets it monthly as long as they own the house. Bonus: if you put your headshot and contact info into our system, it looks like it is coming from their agent. Boom! Now the relator is staying in front of their clients with valuable information.

**Do you act as an advisor & an advocate or an alarmist?**

You should want your client to have the most thorough inspection available, without all the scare tactics. It isn't the job of an inspector to act like an sports referee. At Inspections Over Coffee, they act as a Home Buyer Advisor, sharing information in a non-alarmist way. You won't find a more thorough inspection, but the information is always delivered in way that is easily digestible, and actionable.



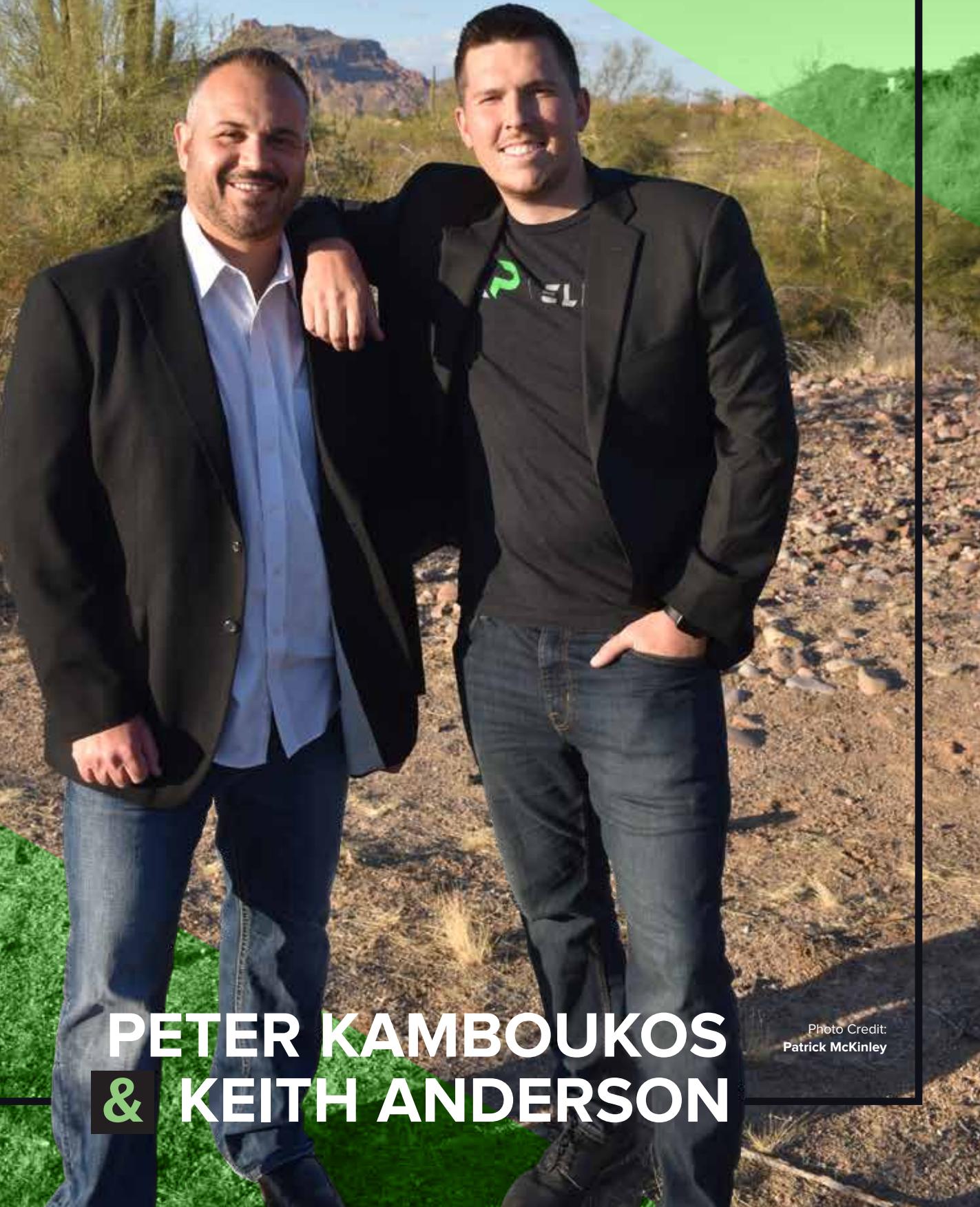
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► featured team

# KP ELITE



**PETER KAMBOUKOS  
& KEITH ANDERSON**

Photo Credit:  
Patrick McKinley

## OVER THE TOP

By Dave Danielson

**S**tanding on the top of the mountain and seeing how far you've come is a great feeling for sure. But it doesn't compare to the fulfillment of helping others reach their peak performance.

That's the spirit that's hard at work with Pete Kamboukos and Keith Anderson.

As team co-owners of KP Elite with eXp Realty, Pete and Keith have a true passion for helping others climb higher — sending them over the top toward their goals.

"It's something we talked about from the start when we put our team together," Pete recalls. "We wanted a team that was agent-focused ... a team agents want to be on. We enjoy selling real estate on our own and that's fine, but it's awesome to see other people have success and to know that we're helping them have success."

"Our vision is having the best team in the country with the highest per agent income. We wanted people to earn more here than they could any place else," Keith says. "Plus we offer a lot of resources. We want to give more in all areas and help them grow their business to the highest levels."

### Getting an Early Start

When it came to their career paths, both Pete and Keith got an early start in real estate.

"I started in real estate right out of college. I graduated from Arizona State University in business and went to work for a home-builder at Ryland Homes. At the time, they were one of the largest in the country," Pete remembers.

Pete spent a lot of time traveling, working in many markets nationwide.

"In time, I got tired of the constant travel and then started in retail real estate in Phoenix, along with working in investment properties in 2004 when the last bubble was in full swing. I went through the crash in 2008 and 2009 and learned how to do short sales," Pete says.

"I worked for an HOA management company using my background with builders, working with new developments. I kept doing resale on the side until Keith and I met each other on another team we were on about six years ago. Shortly after that, we went off on our own."

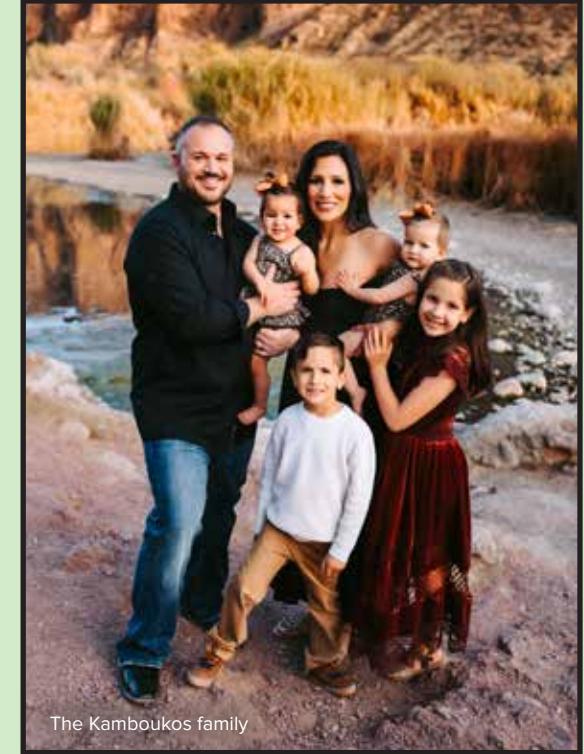
After Keith graduated from high school in 2011, he attended a year of college and moved forward in sales.

"I jumped into real estate right away and saw that there was such a calling in my life to serve. I started on a team that Pete was already on," Keith remembers. "Because of Pete, I've learned a lot about real estate."

