

EAST VALLEY

# REAL PRODUCERS<sup>®</sup>

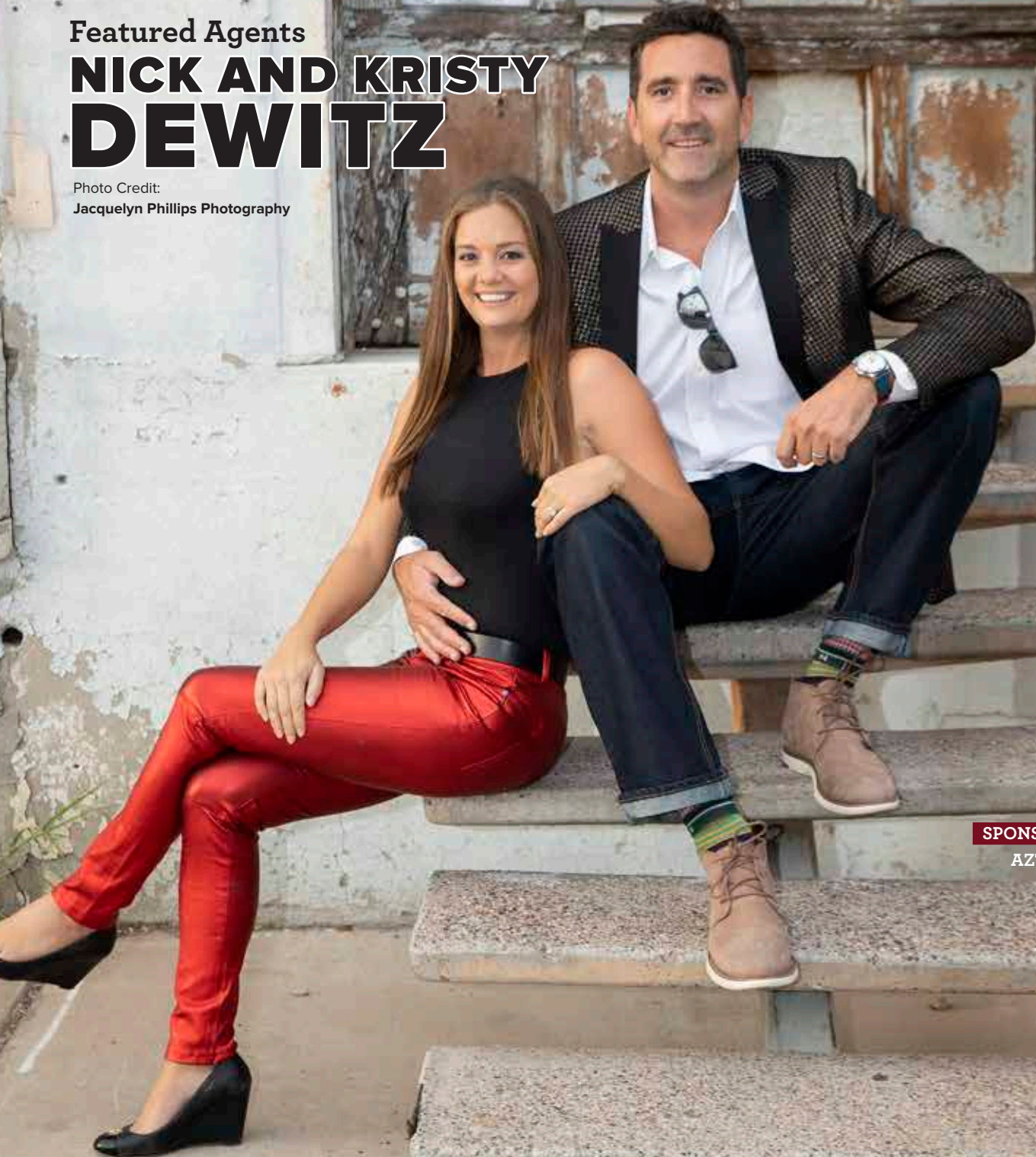
CONNECTING. ELEVATING. INSPIRING.

Featured Agents

**NICK AND KRISTY  
DEWITZ**

Photo Credit:

Jacquelyn Phillips Photography



**SPONSOR SPOTLIGHT**

AZTech Mechanical

**RISING STAR**

Sharon White

**REAL STORY**

Kristen Cantrell

APRIL 2022



# WE ARE THE REALTOR ROOFERS!

• Tile • Shingle • Foam • Roof Certifications



*"AZ Roofing is a great company to work with, always on time & great prices on roofing replacement or repairs, I highly recommend them to anyone needing roof repairs."*

-JEFF B.  
Google Review



"Experience You Can Trust"

**REQUEST A FREE ESTIMATE TODAY**

Call **602-283-3383**  
or visit: [www.azroofingworks.com](http://www.azroofingworks.com)



FOLLOW US ON



## better LENDERS better LOANS

YOUR TRUSTED  
MORTGAGE SOURCE

Your Local Community  
Direct Lender. Lives in  
Ahwatukee and Office in  
Ahwatukee. We understand  
the local Market better!  
We/I know our Community  
and we/I Love our  
Community.



**LENDSMART**  
MORTGAGE

**(602) 757-2171**

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

10429 South 51st St Ste 255  
Phoenix, AZ 85044

NMLS # 212062 | AZ License #LO-0911709  
LSM NMLS # 44174 | LSM AZ License # 0908384



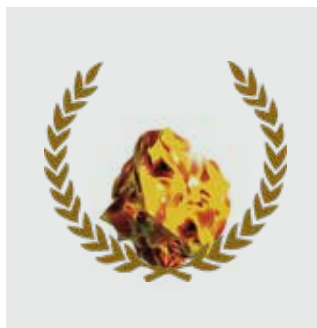


# TABLE OF CONTENTS



06

Preferred Partners



10

Golden Nuggets



12

Sponsor Spotlight:  
AZTech Mechanical



16

Featured Agents:  
Nick and Kristy Dewitz



20

Coach's Corner



24

Real Story:  
Kristen Cantrell



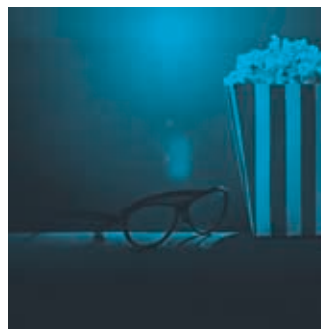
33

Rising Star:  
Sharon White



36

Legal Corner



40

Question of the Month



42

Book Review:  
5 Second Rule



44

WeSERV Monthly Update



48

Top 300 East Valley

## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Jenni Vega**  
Owner



**Michele Jerrell**  
Operations Manager



**Dave Danielson**  
Writer



**Roger Nelson**  
Guest Writer



**John L. Lohr Jr.**  
Guest Writer



**Chris Reece**  
Guest Writer



**Devin Egbert**  
Photographer



**Patrick McKinley**  
Photographer

*Devin Nicole Photography*

**ARE YOU UTILIZING SOCIAL MEDIA MARKETING WITH GREAT CONTENT OR JUST GENERIC INFOGRAPHICS & STOCK IMAGES?**

I am an East Valley-based lifestyle portrait photographer focusing on:  
**Headshots, branding, and social media content for REALTORS® and other business owners · Boudoir · Families · Small weddings and Elopements**

(480) 440-9997 ♥ DEVINNICOLEPHOTOGRAPHY@GMAIL.COM

Instagram: @DEVINNICOLEPHOTOGRAPHY

Facebook: @DEVINNICOLEPHOTOGRAPHY

Using images of yourself in your social media marketing will help show clients WHO you are and WHAT you're all about.

Your Local Resource

**Kathryn Lansden**  
480.338.1983  
klansden@firstam.com

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

**I'm Rooting for You!**

Turn over a new leaf by including home warranty protection in every sale. Use our complimentary marketing materials to sow the seeds for success and put a spring in your selling.

**Contact me for details**

firstamrealestate.com  
Phone Orders: 800.444.9030

First American Home Warranty



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





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

CABINETRY & DESIGN

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

DUMPSTERS-  
HOA-FRIENDLY

Bin There Dump That  
(480) 999-1399  
Gilbert.BinThereDumpTha-tUSA.com

GLASS SERVICES

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

HEALTH INSURANCE

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

HOME INSPECTION

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

Checklist Inspections

John Tyler  
(480) 226-9006  
checklistaz.com

Home Team

Inspection Service  
Ron Riley  
(480) 702-2900

Inspections Over Coffee! (AZ)

(602) 962-5282  
www.homeinspections-overcoffee.com/  
phoenixhomeinspection

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

HVAC

AZTech Mechanical  
Amanda Price  
(480) 262-0274

INSURANCE

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

LAW FIRM

HGPL Law  
John Lohr Jr  
(480) 991-9077

MORTGAGE

Caliber Home Loans  
Brandon Bialkowski  
(480) 603-5901

Cardinal Financial

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

Fairway Independent  
Mortgage Corporation

Michael Pehrson  
(602) 799-1324

LendSmart Mortgage

Eric Kinneman  
(480) 477-8464

Nova Home Loans  
Chris Lawler  
(520) 577-4774

Watermark Home Loans

Nick Watland  
(602) 821-5214

MOVE MANAGEMENT AND  
LIQUIDATION SERVICES

Caring Transitions  
Tina Patterson  
(480) 257-7127

MOVERS

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

PHOTOGRAPHY

Devin Nicole Photography  
Devin Egbert  
(480) 440-9997

PROPERTY MANAGEMENT

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

REAL ESTATE  
PHOTOGRAPHY

Listing Ladder  
Patrick McKinley  
(480) 430-8353

ROOFING

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

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

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

SHORT TERM RENTAL

PROPERTY MANAGEMENT

I Trip Vacations  
Megan Rodriguez  
(480) 660-6535  
mesa.itrip.co

I Trip Vacations

Peter South  
(480) 586-9096  
tempe.itrip.co

TITLE AGENCY

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

Premier Title Agency

Marla Calley  
(602) 491-9606

VIDEO SERVICES

Permanent Estate  
Jason Crittenden  
(480) 999-9880



*Your Short-Term Rental Property  
Management Experts*



**Join Our Realtor  
Referral Program**

- ✓ Free Rental Revenue Forecasts for you and your clients
- ✓ Your marketing materials in rental properties
- ✓ Ongoing bonus for additional income
- ✓ Your client always stays your client