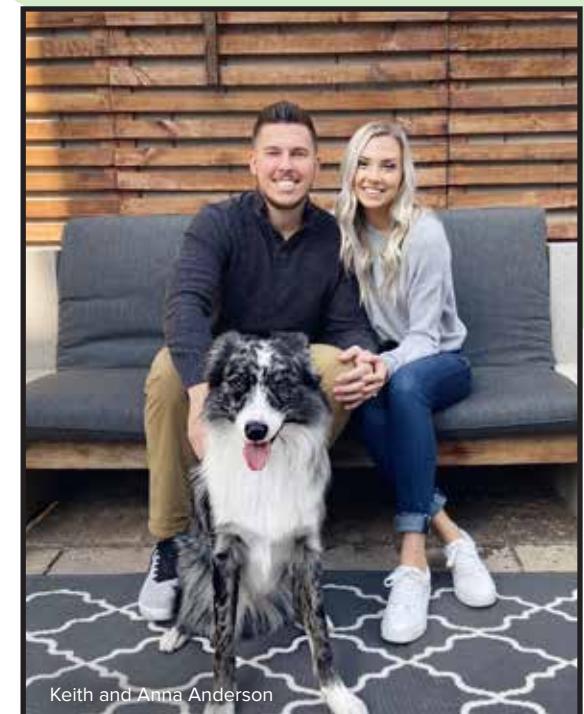
Keith's start in the business was electric. In fact, he recorded 26 deals in his first six months.

"That start catapulted that vision for Pete and me to start our own team," he says with a smile.

...



The Kamboukos family



Keith and Anna Anderson



The KP Elite Staff | Photo Credit: [Patrick McKinley](#)

...

#### Gaining Ground Together

That was 2016. Today, Pete and Keith have a staff of eight, along with 55 full-time active agents, with a presence on the East and West side of Phoenix, as well as San Diego.

It has been a team of dreams for sure. In fact, Pete, Keith, and their team are on track to record \$300 million in sales volume, representing an astounding 750 deals.

Those numbers are a sign of the real success within the team that is a direct result of an engaging culture.

"The culture is a huge part. People ask us how we've reached this point in five years. A huge part of that is culture ... being around other people with the same goals, core vision, and values."

"There's no more satisfaction than seeing the success of others," Keith says.

"My calling by faith has been to have a servant mentality and put others first. The drive we have is about people. The more I can help and serve, the higher quality of life I have. It's about succeeding through others and with others. That is a rewarding feat by itself."

#### Leading by Example

As they reflect on their growing careers, they offer advice for the next generation of REALTORS®.

"One thing I would say to someone thinking about this career is to first make sure it's what you want to do and to know what you're getting into. I think the biggest reason people struggle at first is they didn't know all it entails. By following the right steps and not reinventing the wheel and finding success with the help of others ... have a coach, a mentor, and a team. Don't do it alone unless you absolutely have to."

"There's no reason in today's world why people should start off alone. With technology, anyone can connect with top people anywhere," Pete says.

"Find somebody that has already done what you want to do. Don't go somewhere where success isn't what you want to do. There's no reason to reinvent the wheel. There are a lot of successful people in the business."

That's the same spirit Pete and Keith bring to work for those around them every day. Congratulations to two leaders who are helping others go over the top.



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# Are you a chronic YES'er?

## SECRET WAYS TO SAY NO (AND STILL HAVE PEOPLE LIKE YOU)

I want to begin by asking you a question. Do you say yes to everything? Why do we do this to ourselves only to regret it later? Ok so that was two questions, but I'm writing this to those of you who don't want to disappoint anyone, are scared of hurting people's feelings, and aim to please everybody.

I'm going to let you in on a secret. When you say yes all the time what you are really doing is saying no to your own goals and dreams.

Ouch. Now that you understand the repercussions saying yes can have, let's talk about how you can start being the leader of your life and not a reactor to the requests of everyone else.

There are three important keys to being able to say no; clarity, time travel, & impact.



Here are the secret ways to say NO  
(and still have people like you):

1. I would be honored, yet it's not in alignment with other things I've said yes to.
2. I would love to say yes to that, but I know I would end up letting you down.
3. I wish there were two of me....
4. You know who would be great for that? John-Doitall is really good at that kind of thing.
5. My calendar fills up very quickly, next time can you ask me several months in advance?
6. I committed to giving 2 hours a month to volunteer work and this month is full.
7. Unfortunately, now is not a good time but it sounds lovely, so next time.

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WAYNE SALMANS is an author, speaker, and business coach.

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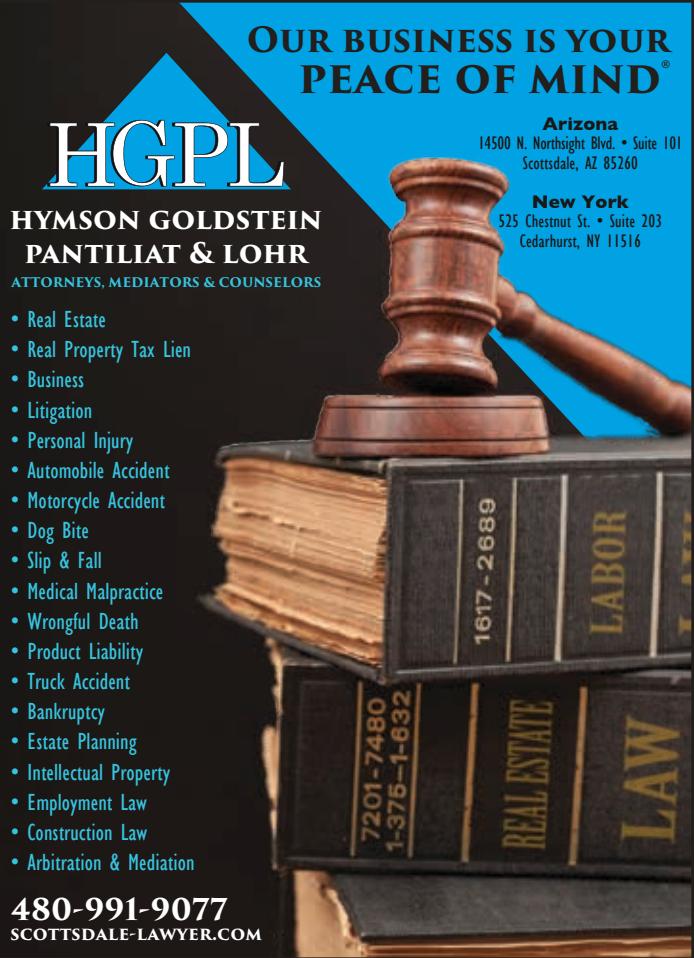
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# Mark Wyant: Family First

By Sarah Wind



Mark and Ali with their daughters Harper, Cora, and Brenna

## ► Keep Calm and Add Value to the World

*Mark Wyant may seem like your average successful REALTOR®. In reality, he has a wealth of business knowledge, a gold mine of wisdom, generosity that extends from Arizona to Africa, and a heart that's bursting with love for his family. Here's the scoop on Mark's views about best business practices, time management, and leaving a legacy.*

"To me, the value of being in real estate is that we can set our own hours, not that we necessarily work fewer hours. It means we prioritize when we work and how we work. Leverage isn't there for us to sit home and watch Netflix. Leverage is there for us to focus on what is going to be most powerful for our business.

"I'm usually at my desk by 8:30 am every day. I believe in time blocking. You've got to tell your schedule what to do; otherwise, your schedule will tell you what to do. Not only do I block time for different business activities, but I also block time for date nights with my wife, time with my family, and time for myself. I think that if agents work all weekend, they should block out time for themselves on Monday or Tuesday so they don't get drained."

"The best piece of advice I've received was given to me by Brandon Tracy. He said, 'It's our job to validate the emotion, but not participate in it.' That resonates with me because there is so much stress and tension involved in buying and selling. Not just with buyers and sellers, but also with agents, lenders, and title companies. It's easy to get emotional and let emotions take control. Our job as REALTORS® is to validate the stress, anger, or frustration, but not participate in it. We are the calm in the storm that helps everyone stay grounded. I'm not saying I'm perfect, but that's what I try to be."