**Valley-wide Property Management**  
List your property. Do less. Earn more. Win-win.



**PETER SOUTH**  
*Serving Tempe, South Phoenix, Avondale, Goodyear, and Buckeye*

**480-440-3161**  
**Peter.South@itrip.net**  
**tempe.itrip.co**

**MEGAN RODRIGUEZ**  
*Serving Mesa, Chandler, Gilbert, Gold Canyon, and Queen Creek*

**480-660-6535**  
**Megan.Rodriguez@itrip.net**  
**mesa.itrip.co**







# LED BY INDUSTRY VETERANS

OVER 42 YEARS OF COMBINED EXPERIENCE



**JERRY CALLEY**  
PRESIDENT



**TANNER HERRICK**  
EXECUTIVE VICE PRESIDENT

## OFFICE LOCATIONS

### MAIN OFFICE: BILTMORE

2910 E Camelback Rd #100  
Phoenix, AZ 85016

### BULLHEAD CITY

2580 Highway 95 #110  
Bullhead City, AZ 86442

### COPPER POINT

3530 S Val Vista Dr #108  
Gilbert, AZ 85297

### PARADISE VALLEY

5203 E Lincoln Dr  
Paradise Valley, AZ 85253

### ARROWHEAD

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

### CHANDLER

2065 S Cooper Rd #1  
Chandler, AZ 85286

### LAKE HAVASU

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

### TUCSON

1760 E River Rd #302  
Tucson, AZ 85718

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.

## Health Insurance Questions?



Open for  
Enrollment  
365 Days  
a Year

Need Insurance? Karla Can Help

Insurance Experts Team

kflores@ihcsb.com | Call today 480-650-0018

Individual, Families, Seniors, Small Groups



**CALIBER**  
HOME LOANS

LET US GUIDE YOUR  
**CLIENTS HOME.**

THE **BRAVATEAM**

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

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

www.bravateamlending.com  
bravateam@caliberhomeloans.com





EAST VALLEY  
REAL PRODUCERS.  
P R E S E N T S

# Golden Nuggets



**Nick and Kristy DeWitz,**  
**Hague Partners**

In this competitive industry, it's the ultimate honor to have sellers choose us when there are so many good options out there. Be authentic, put in the work, be on time, and always have a solution.



**Nathan Dowell,**  
**AZTech Mechanical**

When AzTech Mechanical is called into a client's home, they are placing a large amount of trust in us. Our company motto, "An honest repair is the best repair," is always expressed to our clients. We understand each client's situation and can help them with the best decision when it comes to the comfort of their home.



**Sharon White,**  
**Launch Real Estate**

Matthew 6:33-34  
"But seek first His Kingdom and righteousness, and all these things will be given to you as well. Therefore do not worry about tomorrow, for tomorrow will worry about itself. Each day has enough trouble of its own."

Keep the first things first! When we have our priorities in order...God, family, others...I can trust God with the details of each day.



**Kristen Cantrell,**  
**eXp Realty**

I believe that two is better than one. I believe that who you surround yourself with matters. You level up when you are around people who motivate, encourage, and push you to think bigger and be bigger.



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

HAVE QUESTIONS? GIVE US A CALL:  
**480.799.2424**

[www.ListingLadder.com](http://www.ListingLadder.com) | [ListingLadder@gmail.com](mailto:ListingLadder@gmail.com)





# AZTECH MECHANICAL



## TRUSTED FOR REAL RESULTS

Out of all of the qualities that you would hope your clients use to describe you, what would you hope would top the list?

Chances are, the word “trust” would be at the top of the list. Because when you have their trust, you have their open minds — their willingness to consider new solutions they hadn’t thought of before.

AZTech Mechanical is one of those partners that are truly trusted to deliver real results across the region when it comes to air conditioning products and services.

### Local Roots. Mission to Serve.

Nate Dowell is a native and lifelong resident of Mesa and the owner of AZTech Mechanical. He remembers the events that led him to create his own business — AZTech Mechanical.

“I had worked for an AC company. We were paid by the hour. We didn’t sell anything and did very well as technicians,” Nate remembers.



“As the ownership was changing, they said they were going to start paying us a commission. I didn’t like that. I believe that every AC unit wants to run. It just has some faulty pieces that can be repaired or replaced. I want to be able to present repairs and things that are in the best interest of the customer, not selling them. That’s what we do. We are good at fixing AC units and getting people there timely.”

As Nate got his start, he began with another person and a truck.

“We grew it really fast and had 12 trucks at a time. We are a smaller company. I don’t want to be the really big guy,” Nate points out. “I want to work based on referrals. We have a small office staff, and we pick and choose our work. We just want to solve problems and make things better for people.”

### Passion and Purpose

The entire team works to make good on that strong sense of purpose and trust that clients have.

Amanda Price serves as Office Manager at AZTech Mechanical.

As she says “Our customers have trust in us. They understand that we aren’t there to sell them things. We’re there to take care of them in a budget-friendly manner.”



Nathan  
Dowell

### Going the Distance

The little things matter. Since the company’s beginning, a strong emphasis has been placed on going the distance for clients — literally.

“I remember driving all the way across town for a \$69 service call because I knew someone needed help, and I also knew it would pay dividends in the long run. We still do the same thing today. We like helping people out in a pinch. When I get home, usually what happens is no one calls from 9 to 3 p.m., and then they realize they have come home to a 90-degree home,” Nate says.

“I will drive across town to solve the problem to get them AC that will save them money. I know that customers will be grateful, give us great reviews, and spread the word about us. The best customers are referrals.”

...



Office personnel,  
Amanda and Kelly



#### ... Adding Tangible Value

One of the true value-added offerings that clients enjoy is making payments through escrow.

“That’s huge for them with the contract. If a replacement is needed, it can go through escrow,” Amanda says.

“We’ve seen a lot of deals that haven’t gone through because the AC system isn’t up to par. A customer will be selling a house, and an inspection will reveal that the AC needs to be replaced, and then the seller ends up losing money,” Nate explains.

“We say to REALTORS® that, if you know an AC system needs to be replaced, let us come out and take care of it up front, and then it can be paid for

out of escrow. And then we hold the registration for the buyer, so that way, they also get the full warranty on the unit, as well.”

#### Reaching for Their Best

The pride that Nate has in the team is evident.

“For example, it’s been fun to watch Amanda and listen to her and all the questions she asks. She asks all the right questions. Sometimes we can troubleshoot things over the phone,” Nate says.

“We ask the questions, and they give us the answers, and a lot of times through that, we know what the issue is by the time we show up. In the process, we always like to help them understand how their AC system works.”

“

**WE ASK THE QUESTIONS, AND THEY GIVE US THE ANSWERS, AND A LOT OF TIMES THROUGH THAT, WE KNOW WHAT THE ISSUE IS BY THE TIME WE SHOW UP. IN THE PROCESS, WE ALWAYS LIKE TO HELP THEM UNDERSTAND HOW THEIR AC SYSTEM WORKS.**

Away from work, family is at the heart of life.

Nate is married and has two children. In his free time, he enjoys traveling, with time at the beach and scuba diving leading the way.

Amanda treasures time with her three teenage boys, supporting them in their activities. She also has a love for time on the water and at the beach.

When looking for a partner that places the same emphasis on building trust as you do, look to AZTech Mechanical.

As Nate says, “We strive to be known as being solutions-oriented, reasonable and practical ... to provide information and solutions.”

#### CONTACT

AZTech Mechanical  
Today!

Phone: 480-262-0274  
Website:  
[www.AZTECHAZ.com](http://www.AZTECHAZ.com)





» featured agents  
By Dave Danielson

# NICK AND KRISTY DEWITZ

*Better Together*



Photo Credit Patrick McKinley



Photo Credit Jacquelyn Phillips Photography



**N**o matter what form it comes in, great teamwork is the key to achieving more — as well as enjoying the journey of getting to your goals.

Nick and Kristy DeWitz are two local leaders who know all about that.

As Team Leaders and a husband/wife team with Hague Partners, Nick and Kristy demonstrate the power of teamwork and hard work in all walks of life.

“We really enjoy working together every day,” Nick says. “We each have different roles in our business, and we each focus on our strengths. We have comradery; we bounce ideas off each other, we critique our appointments together, and we’re always striving to learn, grow, and better ourselves.”

“It has been awesome working together. We used to work more opposite schedules. But now we get to do all aspects of life together.” Kristy explains.

#### *A Tradition of Teamwork*

Both Nick and Kristy got their real estate licenses about two years ago. Before that, teamwork had always been a big part of their lives as they were both accomplished D1 athletes.

Nick is a native Arizonan who grew up playing basketball and then went on to play college basketball at the University of Iowa and Oregon State.

After his college days, he got drafted to play professionally all around the world ... Japan, Finland, Portugal, and all over Europe for six years.

Kristy also grew up with an athletic and active mindset. She was a competitive springboard diver and set records in college.

#### *A Perfect Match*

The bond was natural for them when they met. Through time, their partnership has grown even closer.

“We met at a gym one summer. We were both training between our seasons and had an instant connection. We went on to have three kids, all close in age. Nick was in restaurant sales/equipment, and I started a social media page called Baby Fit Gym, where I documented how to balance fitness with motherhood. I grew it to over 200,000 followers. I had the opportunity to work with big brands and do sponsorships.” Kristy remembers.