"My advice for other agents is to commit to three years without quitting. Where it starts paying off is in that 2-3-year mark. That's when your sphere and past clients are giving back to you with repeat business. If you quit before then, you'll quit before you reap the reward for all your hard work."

Mark gave a number of other best practice tips that he's implemented in his own life:

- Don't compare yourself to other agents. Compare yourself with who you were and where you want to go.
- To the best of your ability, make buyers aware of potential issues in homes during showings.
- Help clients by telling them what to expect throughout the transaction.
- Refer clients to people that can help them, whether it's service companies or a good daycare. We can continue to provide value.
- Take notes at seminars and transfer the takeaways to a journal you can look back on later and glean from.

...

***She has shown us beauty and joy in small everyday things, and that slowing down as a family brings us closer. ...***

*All of our daughters bring us great joy, and each of them teaches us so much every day.*



“

*At the end of my life, I'd like to have left my community and people around me better off than if I hadn't been there.*

*I believe we're better off when we put each other first and take care of each other.*

...

With the profits from his business, Mark chooses to support a few organizations. “I feel passionate about supporting organizations that help kids who need to be loved and a safe environment. I also believe everyone should have access to clean water, and so since college, I've donated to a family who digs wells and provides water filtration systems throughout Africa. No matter how rough or hard your day is, I believe you should be able to refresh yourself by drinking a glass of water that is clean.”

Regarding where Mark is heading, he said, “I see myself getting more out of production, into mentoring other agents, and investing in real estate myself. Selling real estate can be exhausting, and I want to enjoy time with my family. I don't want to wait until I'm older to go on trips with my kids.”

“We've been blessed with three beautiful daughters who bring so much joy to our lives. Our middle daughter was born with an extra chromosome, more commonly known as Down syndrome. We have learned so much from her, one of the main things being that the journey and challenges along the



way in life can add beauty to finally reaching our goals. She has shown us beauty and joy in small everyday things, and that slowing down as a family brings us closer. Another reason I am very thankful to be in the field we are in and to be able to manage my own schedule. With often four or more appointments every week, time blocking is crucial for us. All of our daughters bring us great joy, and each of them teaches us so much every day.

As far as hobbies go, Mark has several. “Although I have hobbies like biking and woodworking, I enjoy being involved in my kids' hobbies as well because I want to be in their lives. Someone told me that the goal of parenting is to raise our kids to be independent but still want to be a part of the family when they no longer have to. Since I have all girls that means my new hobbies including soccer, crafts, and gymnastics, things I might not care about, but my girls do, and I am learning to love what they love, even if the means a lot more glitter in my house. I'm okay with that.”

“More than anything else, I love going hiking outside of the city in the fresh air. Something I learned from hiking is to leave places better than you found them. At the end of my life, I'd like to have left my community and people around me better off than if I hadn't been there. I believe we're better off when we put each other first and take care of each other.”



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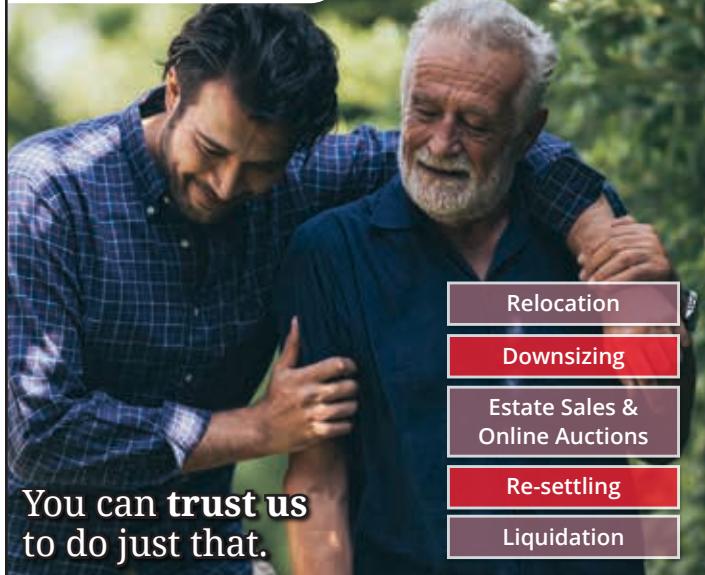
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# Dalton HIDALGO & Deannette ZATTAIR

► rising stars

By Sarah Wind

"You can have unbelievable intelligence, you can have connections, you can have opportunities fall out of the sky. But in the end, hard work is the true, enduring characteristic of successful people."

Both Arizona natives, Dalton Hidalgo and Deannette Zattair are a real estate powerhouse in the Valley of the Sun, where they strive for nothing less than top-notch success. "Anyone who knows us is well aware that we tend to put ourselves on the back burner making our clients and work #1 - even if it means overworking or missing certain important events. With all of the love and appreciation we get, it really makes the sacrifice worth it. We love seeing people enjoy their new homes as well as get ahead financially. Some of them even become our closest friends. Just the other day a client congratulated us on Facebook and said, 'I still wake up feeling extremely lucky to be in my home and that is truly because of your hard work.' It's the little things that keep us going."

The D and D duo have been REALTORS® for five years and are amongst the top 1% of agents year to date. They've achieved the top spot in the Southeast Valley for two years

in a row and are part of the top team in AZ with Berkshire Hathaway HomeServices.

In terms of 2021, they're on track to close 18+ million in sales and plan to record over 50 transactions for the year, something that isn't an easy feat. Whether they are helping a first-time homebuyer or a seasoned investor, they thoroughly enjoy doing their job because they get to play a part in changing people's lives.

Dalton and Deannette have a pattern of setting the highest comps in the neighborhoods they close in. "It's so rewarding to help our sellers net the most amount of money possible, which enables them to get out of debt, provide a cushion for their families, and pay a significant down payment on their next home. One young lady we represented was working a minimum wage job and had to quit school because she couldn't afford it. Her father passed away, and she requested we help sell the property. We did exactly that, and for much more than her family had expected! With the proceeds, she was able to start school again and will be making her way to Colorado to begin her next chapter. Each transaction has its own story and we are so lucky to be a part of it."

Even if it's only for a small chapter, we can leave an impact that lasts a lifetime. That's the magic of it all."

When we asked Dalton and Deannette what common phrase describes them, they said, "We're like 'two peas in a pod.' We do most things together and are very fortunate to be able to do so. We're best friends who are alike and different where it matters most, with contrasting strengths and weaknesses. Before getting into the industry, we realized we make a very strong team" It's no wonder they've been together ever since the fateful day they met in the mall. Here's Deannette's side of the story:

"To keep it brief, I was a freshman attending ASU working at the makeup kiosk in AZ Mills Mall. Out of nowhere, my boss said, 'Oh my gosh, did you see that guy?' It was Dalton passing by, and I only saw his backside. Ten minutes later, he came back and we locked eyes. Everything around me froze and without thinking anything of it, the words 'I'm going to marry him one day' rolled off of my tongue. I'll never forget that moment. About 15 minutes later, I made a quick Starbucks run and stopped to see a friend of mine. I told her 'I'm pretty sure I



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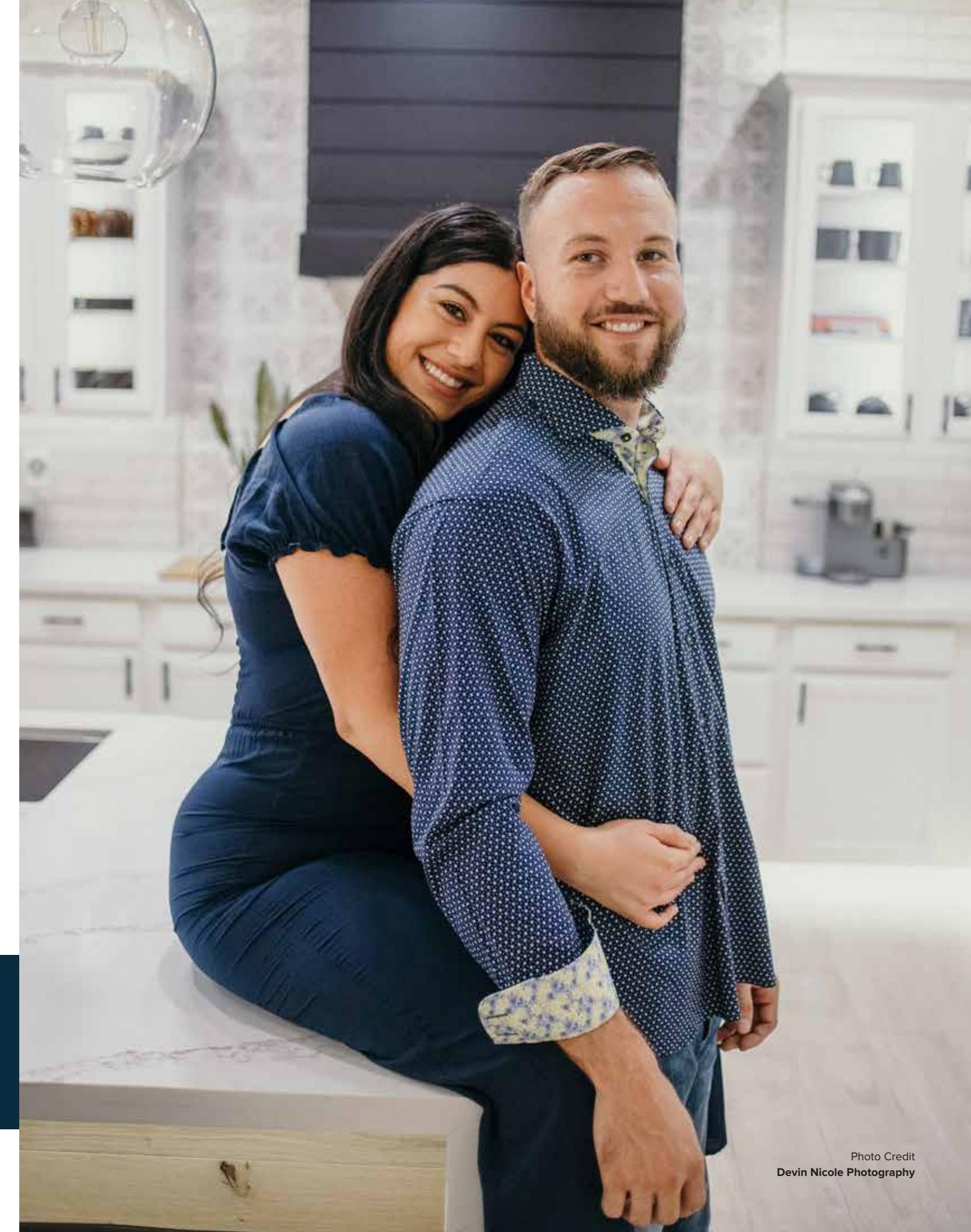


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Devin Nicole Photography

just saw the man of my dreams,' but of course I was bummed because he didn't say anything to me. When I came back to the kiosk, I reapplied my lip gloss, turned to my left, and was surprised to see Dalton slowly approaching me. He smiled nervously and said, 'I know this sounds odd, but would you want to go on a date sometime?' My face was warm and my heart was beating so fast I could barely process what was happening. I managed to say, 'Okay' with the biggest smile on my face and here we are six years later."

As far as how they got into real estate, it was in Dalton's blood as a third-generation REALTOR®. His grandfather, dad, aunt, and uncle were all brokers. His grandfather would pick him up from school often, where he would find himself in the passenger seat reading the map as they navigated from home to home. Dalton eventually joined his aunt and uncle, James and Rebecca Hidalgo Rains, on their team, Integrity All-Stars. "The impeccable example they've set has pushed us through thresholds we didn't even know we were capable of."

Deannette took a real estate course her senior year in college and did extremely well. "I still didn't know what I wanted to do after graduation. I'd sit in class and all of the concepts just naturally clicked." In fact, after her second exam, her professor said, "When you finish my course, you need to go get your license." She followed his advice, got her license, and also joined the Integrity All-Stars team shortly before graduation.

Something else they relish about their real estate career is that every day is an adventure. "The sense of connection that comes from not knowing what our day is going to consist of is something we are grateful for. It keeps us invested in the moment. Our job takes us all over The Valley and we enjoy exploring places we've never been before. We're also foodies, nothing excites us more than stumbling upon restaurant hidden gems when we're out and about. Supporting local family-owned businesses is something we take a lot of pride in doing. 2020 was a tough year for many, and we know any little bit of support helps keep the doors open."

"We don't have children just yet, but for now our baby is our 120-lb. Presa Canario named Jasmine, or Jazzy for short. She's a cuddly gentle giant and the sunshine of our days. We commend her for understanding our demanding lifestyle. Nothing beats walking through the front door after a long hard day to be greeted by slobbery kisses."

When asked what advice they have for REALTORS®, Dalton shared, "Do everything with selfless intentions and it will come back to you tenfold. People can vibe your real intentions. Our clients can tell that we are truly there to help them. If that's your true intention, it will always come back."