“I had a slew of jobs in hospitality, resorts, coaching, personal



...

training, even a car dealership. But I hadn't found my true calling yet. Then I met Greg Hague from 72 Sold. I called him one afternoon and asked him for a job, and sure enough, I got my first taste of real estate. I realized that I was built for sales and decided to do a real estate crash course and got my license in under two weeks. I officially got my first listing on January 1, 2020. I had amazing innovative training to get started; I got to learn from the very best! Greg gave me the opportunity of a lifetime. We are so honored to be a part of the Hague Partners family; they set us up for success."

#### *Honing Their Edge*

As Nick says, he and Kristy apply their competitive natures to making themselves the best they can be for their clients.

"We are very competitive and not money-focused. It's about helping our clients win and to make the process as smooth as possible for them." Nick says. "We grind, work very hard, and we are proud of that. We have a great team of family around us. We wouldn't be able to do this without them. It takes a village, and our family always has our backs."

That tireless emphasis on learning, growing, and serving at ever-higher levels has created remarkable results all the way around. In fact, in 2021, Nick and Kristy recorded 171 deals, representing \$84 million in sales volume with a small team — Nick, Kristy, and their right-hand pro, Chelsea. In the process, they ranked number 9 among all agents in Arizona.

"One of the great things about our small but mighty team is we all know our roles. We each play into our strengths. I love acquiring new business and talking with new people. I love our clients' stories and to hear where they come from," Nick says. "Kristy loves to negotiate and is very



analytical. I do the front half of the transaction, and Kristy takes over once we have offers and does the second half, including negotiations. Chelsea is our client manager and provides amazing customer service."

Each day, they do everything in their power to make the home selling process seamless while always thinking outside the box to come up with creative solutions.

"Our goal is to do everything with less friction. Nick and I both have come from hospitality, and we know that the experience matters," Kristy points out. "Our focus has always been on making it a well-oiled machine. We each have our own lane; that's when we shine, when each focuses on our strengths."

#### *Wonderful Life*

Family is at the center of life for Nick and Kristy. They treasure time spent with their three children — 7-year-old son, Tucker; 5-year-old son, Tate; and 3-year-old daughter, Quinn. In their free time, Nick, Kristy, and their children like to go out and explore new restaurants together.

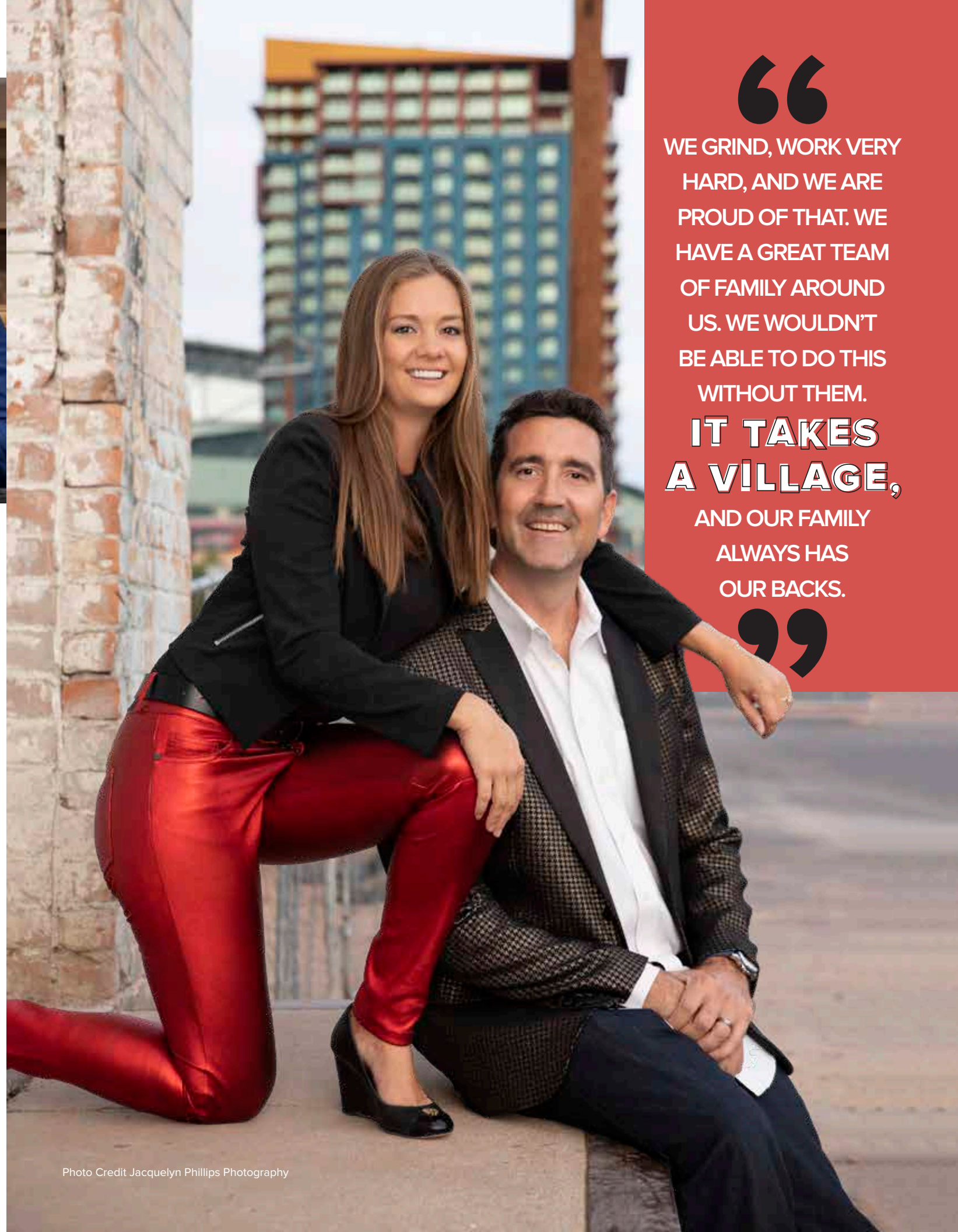
In addition, they enjoy time at their cabin up north and going to the lake in the summer. They apply the same tireless approach to life when it comes to giving back.

One of the efforts they've taken on is a paint and tech item recycling event, where they go through neighborhoods and collect items to be disposed of properly.

As Nick and Kristy reflect on their career and the future, it's easy to see their passion for people and what they do to make the real estate process as rewarding as possible.

"Our success comes from working hard, staying consistent, taking risks, and being 100% authentic in everything we do. We are fearless, and we get things done. We're very thankful for the opportunities we have had," Nick says.

Congratulations to Nick and Kristy for demonstrating the power of their teamwork and union together in the world.



“  
WE GRIND, WORK VERY  
HARD, AND WE ARE  
PROUD OF THAT. WE  
HAVE A GREAT TEAM  
OF FAMILY AROUND  
US. WE WOULDN'T  
BE ABLE TO DO THIS  
WITHOUT THEM.  
**IT TAKES  
A VILLAGE,**  
AND OUR FAMILY  
ALWAYS HAS  
OUR BACKS.  
”



# BATTLING BURNOUT:

## Why The Doctors Are 100% WRONG

### ►► coach's corner

By Wayne Salmans



It's common to feel tired from time to time, but when it gets worse, and you don't

feel like there's a light at the end of the tunnel, that's when you know you're headed for burnout.

Burnout usually takes place on the inside before it shows up on the outside. Usually, it's like a house fire – silently raging a destructive path on the inside that others can't see from the outside until it's too late.

If you feel like you're burned out, it's probably not for the reason you think. And here is where doctors are getting it wrong because it's NOT just because you work too much.

#### Battling Burnout

Some of the hallmark symptoms of burnout are emotional exhaustion, physical exhaustion, loss of joy, losing hope in the future, you're having more bad days than good days, beginning to see only the downside to events that are happening around you.

And burnout can look and feel different for every person. Maybe your eating habits change. You begin to sleep more or to start to sleep less. You find yourself getting more judgmental towards others. Marked changes are the clearest signs there is an issue that needs to be addressed.

#### You Need More Than A Break

Most people think that what they need is more rest. You tell yourself, "I just need a break," right? What ends up happening, especially with entrepreneurs, is they take their foot off the gas pedal of lead generation in hopes that if they just take a break, they'll be able to refresh and get back up.

What ends up happening is you take a break, then you look up a couple of weeks later, realize now you don't have anything in the pipeline, and you're going to still be burned out and now broke as well.

What I've realized is most of what we've been taught about burnout is wrong and doesn't actually work. Doctors will tell you to take a break, take a rest, just sleep off a little bit. That's not what you need. Where you need is to identify the actual cause and what you need to do differently.

#### Investigate Before You Medicate

Here's what I'm going to challenge you to do when you have a frustration: Do an **investigation** before you take **medication**.

If you have frustration...*I'm feeling really burned out and feeling overwhelmed. I'm feeling frustrated...*or whatever it is, I want you to investigate that. Get to the root cause instead of just taking a bunch of medication hoping that will make it better.

Burnout doesn't come from working too much or working too hard. There are lots of people that work late nights and long days and don't get burned out. Burnout comes from doing the wrong things. If we don't take care of the root cause, you will continue to have burnout month after month, year after year. So, when you're feeling burned out, investigate the cause.

Here's what I'm going to ask you to do. When you feel yourself beginning to burn out, when you have frustrations, I want you to do dig in and figure out which one of these six things could be causing your burnout, and then let's figure out what to do about it.

#### Six Things That Could Be The Root Of Burnout

##### 1. The lack of control.

When you don't feel like you have control, or you consistently feel like things are happening without your input, that can lead to a feeling of frustration and burnout.