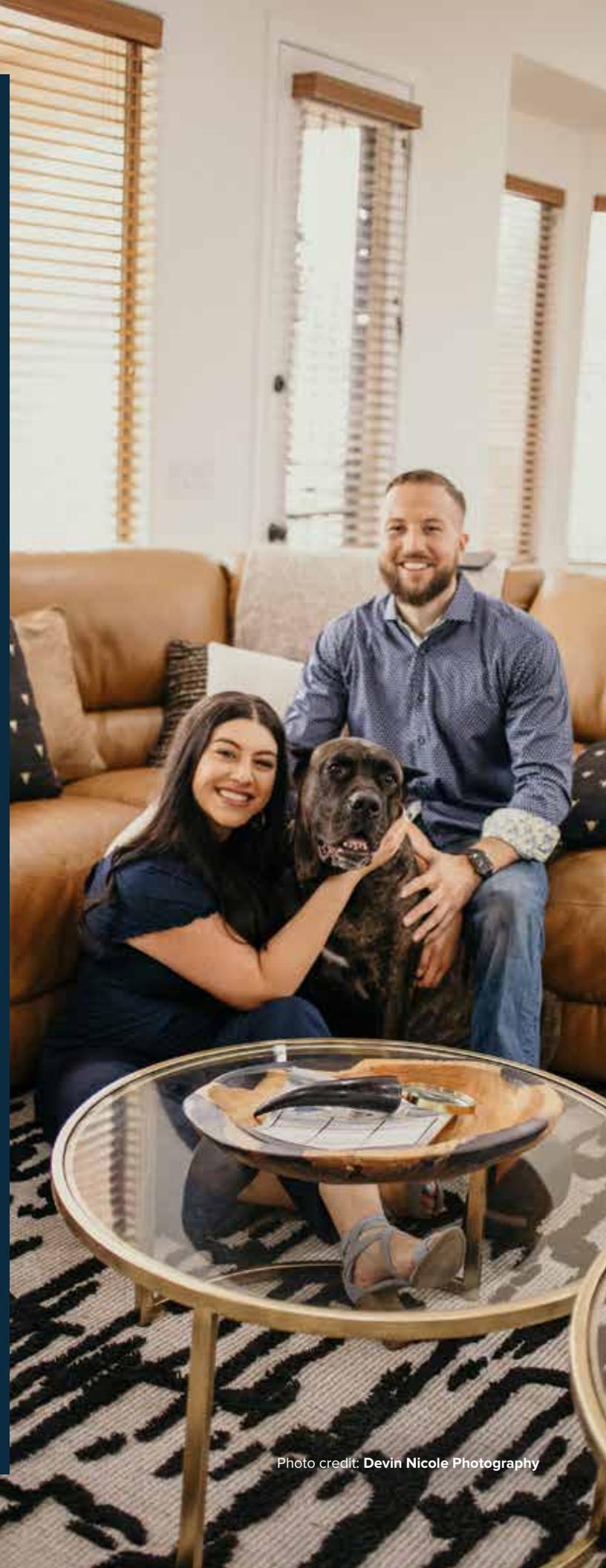


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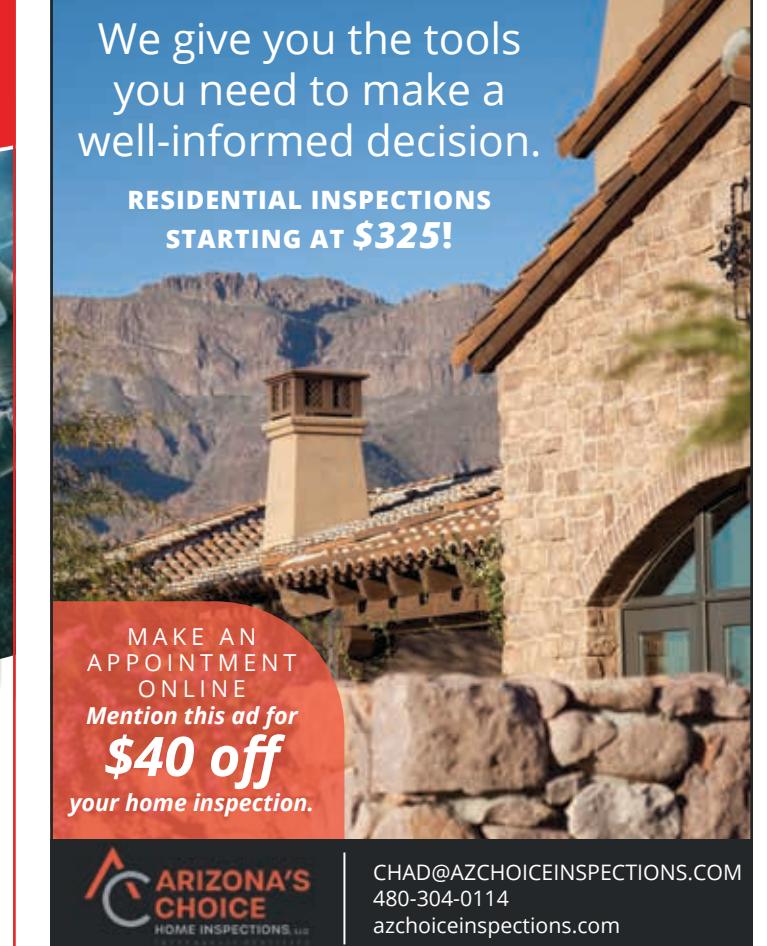


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► book review

By Chris Reece

# 75 HARD BY ANDY FRISELLA

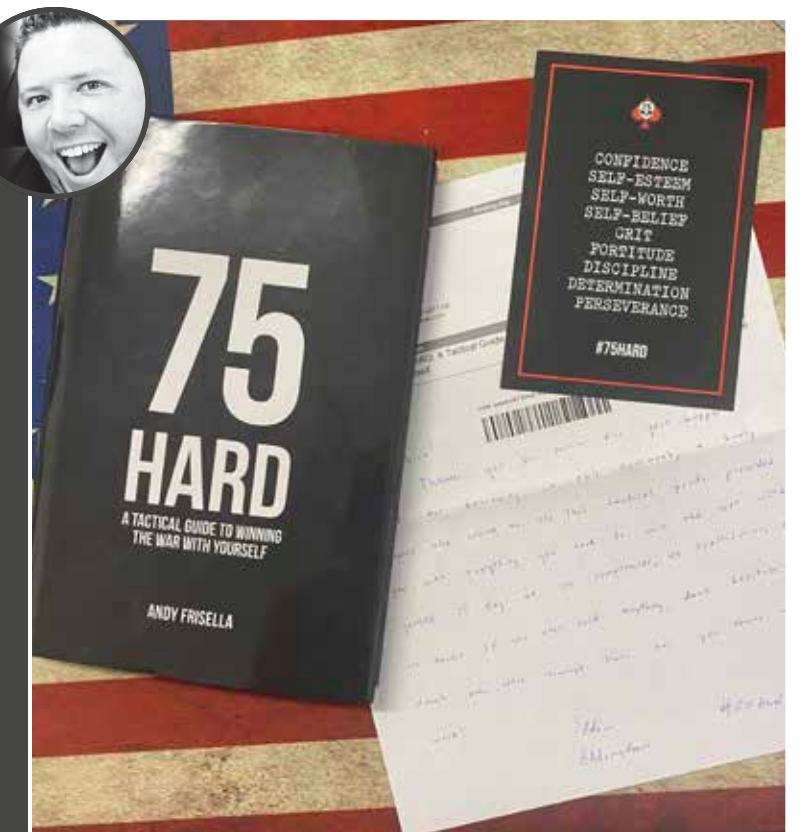
*Not sure if you've heard of Andy Frisella. If you have, you probably either love him or hate him. He is opinionated. I tend to lean toward opinionated people; they know where they stand. Do I believe everything they put in front of me? No, but taking a stand on anything these days takes big baseballs. And so does participating in his challenge of 75 Hard!*

His program and book are called 75 Hard! I read it in a day. Didn't mean to or even have it on my "next list," I just happened to throw it in my travel bag for a weekend getaway. Some of my travel plans changed after I broke my hand and I found myself with only books as my travel companions for that weekend. Out of a lack of wanting to read the current book I had my nose buried in, I grabbed 75 Hard and without knowing it couldn't put it down.

I think he only releases this book every so often. I don't think it is available on Amazon or at Barnes & Noble. I saw it advertised on Instagram where I follow Andy Frisella and decided to jump on it. When it was received at my home I opened it, forgetting I'd ordered like most impulse purchases these days. Something was different with the receipt this time. The receipt had a handwritten note that read:

"Chris! Thank you so much for your support and for believing in this movement, it truly means the world to us. This tactical guide provides you with everything you need to win the war with yourself. Sevent days of no compromise, no substitution, and no excuse. If you ever need anything, don't hesitate to reach out. We're always here for you. Have a great week." - Adam G #75HARD"

What company does that? I saved it and left it as my bookmark to remember how it made me feel opening it up and someone thanking me for joining their "movement." Without knowing it I'd always wanted to be part of a movement!



So what is 75 Hard about?

"Confidence, self-esteem, self-worth, self-belief, grit, fortitude, discipline, determination, perseverance." And Andy comes out swinging saying, "It's named 75 Hard because it's hard."

75 Hard is a personal challenge of five things for 75 days straight. No breaks, no cheat days. If you miss one, you start over back on day 1.

The challenge is:

- Critical Task #1- Choose a diet and commit to it.
- Critical Task #2- Drink a gallon of water a day.
- Critical Task #3- Work out twice a day for 45 minutes each (once has to be outside)
- Critical Task #4- Read 10 pages of a nonfiction/entrepreneurship/personal development book per day.
- Critical Task #5- Take a progress picture every day.

Frisella gets in your face about each one. The day I read it cover to cover, I decided to start the next day. Until I failed at day 45, I was proud to be doing it. All of the clarity he spoke about the challenge providing seemed to come, not in a supernatural way but in a way that just made everyday tasks simpler. Why did I fail? I am asking myself that right now. I think I let my mind take a break for one day and forgot to do four of the five critical tasks. I didn't even realize it until I was laying down for bed and the 75 Hard app reminded me to fulfill my tasks.

I immediately thought "Eff it, I'm tough; I'll start again." If you need a swift kick in the britches, find this book and go for it.

# What's your favorite app to use for business purposes or personal use?

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**KARL TUNBERG**

*Midland Real Estate Alliance*

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**DAVID TUCKER**

*RE/MAX Fine Properties*

Our Groceries is amazing. So simple, but we use it daily. And we have it paired with Alexa. It's basically a simple shared list app. Cooking in the kitchen and run out of something, we simply say, "Alexa, ask our groceries to add butter...." and it's done. Next time you hit the store, it's on the list. We have lists for everything, grocery store, Costco, Target, whatever. And it's shared with the household.



**LISA BARTLETT**

*RE/MAX*

- HasFit for at-home strength training.
- Evernote for business and personal notes and lists.
- Garmin and RunKeeper to track my runs.



**MARGE PECK**

*eXp Realty*

I have several favorites:

- AT&T app - can watch TV on it.
- Venmo - easy to transfer money.
- FLIPP - great to see what is on sale.
- Amazon - addicted shopper!
- LastPass - all my *different* passwords for everything.
- YouCamPerfect - the perfect app to airbrush and give yourself a virtual facelift!!
- Instant Pot - great recipes!
- Zoom - great app to be virtual and easy to use.
- Hotel Tonight - great rates for an unexpected sudden trip!
- Favorite game is Words 2 - love Scrabble and play with several others I know - great for the vocabulary.



**BRIAN CUNNINGHAM**

*AZ Flat Fee*

The app I can't live without is my maps app. But probably my favorite app for new, how-to videos, new business/marketing strategies, etc. is YouTube.



**LINDSAY MOZENA-KRATER**

*Realty One Group*

There are so many that I love and use regularly. But the Lightroom photo editing app is probably my favorite.



**DEBRA LOPEZ**

*Berkshire Hathaway HomeServices*

Waze navigation app is my best friend with all the new construction going on in the valley.



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**BRANDON BIALKOWSKI**, Team Lead

NMLS # 1399505  
480-603-5901

**VANESSA ACCRA-BLEIL**, Team Lead

NMLS # 1612399  
480-734-1571

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## Introduces More Member Involvement and Development at WeSERV

At last, summer is coming to its blazing, hot end. As we say so long to triple-digit temperatures until next year, the West and SouthEast REALTORS® of the Valley is focusing on ways to revitalize our member and community involvement. Our association needs to develop new crops of leaders to enhance our member experience and bring forth new and fresh ideas to the table. Our industry undergoes continuous change. Within those changes, our leaders can assist with developing methods to encourage their colleagues to be interested in what their REALTOR® association has to offer.

WeSERV is excited to announce that we have the pleasure of having international sales/motivational speaker Leigh Brown coming to our association. Hailing from Charlotte, NC, Leigh Brown is one of the top-selling REALTORS® in her real estate market. She launched One Community Real Estate, which gears toward her mission to support and develop REALTORS® who are both leaders and advocates in their communities. She is well known as a sassy Southern woman who is extremely

popular for her no-holds-barred approach to motivation. WeSERV had the pleasure of having Leigh Brown speak to our members a few years back, and we are excited to have her come to our office to assist our members with their business practices.

Member appreciation has always been a cornerstone for us here at WeSERV. Without our members, leaders, and volunteers, we wouldn't be the premier association we strive to become every day. To show our appreciation, WeSERV will be hosting our annual Octoberfest. The event invites our membership for a fun, filled evening to enjoy fantastic food, drinks, and camaraderie.

We look forward to this special event each year because it allows us to give a big "thank you" to WeSERV as a whole.



► weserv monthly update

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

# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
1	Kenny Klaus	Keller Williams Integrity First Realty	69,570,215	162
2	Bruno Arapovic	HomeSmart	65,632,448	167
3	Cheryl Kypreos	HomeSmart	64,527,475	171
4	Mary Jo Santistevan	Berkshire Hathaway HomeServices	62,644,158	110
5	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices	61,609,834	126
6	Carol A. Royse	Keller Williams Realty East Valley	50,579,549	90
7	Sixto Aspeitia	Realty One Group	45,437,400	122
8	Shanna Day	Keller Williams Realty East Valley	44,204,278	72
9	Charlotte Young	Keller Williams Realty Sonoran Living	43,171,000	89
10	George Laughton	My Home Group	42,683,599	114
11	Darwin Wall	Realty One Group	42,443,850	66
12	Kristy N Dewitz	Hague Partners	40,937,199	83
13	Denver Lane	Balboa Realty	39,960,077	92
14	Mindy Jones	Keller Williams Integrity First Realty	35,421,080	80
15	Bonny L. Holland	Keller Williams Realty Sonoran Living	34,145,899	23
16	Jason Mitchell	Jason Mitchell Real Estate	33,695,010	84
17	Beth M Rider	Keller Williams Arizona Realty	31,258,839	71
18	Janine M. Igliane	Keller Williams Realty East Valley	30,231,190	55
19	Shannon Gillette	Launch Real Estate	30,097,473	47
20	Matthew S. Potter	Stunning Homes Realty	28,512,673	78
21	Jason Crittenden	Realty One Group	27,396,800	59
22	John & Natascha Karadsheh	KOR Properties	27,008,790	36
23	Randy Courtney	Weichert Realtors - Courtney Valleywide	26,925,300	41
24	Richard Harless	AZ Flat Fee	26,188,900	51
25	Heather Openshaw	Keller Williams Integrity First Realty	26,039,000	54
26	Rick Metcalfe	Canam Realty Group	25,434,338	74
27	Jody Sayler	Just Selling AZ	25,243,900	49
28	Mike Schude	Keller Williams Integrity First Realty	24,830,200	45
29	Lacey Lehman	Realty One Group	24,556,200	56
30	Rodney Wood	Realty One Group	24,496,240	44
31	Jennifer Wehner	eXp Realty	23,615,200	49
32	Damian Godoy	Argo Real Estate Professionals	23,246,250	52
33	Rachael L Richards	R House Realty	22,510,025	51
34	Mark Captain	Keller Williams Realty Sonoran Living	22,507,350	45

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
35	Thomas Storey	My Home Group	22,424,941	68
36	Jamie K Bowcut	Hague Partners	22,386,500	51
37	Jim & James Carlito	Hague Partners	22,352,051	52
38	John L. Hrimnak	Hague Partners	20,581,675	47
39	David Morgan	HomeSmart Premier	20,343,100	58
40	Brett Tanner	Keller Williams Realty Phoenix	20,284,999	53
41	Russell Mills	Close Pros	20,013,445	35
42	Bob and Sandy Thompson	West USA Realty	19,910,200	34
43	Frank Gerola	Venture REI	19,603,200	37
44	Ben Leeson	Keller Williams Integrity First Realty	19,203,325	39
45	Scott R Dempsey	Redfin	19,154,250	35
46	Kathy Camamo	Amazing AZ Homes	18,851,390	33
47	Dean Thornton	Redfin	18,821,400	40
48	Robyn Brown	Argo Real Estate Professionals	18,679,800	25
49	Justin Cook	RE/MAX Solutions	18,556,282	30
50	Shawn Rogers	West USA Realty	18,234,650	42

**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.

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# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
51	Amy Laidlaw	Realty Executives	18,097,900	31
52	Shivani A Dallas	Keller Williams Integrity First Realty	17,919,891	37
53	Carey Kolb	Keller Williams Integrity First Realty	17,899,206	37
54	Henry Wang	eXp Realty	17,691,387	35
55	Thomas Popa	Thomas Popa & Associates	17,193,500	17
56	Blake Clark	Limitless Real Estate	17,128,050	37
57	Nathan D Knight	ProSmart Realty	16,704,434	34
58	Robin R. Rotella	Keller Williams Integrity First Realty	16,665,450	36
59	Rob Hale	Elite Results Realty	16,510,300	38
60	David Newman	Hague Partners	16,340,000	33
61	Shawn Camacho	United Brokers Group	15,920,000	35
62	Karen C. Jordan	Thomas Popa & Associates	15,850,500	15
63	John Gluch	eXp Realty	15,770,286	33
64	Gina McMullen	Redfin	15,728,900	35
65	Ivy Coppo	Realty Executives	15,472,794	12
66	Diane Bearse	Realty Executives	15,402,500	24
67	Curtis Johnson	eXp Realty	15,312,800	44
68	Douglas Hopkins	Realty Executives	15,306,775	40
69	Geno Ross	West USA Realty	15,118,200	21
70	Eric Brossart	Keller Williams Realty Phoenix	15,038,500	28
71	Mike Mendoza	Keller Williams Realty Sonoran Living	14,930,257	25
72	David Arustamian	Russ Lyone Sotheby's International Realty	14,852,156	23
73	Angela Larson	Keller Williams Realty Phoenix	14,743,325	53
74	Alisha B Anderson	West USA Realty	14,644,900	36
75	Dean Selvey	RE/MAX Excalibur	14,491,463	41
76	Tyler Monsen	Offerpad	14,330,750	27
77	Lorraine Ryall	KOR Properties	14,277,014	22
78	Jody Poling	AZ Seville Realty	14,219,500	14
79	Carin S Nguyen	Keller Williams Realty Phoenix	14,030,500	37
80	Michael J. D'Elena	North & Co	13,873,600	23
81	Heather Werner	Ravenswood Realty	13,864,005	32
82	Richard Johnson	Coldwell Banker Realty	13,806,998	31
83	Jason LaFlesch	Results Realty	13,609,000	24
84	Thomas A Mastromatto	Mountain Lake Realty	13,564,900	30