If you continually do your part and your efforts don't affect the outcome, like what you do doesn't make an impact on what's actually happening, whether it's good or bad, that can lead to burnout. When you consistently do things over and over and over, or feel like you are not in control and can't change the future hopelessness can seep in.

There's a quote from Tony Robbins that says, "People aren't lazy. They just don't have a positive future."

They can't see a positive future, so where is the drive to do the things that need to be done supposed to come from?

Here's the solution: Sit down and recognize what you control and what you don't control.

The reality is most of life is out of our control. When you're driving down the road and a hundred cars are around you, even though you are in control of maybe your car, you can't do anything about them. One of the most powerful things you can do in your life is to become acutely aware of what you control and what you don't control and then choose to focus on what you can control and make the decision to let go of the rest.

Sadly, when all you do is focus on what you can't control, you're actually giving your power away to others.

##### 2. Your values are out of alignment.

Having personal values that are in conflict can cause burnout. I always think about this as one of

the reasons people don't hit their goals – they have goals that are going in opposite directions.

Let's say they have a goal to work more hours, but then they also have a goal to be at home – these goals, which are based on your values, are in conflict. Your drivers are going in different directions. That causes a lot of tension in your world and having values that are inconsistent with each other, pulling in different directions can cause you to feel incredibly burned out.

Probably a better example would be having a passion for taking care of people, but you also value your time. You can begin to feel like you're in somewhat of a tractor pull if you don't figure out where your boundaries are and how to take care of people without sacrificing valuable time.

...





One of the things you can do around this is sit down and articulate what your values are. Are there any values that maybe feel like they're going in opposite directions, and you may need to do some realignment?

### 3. Insufficient reward.

This is a big one. We've all heard that you usually get more bees with honey than with vinegar, right? I don't know if correct or why you want to attract bees, but I do know that rewards work.

We, as humans, love to be rewarded. We don't all necessarily love the same rewards, but we all love being rewarded. One of the things that can cause us to work long hours and put in an astounding amount of time working our heart out and feel great about it is if there's an amazing reward at the end.

When there's not sufficient reward, we don't feel seen. Working towards, expecting, or experiencing the disappointment of no reward can lead to burnout.

Have you considered how you want to be rewarded? Have you set up different levels of rewards? Have you found small rewards, medium rewards, and large rewards that you can give yourself or rewards you would like to receive from others when you met goals?

One area high achievers can struggle with is at celebrating milestones. They continue to go, go, go. As soon as they get one thing done, they've jumped to the next thing. Sit down and write out what you're your milestones are and when you hit those milestones, you're going to reward yourself.

#### 4. Too much on your plate.

Achievers come to me weekly and say, “I have too much on my plate. I just don’t know what to do.” So, I tell them to take something off of their plate. What’s amazing is how much they resist that. They start to freak out. They don’t want to acknowledge they will need to make some tough decisions and they can’t just work more hours.

At some point, there are no more hours to work, and the challenge is your plate is only so big. One of the things I see so many people resist is the willingness to get savage with what they can do and what they can't do.

So many live in a continual state of frustration because they're trying to get 90 hours of work done within the 45 or 50 hours they have to work with. The natural destination is frustration and overwhelm, which feels a whole lot like burnout.

Here's the solution: You've got to sit down figure out what are the most important things are – a MUST-DO list. Not to be confused with the 50+ items on your to-do list.

What are the most important things you must do around your business? What activities must get done for your family, for your health, for spiritual life, for your well-being, for your finances? What's required to reach your goals in each one of those categories?

When you know these things, you can figure out how much time is required to complete your must-do's. Schedule that time on your calendar, and when you realize how much time you're actually dealing with, you can and will get savage about the things that don't fit in.

You have two options: Get more effective and efficient in what you do or cut out things that are good, but aren't great.

## 5. Being treated unfairly.

There's a lot of research on the science of being treated fair. We've found that the brain craves fairness almost as much as it does food and shelter. Being treated unfairly causes our brain to go into a state of frustration, panic, and overwhelm.

You see it happen all the time. Someone takes your parking spot. You hold up your end of the deal, but the other person drops the ball. You were nice, and it bit you in the behind. When we feel like we're being treated unfairly, it causes a lot of emotional pain.

What helps is realizing you're being triggered. What's really bothering you right now is not that you have to park five spaces further, but that you don't feel like you're being treated fair. When you recognize that, you're empowered to do something about it. This circles back to figuring out your frustration so you can figure out what to do about it.

## 6. Lack of self-care.

This has become somewhat of a buzz word, and everybody talks about self-care, and it's positive effects on mental wellbeing. In this case, you can believe the hype. What I have discovered about most people I work with is a lack of a self-care plan. Just like your car needs a maintenance plan, so do you.

The reality is each person needs a different prescription or maintenance plan. Some people need to spend more time with healthy people. They need to spend more time with friends. They need to spend more time with family and laughing, enjoying by taking your life. Other

people need to spend more time in isolation. They need to have some downtime, some quiet time, some time where they can sit, relax and reflect.

You've got to figure out what you need. Do you need time alone? Do you need time to journal? Do you need time to go for a walk? Are you eating the best fuel for your mind and body? Are you sleeping enough to refresh? You must take care of the vehicle that you're using to get through this journey.

## Avoiding Burnout

Here are a couple of the most impactful things you can do to avoid burnout. Make sure you have these powerful tools in your toolbox.

1. Have a schedule that actually works, a schedule that has margin, a schedule that matches your goals, and is actually doable. Not a schedule that is so tight and hardcore that it would take a team of scientists to be able to actually deliver on it.
2. Continue to develop great relationships and create time in your schedule to spend time with those people.

3. **Reward yourself.** Have a way of rewarding yourself, whether it's a small reward, a medium reward, or a big reward. Predetermine some rewards you're going to give yourself when you hit milestones in your work and your life.

4. Sit down and evaluate what your values are. Is there anything in your life that's in conflict? What needs to happen for you to get back into alignment?

5. Reframe your experiences. With limited information other than how circumstances and other's actions affect us, we can rage on and on about how something is ruining our day, our plan, our life. That's our frame of reference, but when you reframe your experiences things like that man who sped past you on the road goes from "probably a self-absorbed punk texting and driving" to "maybe they're speeding to the hospital because one of their kids is in the ER" and how can you let that frame of mind ruin your anything?

When you learn and practice reframing your experiences, that sense of overwhelm that comes with a flat tire in the rain on the way to a meeting can become a sense of gratitude. Reframing this experience becomes, “Yes this sucks – BAD. But you know what? I’ve got a flat tire because I’m blessed with a car. And

when I get this fixed, I get to get out of this rain cause I'm not homeless. And they'll understand why I'm not at this meeting because I do good work and they trust I'd be there if I could. Let's get this done and move on."

The best way I know to avoid burn out is to consistently practice passion, peace, and purpose and know why you're doing what you're doing.

Most burnout happens due to our perception of not having enough control. Our perception of not being enough, not having enough rewards, of everything being against us magnify our inner turmoil. This is where you need to continually reframe your experience. Recognize the power you do have and stay focused on the things you can control. You didn't come this far just to come this far.

*WAYNE SALMANS is an author, speaker and business coach. In the past decade, he has coached and trained over 6,000 entrepreneurs, awarded 30 under 30 by REALTOR® Magazine, and ranked one of the top coaches in the world. His passion is to help real estate business owners build, grow and scale their business, faster and with fewer bruises.*

# Mortgage lending done right.



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



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



**CARDINAL**  
FINANCIAL COMPANY LIMITED PARTNERSHIP NMLS #2027

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



# curbio

Let us do the work for you.



## FIX FIRST, PAY LATER

From repairs and refreshes to whole-home renovations, homeowners pay nothing until their home sells.

## POWERED BY TECH

A modern home improvement experience that gets you from proposal to listing 60% faster, and with peace-of-mind.

## TURNKEY CONCIERGE

Your dedicated Curbio team takes care of every detail from proposal to punch-list, saving you hours and hassles.

Learn more with our free on-demand  
overview webinar!

curbio.com | 844-944-2629



EVEN IN THIS HOT MARKET, MAKE SURE YOUR CLIENTS  
*Spring* FOR THE HOME INSPECTION!

Scan to add us to your  
Mobile Contacts!

- MORE INSPECTORS = Quick Availability with US!
- SAME DAY REPORTS - On Site Too!
- 24/7 Online Scheduling
- Residential, Commercial, New Construction
- Sewer Scoping, Mold & Radon Testing

CALL TO BOOK...

We'll Spring Into Action for You!

**480.741.1267**

24/7 ONLINE: [CHECKLISTAZ.COM](http://CHECKLISTAZ.COM)

ARIZONA'S PREMIER HOME INSPECTORS SINCE 1998!