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
85	Kelly Khalil	Redfin	13,563,611	28
86	Jacquelyn E. Shoffner	eXp Realty	13,481,497	23
87	Rick Ferguson	Coldwell Banker Realty	13,368,000	24
88	Benjamin Arredondo	My Home Group	13,360,100	25
89	James Bill Watson	Perfect Choice Real Estate	13,320,000	25
90	Alan Aho	Atlas AZ	13,297,300	38
91	Lee Courtney	West USA Realty	13,265,000	10
92	Beverly Berrett	Berkshire Hathaway HomeServices	13,083,145	22
93	Velma L Herzberg	Berkshire Hathaway HomeServices	12,995,200	21
94	Chris Lundberg	Redeemed Real Estate	12,926,000	24
95	Jennifer Dyer-Jenkins	Homie	12,796,753	28
96	Jared A English	Congress Realty	12,766,406	25
97	Ying Lin	The Housing Professionals	12,709,470	25
98	Jason L Penrose	RE/MAX Excalibur	12,684,883	32
99	Erik Geisler	West USA Realty	12,502,300	21
100	Michelle Mazzola	Berkshire Hathaway HomeServices	12,465,500	21

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

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# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021	#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
101	Michael Widmer	Keller Williams Integrity First Realty	12,358,900	22	119	Pamm Seago-Peterlin	Century 21 Seago	11,018,590	24
102	Brian Christopher McKernan	ProSmart Realty	12,176,200	40	120	Jeffery Chesleigh	HomeSmart	10,970,700	25
103	Kimberly Dempsey	KD Realty	12,118,000	20	121	Braden Johnson	Results Realty	10,948,990	21
104	Jason Vaught	Realty Executives	12,093,400	25	122	Tyler Blair	My Home Group	10,906,520	27
105	Kyle J. N. Bates	My Home Group	12,083,175	28	123	Benjamin Graham	Infinity & Associates Real Estate	10,904,800	21
106	Allen R Willis	Ensign Properties Corp	11,898,111	24	124	Scott Cook	RE/MAX Solutions	10,860,990	25
107	Michelle Rae Colbert	Keller Williams Integrity First Realty	11,841,100	25	125	Nicholas R Kirby	Keller Williams Realty	10,632,900	22
108	Joshua Strong	HomeSmart	11,803,000	30	126	Jonas Funston	Venture REI	10,580,000	19
109	Daniel Brown	My Home Group	11,729,400	24	127	Michael Kent	RE/MAX Solutions	10,574,500	24
110	Amy N Nelson	Keller Williams Realty East Valley	11,563,900	24	128	Leila A. Woodard	My Home Group	10,545,100	25
111	Jason Zhang	Gold Trust Realty	11,389,690	23	129	Tyler D Whitmore	O48 Realty	10,475,000	20
112	Jill K Dames	Realty One Group	11,358,175	32	130	Monica C Monson	The Noble Agency	10,470,000	6
113	Michael W Cunningham	West USA Realty	11,342,954	19	131	Kaushik Sirkar	Call Realty	10,457,000	17
114	Daniel Callahan	RE/MAX Classic	11,293,965	32	132	David Barney	Fathom Realty	10,424,500	22
115	Cindy Flowers	Keller Williams Integrity First Realty	11,290,500	35	133	April McNeil	United Brokers Group	10,411,500	22
116	Gordon Hageman	My Home Group	11,123,219	22	134	Ty Green	Coldwell Banker Realty	10,388,010	21
117	Jill McFadden	Delex Realty	11,115,900	20	135	Mondai Adair	Keller Williams Realty Sonoran Living	10,378,240	20
118	Frank Merlo	Berkshire Hathaway HomeServices	11,076,800	21	136	Mike Haller	Ashby Realty Group	10,354,750	11
<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
<b>CHOICE</b> Home Warranty  <div style="display: flex; align-items: center;"> <div style="flex: 1; background-color: #339966; color: white; padding: 10px; margin-right: 10px;"> <b>Re-Key</b>            Multi-Year Discounts            Sellers Coverage         </div> <div style="background-color: #339966; color: white; padding: 10px; border-radius: 10px; text-align: center;"> <b>1 MONTH FREE*</b>  <b>PLUS \$100 OFF</b>            all Multi-Year Plans!  <small>*Available for a limited time.</small> </div> </div> <div style="text-align: center; margin-top: 10px;"> <b>#MAKETHESHARPCHOICE</b> </div>									
 <b>SHARP CHEN</b> Senior Account Executive <b>Email:</b> sharp@chopro.com <b>Cell:</b> (949) 426-5450 <b>Realtor Portal:</b> www.CHWPro.com <b>Real Estate Customer Service</b> 888-275-2980									

# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
151	Danielle M. Nichols	The Maricopa Real Estate Company	9,844,144	30
152	Christopher S. Tiller	Russ Lyone Sotheby's International Realty	9,832,700	13
153	Cynthia Ann Dewine	Russ Lyone Sotheby's International Realty	9,776,885	17
154	Shar Rundio	eXp Realty	9,758,000	18
155	Mary Newton	Keller Williams Integrity First Realty	9,718,675	29
156	Keith M George	Coldwell Banker Realty	9,680,370	33
157	Thoman L Wiederstein	Redfin	9,631,435	21
158	William R Nager	Stunning Homes Realty	9,621,000	16
159	Joseph J Carroll	HomeSmart	9,548,250	18
160	Peg E Bauer	Cactus Mountain Properties	9,537,000	19
161	Michael McCabe	My Home Group	9,512,000	17
162	Michaelann Haffner	Michaelann Homes	9,500,300	21
163	Brian Kingdeski	Gentry Real Estate	9,496,900	26
164	Barbara Schultz	Coldwell Banker Realty	9,437,001	18
165	Andrew Cooper	Gentry Real Estate	9,400,500	18
166	Jaime L Blikre	My Home Group	9,349,499	28
167	Katrina L McCarthy	Hague Partners	9,341,250	20
168	Aimee N. Lunt	RE/MAX Solutions	9,318,000	17
169	Kerry Jackson	Arizona Gateway Real Estate	9,311,690	23
170	Jon Sherwood	Crossroad Brokerage	9,295,200	21
171	William Ryan	Infinity & Associates Real Estate	9,257,175	16
172	Heather Taylor	ProSmart Realty	9,247,268	16
173	Carole Hewitt	Homie	9,164,700	20
174	Darlin L Gutteridge	RE/MAX Fine Properties	9,110,835	21
175	Holly Poty	My Home Group	9,105,500	18
176	David Harvey	Hague Partners	9,086,500	17
177	Katie Lambert	eXp Realty	9,075,198	22
178	Jenna L. Williams	Realty Executives	9,042,500	19
179	Karl Tunberg	Midland Real Estate	9,036,500	17
180	Pat A. Lairson	The Maricopa Real Estate Company	9,035,650	27
181	Troy Holland	HomeSmart	9,025,000	14
182	Susan Lynn Jordan	United Brokers Group	9,019,000	13
183	Grady A Rohn	Keller Williams Realty Sonoran Living	8,947,499	19
184	Hilary C Sutter	My Home Group	8,917,630	20