✓ **Checklist**  
Inspections

**FREE**  
Buyers Protection Plan  
& 1 Year Termite Warranty

## CAMELBACK MOVING INC.



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



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

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

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



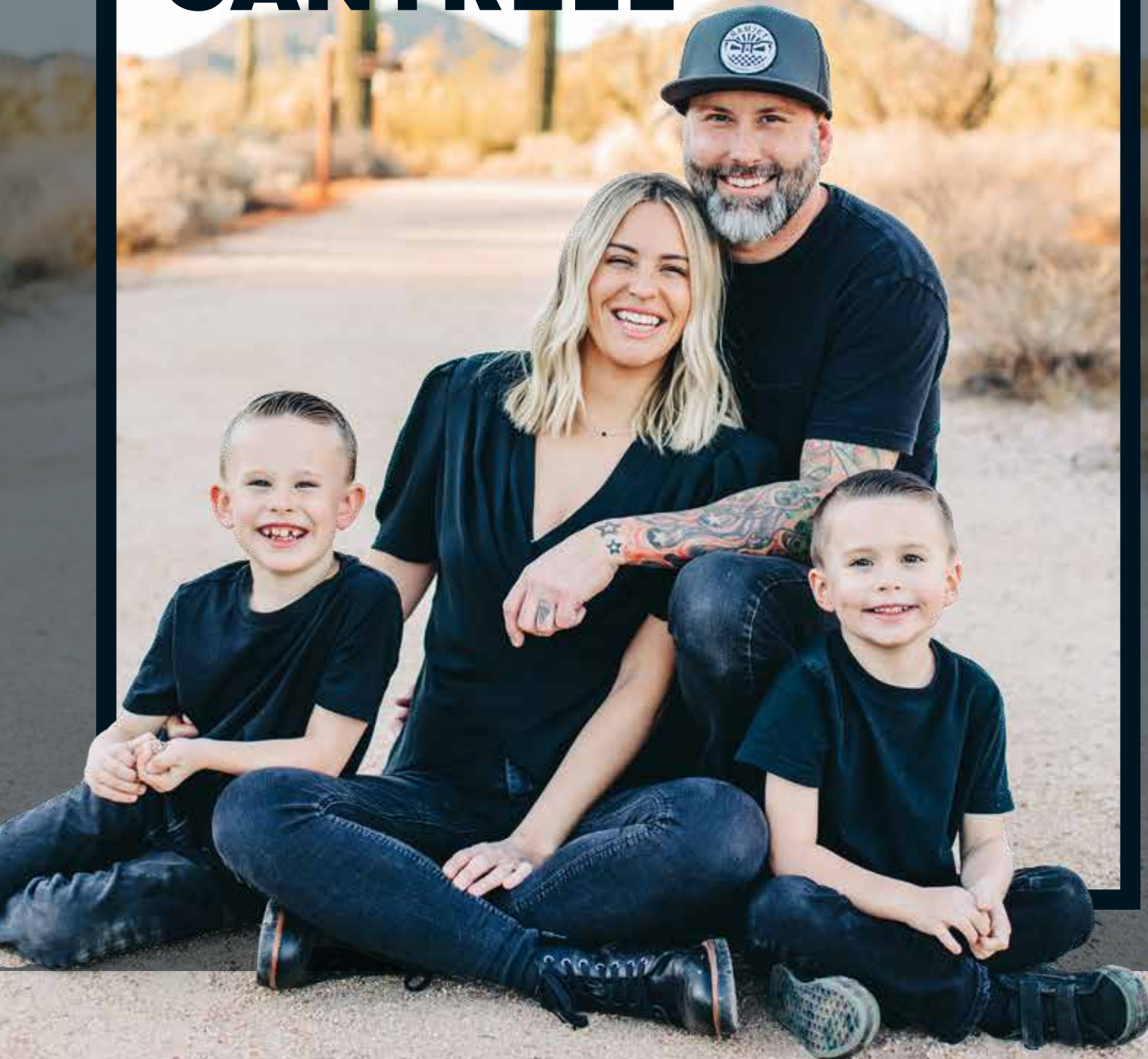
**CamelbackMoving.com**  
Enroll Online today or call  
**602-564-6683**



US DOT #1635834



# KRISTEN CANTRELL



## AUTHENTIC ADVOCATE

As you make your journey through your real estate career, you don't have to go it alone. Some find fulfillment in being there for you as a peer, mentor, and coach ... people like Kristen Cantrell.

Add Team Leader with Connect & Cultivate with eXp Realty, Kristen relishes serving as an authentic advocate for those around her.

"I love the relationships I'm building and fostering with the agents on my team. These are people I genuinely enjoy spending time with and helping them build their authentic business," Kristen says.

"One of my skills is listening to my agents' business ideas and then brainstorming on how to be intentional with that and seeing big picture how they can implement that into their business."

### FIRST STEPS FORWARD

Kristen earned her license in February 2020. Before that, she had chosen another path after graduating from Arizona State.

"I started a vending machine company out of college and moved to Orange County, where I had a 68-machine route. That was much more of a learning experience than college was," she remembers. "I got the accounts, filled the machines, and built the relationships with people where my machines were."

In time, Kristen moved back to Chandler, AZ, where she bought a house.

"I gave myself my 20s to figure out what I was passionate about. In the process, I met a couple in Arizona — Chuck and Angela Fazio — who told me they were looking for a recruiter to work with them at their firm — Revelation Real Estate," she remembers. "I had no clue what it meant to be a

recruiter. But as time went on and I learned about what the role was, I became passionate about it."

### MAKING AN IMPACT

When she started in the role, Chuck and Angela were working with about 350 agents. In a few years, Kristen had helped them grow to more than 900.

"My bread and butter is building relationships with real estate agents and helping them connect and build. I love the power of culture and relationship building," she explains.

Eventually, Chuck and Angela decided to join eXp Realty.

Kristen moved with them and helped them rebuild. She worked for them for another year and then, in December 2020, was on her own. In September 2021, she started Connect & Cultivate and has

...



...

grown to nearly 300 agents nationwide,” she says. “Today, I run my own brand under the eXp platform, and I get to work in my sweet spot and leverage my partners and leverage eXp Realty for everything else.”

#### WONDERFUL WORLD

Kristen’s life is made much richer by her family, including her husband of 16 years — Dave, and their children — 7-year-old son Dean and 5-year-old son Lucas.

In her free time, Kristen has a passion for snowboarding. Dave is a big car enthusiast.

“We are always doing something car-related and off-roading,” Kristen says. “We have an Airbnb in the mountains, too.”

When it comes to giving back, Kristen likes supporting Community on Purpose. In addition, Kristen conducts her own podcast — called Moms in Real Estate.

“It’s nationwide, and we interview moms all over the U.S. each week. They tell their stories on what it’s like to be a mom in real estate,” she says. “Plus, we do two events a year called Flourish in Chandler, AZ ... a three-day event with guest speakers.”

#### PASSION FOR PEOPLE

No matter what form her efforts come in, Kristen’s work boils down to a common denominator—helping people move forward in their lives.

“That’s so important to me. I always try to show up and serve everyone. I’m authentic and direct in a nice way,” she smiles. “I want to help people grow by pushing them out of their comfort zone.”

As Kristen reflects on her career and plans for future growth, she encourages conversation.

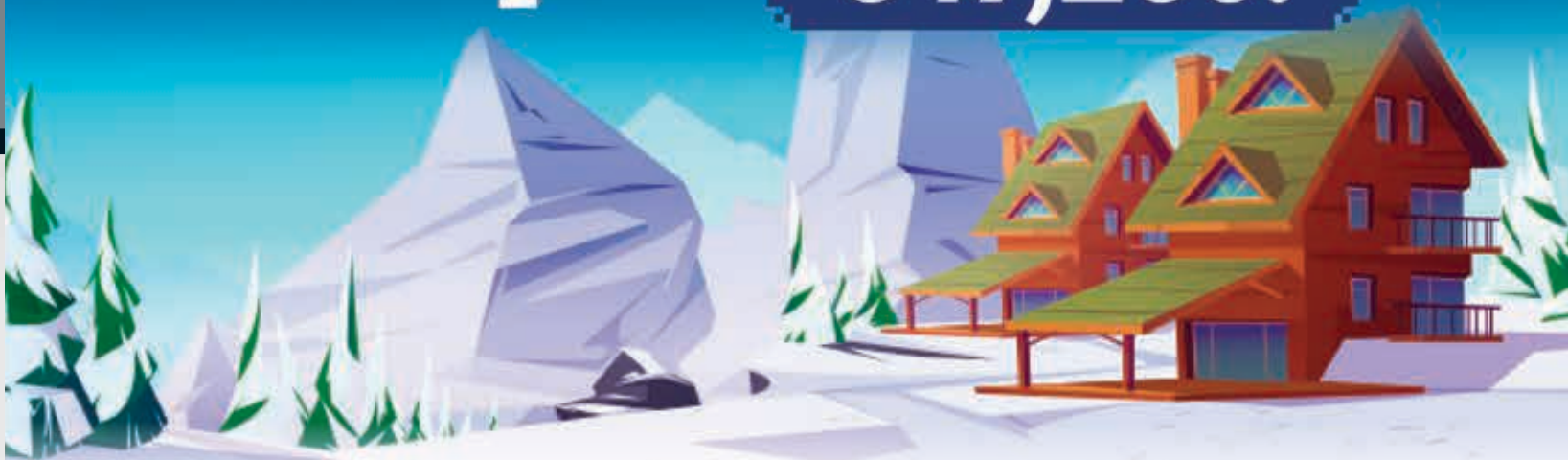
“I’m always happy to talk with people who are looking to their future and how they can continue to excel,” she says. “I would love to help them and have a call with them.”

Truly, Kristen Cantrell is an authentic advocate — making a lasting impact for people each day.

“  
I ALWAYS TRY TO SHOW UP AND  
SERVE EVERYONE. I’M AUTHENTIC  
AND DIRECT IN A NICE WAY...  
I WANT TO HELP PEOPLE GROW  
BY PUSHING THEM OUT OF THEIR  
COMFORT ZONE.”



# NOVA® now offers Conforming Loans of up to **\$647,200!\***



## Mortgage loan limits are catching up to increasing home values in 2022!

NOVA® is now allowing conforming loans up to \$647,200—more than \$98,000 above the standard conforming limit of \$548,250. NOVA® is making this change to help more people achieve the goal of homeownership.

NOVA® is increasing our conforming loan limit to better serve our communities. We want to provide our borrowers the opportunity to continue buying and refinancing the same homes with the same loan products, even as home values grow at a historic rate.

**If you want to know how this new loan limit could  
benefit you in the new year, contact me today.**



### CHRIS LAWLER

Senior Vice President / Branch Manager, NMLS 869968

Cell: 520.260.4846

chris.lawler@novahomeloans.com

www.lawlerteam.com

NOVA® HOME LOANS LAWLER TEAM

**TOP 1%** MORTGAGE ORIGINATORS  
In America 2020

*Every good home needs a great mortgage.  
Every great mortgage starts with Chris Lawler.*

CHRIS LAWLER / SENIOR VICE PRESIDENT / BRANCH MANAGER / NMLS 869968 / NOVA FINANCIAL & INVESTMENT CORPORATION, DBA NOVA® HOME LOANS NMLS #3087 / BK 0902429 / EQUAL HOUSING OPPORTUNITY 25 S ANTIGNA PLACE, SUITE 210, CHANDLER, AZ 85225. LICENSED BY THE DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION UNDER THE CALIFORNIA RESIDENTIAL MORTGAGE LENDING ACT #4131230. ALSO LICENSED BY THE CA - DFPI UNDER THE CFI #6036566. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE... HTTP://NMLS.CONSUMERACCESS.ORG/ENTITYDETAILS.ASPX/COMPANY/3087

\*In most of the U.S., the 2022 maximum conforming loan limit for one-unit properties. Other conditions and restrictions may apply, rate, and available loan programs are subject to change without notice. Contact your loan officer for more information about this and other programs available.





## 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.

*We're more than inspectors. We're relationship builders.*



**HomeTeam**  
INSPECTION SERVICE

(480) 702-2900

hometeam.com/eastvalley

Each office is independently owned and operated. ©2021 The HomeTeam Inspection Service, Inc. All rights reserved.



## 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



## 25 YEARS OF SERVING COMMUNITIES



# FAIRWAY

INDEPENDENT MORTGAGE CORPORATION

A one-stop shop for your clients

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

**Mike Pehrson**  
Senior Loan Officer



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



# Sharon White

## *Embracing Positive Change*

One of the most feared elements in life is change.

Usually, that fear comes from the unknown and what negative things could happen. But a perfect way around that is to make change work for you by creating the most positive outcome you can think of in that situation.

That's the spirit that Sharon White works with.

As a REALTOR® with the Gillette Group with Launch Real Estate, Sharon shows the power of embracing positive change.

"I didn't get into real estate until my 40s. At that point, it was time for a change," Sharon explains. "I'm married and have two daughters. I reached the point where I knew I needed more flexibility to be around more for them."



Photo Credit:  
Devin Nicole  
Photography



### California Start

Sharon earned her real estate license at the end of 2016. But her story began as a girl growing up in California, where her father was a minister.

"He was a pastor until I was 5 years old, and then he started his own TV station. As a result, I was around media a lot and learned how to communicate and talk with people," Sharon remembers. "It was really exciting to grow up in that environment."

As she grew, she attended and graduated from college, followed by working on a church staff.

"Through time, I've been involved in music and worked in some other industries, as well. But through most of my working career, I've been in customer service-related professions," she says.

### Moving to Arizona

Sharon and her family moved to Arizona nine years ago from California.

Moving to Arizona, Sharon was able to be a stay-at-home mom after mainly working full-time all her adult life.

"But being a stay-at-home mom was more difficult than I imagined! I desired to still be around adults and have somewhat of a break, so I started working at Kohl's in their customer service department so that I could be around people and talk with them. From there, I worked at a bank for a bit, and I realized that I wanted to have

...



Photo Credit: Devin Nicole Photography





Photo Credit: Devin Nicole Photography

more flexibility to be there for my kids and also contribute more financially to my family,” Sharon says. “My sister-in-law was an agent, and I talked with her. I took my real estate classes and got licensed, then quit my bank job, and I dove in headfirst. She was my first mentor.”

#### Second Thoughts

The first few years in real estate were tough.

As time passed, Sharon questioned whether she had made the right choice for herself.

“At the end of year three, I debated whether I wanted to keep doing real estate. It was more difficult than I thought it would be, and I was having a hard time finding clients. I knew a lot of people, so I didn’t know why it wasn’t starting to click for me,” she explains. “I knew in my gut that I was an amazing agent. I just needed someone to give me a shot to prove myself.”

***I love the closing table and seeing my clients so happy ... giving them the keys and seeing the joy on their faces. That’s my favorite part***



“I love the closing table and seeing my clients so happy ... giving them the keys and seeing the joy on their faces. That’s my favorite part,” Sharon says. “When you get to the finish line, and you see your clients happy ... and having them be grateful and appreciative for assisting them in one of the biggest transactions in life, makes it worth it.”

#### Family Foundation

Away from work, Sharon cherishes time with her family. She and Jeff have been married for 14 years and look forward to moments with their children — 12-year-old daughter Roni and 10-year-old daughter Maddie.

Sharon likes to exercise and stay active in her church in her free time. She sings as part of the worship team at Rock Point Church in Queen Creek and has been active in leading and facilitating women’s bible studies at church, as well as leading a homegroup in her home. She also enjoys supporting their children in soccer and choir clubs.

At that point, she had a conversation with a higher power.

“I said, ‘God, I need you to show me if this is where I’m supposed to be.’ And I felt God gave me the word ‘hope’ for 2020,” she says.

She didn’t have to wait long for that to come. On January 1, 2020, she received a text from Shannon Gillette.

“Shannon is one of the most successful agents in the Southeast Valley. She asked me to meet her for coffee. She didn’t have a team. She was a solo agent, and she asked if I would be interested in being the first person on her team,” she remembers.

“That was huge. Ever since that day, I’ve had two of the craziest, most successful years ... because I had someone who believed in me. I highly respected Shannon and how she ran her business and felt both honored and ecstatic to have this opportunity. By her giving me that chance, business took off.”

#### Loving Her Work

Sharon’s passion for her work is clear.

When it comes to giving back, Sharon is part of the Gillette Group’s efforts to support Purpose Movement; a nonprofit organization that works with foster children and provides them with shopping sprees during the holiday season.

When you talk with Sharon, it doesn’t take long to see the encouraging spirit she brings to her work with clients and the way she listens intently to their needs so that she can meet and exceed them.

Congratulations to this month’s Rising Star, Sharon White, for embracing positive change.





# CO-OWNING PROPERTY CAN BE AN UNWISE PROPOSAL



## ► legal corner

By John L. Lohr Jr., Hymson Goldstein Pantiliat & Lohr PLLC

One of the most dangerous things an unmarried couple can do is buy a home together without any type of written agreement for its disposition if the relationship sours. Unfortunately, Arizona does not recognize common-law marriage with one minor exception: that is when a couple moves to Arizona from a state that recognizes common-law marriage. In addition, while many statutes govern the disposition of a couple's real estate in a divorce, there is little statutory guidance about a dispute over real estate for an unmarried couple.

If a dispute arises, a lawyer can argue that if one party paid more for the purchase of the property than the other the person that paid little or no money is holding the property in a constructive or resulting trust for the benefit of the party who paid the lion's share. When property is purchased in one person's name with financial contributions towards the property from another, a resulting

trust may arise at equity in favor of the individual who furnished the money. *See Collins v. Collins*, 46 Ariz. 485, 52 P.2d 1169 (1935). *See Toth v. Toth*, 190 Ariz. 218, 220, 946 P.2d 900, 902 (1997) (en banc). Restatement (Second) of Trusts §§ 440, 442 (1959); *Gabitzsch v. Cole*, 95 Ariz. 15, 20, 386 P.2d 23, 26 (1963). "A court may impose a constructive trust 'whenever title to property has been obtained through actual fraud, misrepresentation, concealment, undue influence, duress or through any other means which render it unconscionable for the holder of legal title to continue to retain and enjoy its beneficial interest.'" *Turley v. Ethington*, 213 Ariz. 640, 643 (Ct. App. 2006) (quoting *Harmon v. Harmon*, 126 Ariz. 242, 244 (Ct. App. 1980)); see also *Condos v. Felder*, 92 Ariz. 366, 377 P.2d 305 (1962). In other words, a court may hold that the non-contributing party is holding title in trust for the person that paid for the purchase of the property or was defrauded of title.

In addition, either party could force the sale of the real estate in a partition action. Arizona law provides for partition of real property in cases where more than one owner has rightful legal title or claim to the parcel or property in question, and they cannot agree on what is to be done with the property. A.R.S. §§ 12-1211, *et seq.* These statutes outline a four-step process:

1. The Court holds an evidentiary hearing to decide all issues affecting title to the Property and "determine the share or interest" in the home, if any, of each owner or claimant. A.R.S. §12-1213.
2. The Court enters judgment specifying the share or interest to be awarded to each affected party, if any, and (where applicable) directing partition of the home in accordance with those shares or interests. A.R.S. §12-1215(A).
3. Generally, the Court appoints three (3) commissioners to carry out the judgment and, where applicable, achieve the partition in keeping with the partition judgment. A.R.S. §12-1215(B)-(C).
4. In the event that the Court or the commissioners determine that the home cannot be equitably divided, the Court orders a commissioner-supervised sale of the home. A.R.S. § 12-1218(B)&(C). *E.g.*, *Arnold v. Cesare*, 137 Ariz. 48, 668 P.2d 891 (App. 1983).

But litigating the issues will obviously cost a significant amount of attorney's fees and costs and deplete the home's equity as it is possible that even the victor may not be able to recover those attorneys' fees in court.

Litigation can potentially be avoided or the costs decreased if the couple simply does some pre-planning and prepares a written agreement similar to a pre-marital agreement at the time they purchase the property. That agreement, like a prenuptial agreement, would detail what happens to the property when the couple breaks up. We have seen this situation happen too many times than we care to count. A similar dilemma happens when two or more family members purchase a property without any type of agreement. At Hymson Goldstein Pantiliat & Lohr, PLLC, we can help prepare these types of agreements at the time of purchase to help avoid litigation. However, if family members or a couple do not have the foresight to do an agreement like this when they buy the property, we also have skilled and trained litigators that can handle the resulting litigation. At Hymson Goldstein Pantiliat & Lohr, PLLC, our business is your peace of mind.