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
185	W. Russell Shaw	Realty One Group	8,881,550	23
186	Tiffany Mickolio	My Home Group	8,876,930	21
187	Kerry Kretchmer	Opendoor Brokerage	8,852,488	23
188	Katie Baccus	Keller Williams Realty Sonoran Living	8,834,940	20
189	Mark Brower	Mark Brower Properties	8,826,044	23
190	Rebekah Liperote	Redfin	8,808,000	14
191	Mary Almaguer	Apache Gold Realty	8,804,900	30
192	Steven D. Drew	SWMR Property Management	8,797,000	15
193	Larry K Cheuk	Gold Coast Realty	8,672,000	16
194	Ronald Bussing	Realty One Group	8,657,000	18
195	Adam B Coe	Delex Realty	8,603,200	20
196	Brian J Cunningham	eXp Realty	8,577,500	17
197	Sheila M Popeck	RE/MAX Classic	8,573,526	14
198	Lauren Rosin	eXp Realty	8,560,500	21
199	Samantha Allen	WJH	8,550,690	31
200	Bob Turner	HomeSmart	8,522,500	12

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



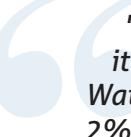
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**Nancy K.**

# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
201	Dawn A. Dziezynski	Realty One Group	8,520,000	10
202	Gina McKinley	RE/MAX Fine Properties	8,459,000	21
203	Kris Cartwright	Locality Real Estate	8,455,000	14
204	Jerry Thomas Beavers	Realty One Group	8,451,000	19
205	Suzy Steinmann	Realty One Group	8,394,200	17
206	Zachary Cates	eXp Realty	8,383,000	10
207	Julie Thompson	West USA Realty	8,358,500	19
208	Christy Rios	Keller Williams Integrity First Realty	8,314,000	11
209	Charlene Bare	HomeSmart	8,306,000	11
210	Michael J Dingman	Platinum Service Realty	8,278,194	18
211	Charles P. Turner	Keller Williams Integrity First Realty	8,270,415	16
212	Bret Johnson	Realty Executives	8,265,365	20
213	Sheryl D Willis	eXp Realty	8,256,770	15
214	Caleb Janus	Keller Williams Realty Phoenix	8,230,000	7
215	Jennifer Felker	Infinity & Associates Real Estate	8,187,800	12
216	Sarah Anderson	RE/MAX Alliance Group	8,186,602	16
217	Ryan Meeks	My Home Group	8,171,490	13
218	Eleazar Medrano	HomeSmart	8,166,900	16
219	Elizabeth Rolfe	HomeSmart	8,152,500	13
220	David Courtright	Coldwell Banker Realty	8,150,180	19
221	Jon S. Englund	HomeSmart	8,147,350	16
222	Travis Dutson	Premier Real Estate Opportunities	8,124,481	18
223	Kevin Weil	RE/MAX Excalibur	8,118,600	17
224	Jason Dawson	North & Co	8,102,500	13
225	Andrew J Carter	Zion Realty	8,089,200	17
226	Kirk Erickson	Schreiner Realty	8,083,990	18
227	Kiran Vedantam	Kiran and Associates Realty	8,039,889	14
228	Rachele M. Oram	HomeSmart Lifestyles	8,024,900	14
229	Michael Hargarten	Realty One Group	8,017,952	21
230	Frederick P Weaver IV	eXp Realty	7,986,000	19
231	Dawn Carroll	Lori Blank & Associates	7,925,750	18
232	Stephanie Sandoval	HomeSmart Lifestyles	7,925,750	16
233	Maria C Williams	Shadow Hawk Realty	7,913,500	12
234	Bill Olmstead	Keller Williams Realty East Valley	7,891,500	20

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
235	Angela Tauscher	Rover Realty	7,888,595	21
236	Brian Judy	Mesa Verde Real Estate	7,886,796	9
237	Deanna Calkins	Home Centric Real Estate	7,871,800	16
238	Annette E. Holmes	United Brokers Group	7,870,000	15
239	Elmon Krupnik	Stunning Homes Realty	7,860,150	20
240	David C. Rose	Infinity & Associates Real Estate	7,846,500	15
241	Gigi Roberts-Roach	Coldwell Banker Realty	7,773,277	17
242	Robin M. Drew	SWMR Property Management	7,734,500	20
243	Jamison Briley	Phoenix Property Group	7,722,682	18
244	Devin Guerrero	Realty One Group	7,705,500	13
245	Stacia Ehlen	RE/MAX Alliance Group	7,690,000	13
246	Rosann Williams	HomeSmart	7,672,000	10
247	Ben Swanson	Keller Williams Integrity First Realty	7,663,500	19
248	Cristen Corupe	Keller Williams Realty Sonoran Living	7,609,000	17
249	Michael D Smith	Realty One Group	7,603,000	14
250	Judy Alvis	RE/MAX Excalibur	7,601,899	22

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



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# TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021	#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 07/31/2021	Total Unit Sales 01/01/2021 - 07/31/2021
251	Mike Olberding	Berkshire Hathaway HomeServices	7,564,300	18	269	David Hoefer	Century 21 - Arizona Foothills	7,244,500	13
252	James G Townsend	Keller Williams Integrity First Realty	7,538,000	16	270	Steven Coons	Springs Realty	7,222,900	18
253	Katie Taylor	Keller Williams Realty Sonoran Living	7,521,390	17	271	Alan Brown	HomeSmart	7,212,000	14
254	Rita L. Stevenson	The Hogan Group	7,515,000	5	272	Eric Dixon	On Q Property Management	7,210,500	10
255	Tara Hayden	Redfin	7,496,500	16	273	Jon Littlefield	West USA Realty	7,182,131	11
256	Maria Henderson	A & M Management of Arizona	7,417,000	27	274	Shawneil Lange	Keller Williams Realty East Valley	7,173,500	13
257	Anthony R Fortuna	eXp Realty	7,416,500	11	275	Dawn Matesi	Locality Real Estate	7,163,000	16
258	George Socrates Trezos	The Maricopa Real Estate Company	7,409,997	21	276	Jason L Bond	My Home Group	7,151,299	16
259	Paul Christoffers	American Realty Brokers	7,387,500	21	277	Bryce A. Henderson	Four Peaks Brokerage Company	7,144,100	19
260	Janet Cruz Rogers	ProSmart Realty	7,372,000	12	278	Edward Durham	North & Co	7,143,000	12
261	Timothy Ehlen	RE/MAX Alliance Group	7,344,875	18	279	Kelly R. Jensen	KJ Elite Realty	7,141,000	14
262	Christie Ellis	Locality Real Estate	7,339,500	13	280	Kamberly Stoltz	DPR Commercial	7,131,500	13
263	Uy Tran	HomeSmart	7,318,495	17	281	LaLena Christopherson	West USA Realty	7,117,500	8
264	Robert E Salmons Jr	Enteria Realty	7,316,200	20	282	Chun Crouse	RE/MAX Fine Properties	7,093,388	18
265	Stephanie Cook	Haven Realty	7,312,000	9	283	Matthew G Murray	Realty One Group	7,079,000	15
266	Tina M. Sloat	Tina Marie Realty	7,295,000	19	284	William Carter	Keller Williams Realty Phoenix	7,071,000	15
267	Jeffrey T Hubbell	Dana Hubbell Group	7,294,600	12	285	Adam Lee	My Home Group	7,064,750	14
268	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	7,257,000	13	286	Elizabeth Ellen Melichar	My Home Group	7,046,490	12
<b>Disclaimer:</b> Information is pulled directly from the Cromford Report. New construction and sales outside of the East Valley are not included.									
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