**mattamy**HOMES

# 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

**Litchfield Park  
Azure Canyon**

5053 N. 183rd Lane,  
Litchfield Park, AZ 85340  
*From the low \$400s*

**Avondale  
Roosevelt Park**

401 N. 109th Drive,  
Avondale, AZ 85323  
*From the mid \$300s*

**Pheonix  
Sendero Crossing**

I-17 & Anthem Way  
Anticipated Arrival June 2022  
*Register for Updates*

**Queen Creek  
Malone Estates**

23030 E. Estrella Road,  
Queen Creek, AZ 85142  
*From the low \$400s*

**Empire Pointe**

Corner of Empire Blvd & Gary Rd.  
Anticipated Arrival Dec 2022  
*Register for Updates*

**San Tan Valley  
Pinnacle at San Tan Heights**

Hunt Hwy & Thompson Rd.  
Anticipated Arrival Oct 2022  
*Register for Updates*

**Surprise  
Aria Ranch**

13230 N. 174th Lane  
Surprise, AZ 85388  
*Grand Opening*

**Peoria  
Serenio**

Loop 303 & Vistancia Blvd  
Anticipated Arrival March 2022  
*Register for Updates*

**mattamy**HOMES

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



## STOP CALLING OLD SCHOOL INSPECTORS AND EXPECTING TO GET THE LATEST & GREATEST

### REASONS TO CALL US FOR YOUR NEXT INSPECTION

- ✓ We do it all: residential/commercial, pools, termites, mold, sewer scope, radon, air quality, lead paint, asbestos & more
- ✓ Quick availability (almost always within 24-48 hours)
- ✓ Rigorous training FAR exceeds state and national mandates
- ✓ Painless scheduling; we streamline ALL the inspection & access logistics
- ✓ Same-day, modern, interactive “better than a report” report with pics and videos
- ✓ 15,000+ Super thorough (but not alarmist) NACHI certified inspections

### 360° HOME BUYER SNAPSHOT

- ✓ Drone and aerial videos
- ✓ Thermal scanning of entire interior and exterior
- ✓ Property history report
- ✓ Appliance check even if not required
- ✓ Carbon monoxide levels
- ✓ Industry-leading reports that include color-coded severity prioritization
- ✓ Recall report for appliances and systems
- ✓ **The only company with a snapshot section in every report that inventories the entire house with videos and photos that document evidence of everything in the current operating condition**
- ✓ **And of course, FREE coffee at inspection summary walkthrough :)**

### AGENT GOODIE BAG

- ✓ \$10,000 Real Estate agent liability coverage on every inspection
- ✓ Social media shout outs to agents on our channels with home inspection completion
- ✓ Monthly recall report can be customized with agent contact info for retouch email marketing with your client
- ✓ White glove concierge customer service and communication and available for phone calls after the inspection

**HOME INSPECTIONS  
STARTING AT \$299**



**Curt Kloc, CMI, Founder**  
Inspections Over Coffee  
602-962-JAVA (5282)  
[InspectionsOverCoffee.com](https://InspectionsOverCoffee.com)  
[phoenix@inspectionsovercoffee.com](mailto:phoenix@inspectionsovercoffee.com)





# What movie do you think everyone should watch?



**kitchentune-up**

After Redoing

Before

Your clients deserve  
A Beautiful Kitchen

Kitchen Tune-Up of Gilbert  
480.304.2732  
kitchentuneup.com

0% interest plans available for  
qualified homeowners

Join our Referral Program - we pay cash for signed projects!

©2021 HFC KTU LLC. All Rights Reserved. Kitchen Tune-Up is a trademark of HFC KTU LLC and a Home Franchise Concepts Brand.  
Each franchise is independently owned and operated.

Refacing & Redoing  
Cabinet Painting  
New Cabinets  
Wood Restoration  
And More



**JEREMY FUHST,**  
*Impact Real Estate*  
*Coda* - It's about a young woman whose voice is incredible. Her parents are deaf. She has this unique, remarkable ability to find other ways to demonstrate to her parents. I think this is something many young entrepreneurs need to focus on. What gifts can you bring to the world?



**DARWIN WALL,**  
*Realty One Group*  
*The Godfather*



**CHRIS TILLER,**  
*Russ Lyon Sotheby's International Realty*  
*Glengarry Glen Ross* - Best movie for anyone in sales, hands down. Alec Baldwin, Kevin Spacey, Ed Harris, Al Pacino, Jack Lemon.



**BROCK O'NEAL,**  
*West USA Realty*  
*Glengarry Glen Ross*



**KATHY CAMAMO,**  
*Amazing AZ Homes*  
*The Sound of Music* - I know it's a musical, but I love it and watch it often.



**NICK KIBBY,**  
*Keller Williams*  
*Boiler Room*



**CINDI DEWINE,**  
*Russ Lyon Sotheby's International Realty*  
*The Money Pit* - Haha!



**JUSTIN GERSHANOV,**  
*eXp Realty*  
*Big Fish* - Tim Burton



**JEANIE TEYECHEA,**  
*Opportunity 2 Own Real Estate*  
*A Good Lie* - I am not much of a movie buff; however, I recently watched *A Good Lie* with Reese Witherspoon, and let me tell you that I was taken in by its journey, and it kept me hooked the entire time. The storyline in and of itself is incredible, and WOW — the ending. It's a must-see in my book. Once you watch it, you will understand!



**SHAWN ROGERS,**  
*West USA Realty*  
*Miracle*



**JILL ROTHER,**  
*Keller Williams Realty East Valley*  
*My Cousin Vinny* - Classic movie!



**JASON LAFLESCH,**  
*Results Realty*  
*Titanic* - Me seemingly being a tough guy on the surface, the *Titanic* gets me every time. It's like I'm cutting onions or someone pepper-sprayed me from a distance while I'm watching that flick. I highly recommend it.

One Agent for **Life**  
and **Auto** and **Home**  
and **Business**

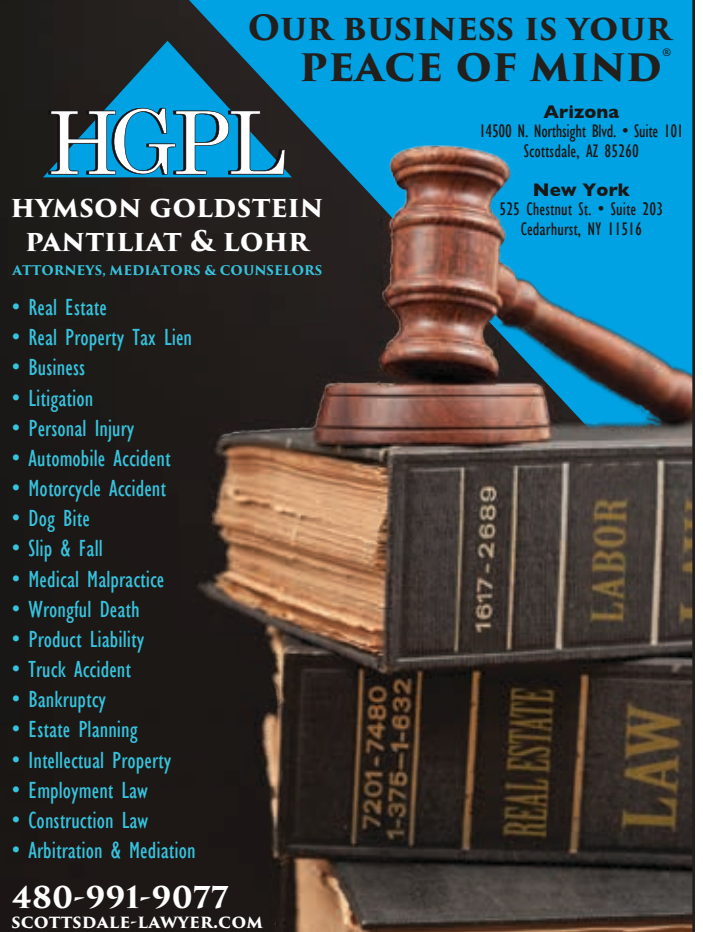


Together, we'll develop a customized plan that's right for you.  
**It's your future. Let's protect it.®**

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

**FARM BUREAU FINANCIAL SERVICES**

Farm Bureau Life Insurance Company,\* Farm Bureau Property & Casualty Insurance Company,\* Western Agricultural Insurance Company\*/West Des Moines, IA. \*Company providers of Farm Bureau Financial Services. M123 (4-20)



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

**HGPL**

**HYMSON GOLDSTEIN PANTILIAT & LOHR**  
ATTORNEYS, MEDIATORS & COUNSELORS

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

480-991-9077  
SCOTTSDALE-LAWYER.COM

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

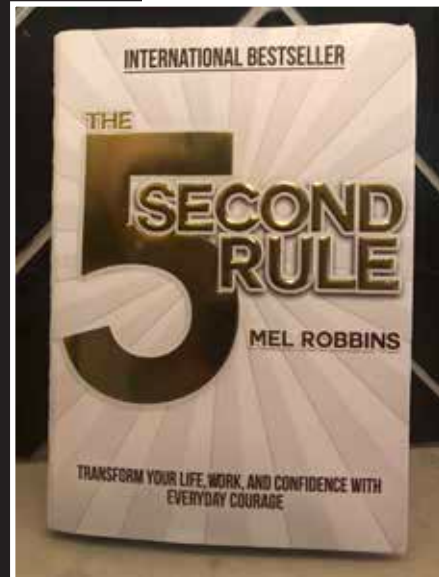
**New York**  
525 Chestnut St. • Suite 203  
Cedarhurst, NY 11516





By Chris Reece

# BOOK REVIEW: 5 SECOND RULE



Five, four, three, two, one!

Do you think counting backward from five, four, three, two, one is all you need to change your whole life? That is author Mel Robbins' promise in her book *The 5 Second Rule*. In all honesty, hearing about it made me think that it was just the next "magic formula" similar to the farce of six-minute abs. But, lo and behold, there is truth and science to her little formula; it seems simple, but there is a ton of power in it. Robbins is very transparent in all of her key-note speeches, YouTube videos, on Instagram, as well as her book about the rule. She is unashamed of telling the world that she was in her 40s with kids, on antidepressants, unhappy in her marriage, drowning in debt, and jobless. One day after thinking about NASA launching rockets into outer space, she herself blasted out of bed counting backward – five, four, three, two, one – and made a decision things were going to be different. She launched herself at that moment out of her old self and is now one of the most highly sought-after keynote speakers in the world. Was it overnight? Absolutely not – the book takes us along on many of her journeys as well as those of her devotees who

have used this #5secondrule and how it has changed their lives. Not only in business but in personal conquests, relationship building, and, my personal favorite, how to conquer worry.

*The 5 Second Rule* is broken into five parts.

Part one explains what the 5-second rule is, explaining how she came across it, some of its science, and how she brought it to the masses. The premise of the #5secondrule is when you come to a decision that you would normally worry about, procrastinate or avoid, you simply capture that thought/action and count backward – five, four, three, two, one – and launch yourself into action! Speak up, act on your dream, go to the gym, etc.

Part two is titled "The Power Of Courage." This was one of my favorite sections of the book. Robbins really tackles self-doubts in this part and how many people make excuses for themselves. In a section titled "What Are You Waiting For?" she says, "Sometimes there is no next time ... Stop waiting. It's now or never. When you wait, you deliberately convince yourself, 'now is not the time.' You are

actively working against your dreams ... You may think you're protecting yourself from judgment, rejection, or upsetting someone, but when you make excuses and talk yourself into waiting, you are limiting your ability to make your dreams come true."

Part Three is titled "Courage Changes Your Behavior." More about the science behind the *5 Second Rule*.

"Courage Changes Your Mind" is the title of chapter four, which she leads off with the statement: "I started using the rule to change the way that my mind worked; I began by using the rule to break the habit of worrying." She had my full attention. If I am good at anything, it's worrying! "Learning to take control of my mind, direct my thoughts, and dismantle fear has been the single greatest thing I have ever done to improve the quality of my life. I almost never feel worried. And the rare times that I do, I just five, four, three, two, one, and direct my mind towards the solutions rather than worrying about the problems." She shows throughout this part how the rule will overcome many fears and continually direct your thoughts to what needs to be completed.

Part Five is called "Courage Changes Everything." It does, and it will. Bring the tissues for this one, and if you're lucky enough to still have your mom with us, call her and tell her you love her. Dad, too (selfish plug, being one myself).

A stand-out thing I enjoyed about this book is the format. She shares people's real-life responses using the #5secondrule. Whether they emailed her, messaged her on social media, or whatever, she shares them, misspellings and all! Also, before each section and chapter, she has these terrific quotes in big, bold letters that take up the whole page. On the inside seam of the pages is a straight dotted line if you want to cut it out! How many books encourage you to rip out pages of them to hang up? Some of the quotes are worth it. It felt like she gave us a gift as the reader as a bonus. Now, if you hang it somewhere, it will be a consistent reminder to use the #5secondrule as your super-power! That is just how she describes it. She tells you to simply use it. Believe me, you will feel weird counting backward – five, four, three, two, one – out loud to get yourself to act on something, but it works. Try it; no excuses. Good book. I am glad I invested the time.

"Don't tell people your dreams. Show them."– Mel Robbins



**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





## ►► weserv monthly update

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



# CODE OF ETHICS: A REALTOR® Foundation in Real Estate

What makes a fantastic REALTOR®? Is it their vast knowledge of the industry? Their multitude of networks that reach far and wide? Or, is it their viral TikTok videos that show them pointing out basic facts about our industry (let's be honest, we have all seen them floating around various social media platforms). Although all of these qualities can propel a REALTOR® to great success, one thing is for sure; a sense of ethical moralities, at its core, makes a great agent in the long run. That is why the Code of Ethics is such an important course. It lays the foundation of how a REALTOR® should conduct business and provides ways to protect their clients' interests.

Last month, I examined the first five articles of the code of ethics and explained the significance of each passage. Below are the remaining articles.

**ARTICLE 6: REALTORS® shall not accept any commission, rebate, or profit on expenditures made for their client without the client's knowledge and consent.**

- As previously discussed, transparency between the REALTOR® and their client is a must. The buyer must trust their REALTOR® and believe that they have their best interests at heart.

**ARTICLE 7: In a transaction, REALTORS® shall not accept compensation from more than one party, even if permitted by law, without disclosure to all parties and the informed consent of the REALTOR®'s client or clients.**

- There is an old saying, not all money is good money. In this case, it rings true indeed. REALTORS® have an obligation to their clients first and must keep that in mind until a completed transaction.

**ARTICLE 8: REALTORS® shall keep in a special account in an appropriate financial institution, separated from their own funds, monies coming into their possession in trust for other persons, such as escrows, trust funds, clients' monies, and other like items.**

- Similar to Article seven, funds should be handled in a delicate manner.

**ARTICLE 9: REALTORS®, for the protection of all parties, shall assure whenever possible that all agreements related to real estate transactions including, but not limited to, listing and representation agreements, purchase contracts, and leases are in writing in clear and understandable language expressing the specific terms, conditions, obligations, and commitments of the parties.**

- Real Estate jargon can be overwhelming for most, especially first-time homebuyers. It can be stressful, even though buying a home should be an exciting experience. Nevertheless, REALTORS® are trained to cut all the noise and make purchasing a home as seamless as possible. It's their duty to explain each step of the buying process thoroughly, so the buyer has all the necessary information before placing an offer.

The code of ethics is foundational to what it is to be a REALTOR®. Please understand the importance of this critical document and how it separates each member from a licensee.

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

**RESIDENTIAL INSPECTIONS  
STARTING AT \$325!**

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



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

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



Residential · Commercial  
Window & Sun Screen Cleaning



**JUSTIN  
KNAPP**  
Owner/Operator



1stglasswindowcleaners@gmail.com

@1stGlassWindowCleaners





# 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)

*American  
Standard®*

HEATING & AIR  
CONDITIONING



**Heating  
& Air  
Solutions**  
*that put  
your clients  
first.*

(480) 262-0274 • [aztechaz.com](https://aztechaz.com)  
📱📺 aztechmechanical





# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
1	Derek Dickson	Offerpad	74,155,708	137
2	Daniel P Noma	Venture REI	54,781,100	114.5
3	Yvonne C Bondanza-Whittaker	Zillow Homes	45,116,384	97.5
4	Frank Vazquez	Venture REI	40,242,000	80.5
5	Karl Tunberg	Hague Partners	20,637,769	37
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	15,647,690	25
7	Jacqueline Shaffer	Offerpad	15,356,500	35
8	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	12,566,688	19
9	Kenny Klaus	Keller Williams Integrity First	11,791,406	21.5
10	Garrett Lyon	eXp Realty	11,421,628	20
11	Carol A. Royse	Keller Williams Realty East Valley	11,291,375	17.5
12	Bob & Sandy Thompson	West USA Realty	10,849,895	12
13	Brett Worsencroft	Keller Williams Integrity First	10,211,000	5
14	Amy Laidlaw	Realty Executives	9,502,700	6.5
15	Lacey Lehman	Realty ONE Group	9,462,265	21
16	Mindy Jones	Keller Williams Integrity First	9,440,653	21
17	Tiffany Gobster	My Home Group Real Estate	8,728,500	1.5
18	Chris Anthony Castillo	CPA Advantage Realty	8,600,000	3
19	Adam Prather	Russ Lyon Sotheby's International Realty	8,434,500	7
20	Tina M. Sloat	Tina Marie Realty	8,264,000	13
21	Zack Alawi	Zillow Homes	7,611,286	17
22	Kathleen Scott	Redfin Corporation	7,466,410	5
23	Lorraine Ryall	KOR Properties	7,342,000	6
24	Shawn Camacho	United Brokers Group	7,310,000	10
25	Tyler Blair	My Home Group Real Estate	7,220,500	15.5
26	Thomas L Wiederstein	Redfin Corporation	7,202,000	10
27	Darwin Wall	Realty ONE Group	7,100,490	15
28	Shannon Gillette	Launch Real Estate	6,849,521	12
29	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	6,724,264	5.5
30	Radojka Lala Smith	eXp Realty	6,650,000	9
31	Shawn Rogers	West USA Realty	6,507,499	10
32	Chris Allen	Hague Partners	6,491,050	11
33	Jim & James Carlisto	Hague Partners	6,347,500	12
34	Chantel Gutierrez	Perkinson Properties	6,296,000	15

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
35	Rebekah Liperote	Redfin Corporation	6,229,000	7
36	John Hrimnak	Hague Partners	6,211,622	12
37	Harold Winey	Keller Williams Northeast Realty	6,200,000	2
38	Russell Wolff	My Home Group Real Estate	5,995,000	1
39	Shanna Day	Keller Williams Realty East Valley	5,939,599	7
40	Richard Harless	AZ Flat Fee	5,903,550	9
41	Gordon Hageman	My Home Group Real Estate	5,890,382	8
42	Katherine R. Littell	Zillow Homes	5,790,187	12
43	Julia Anne Brummer	Zillow Homes	5,644,600	12.5
44	Paul Pastore	Infinity & Associates Real Estate	5,615,500	5
45	Jim Sobek	Weichert, Realtors-Home Pro Realty	5,590,000	6
46	Marjan Polek	AZ Flat Fee	5,563,550	8.5
47	Denver Lane	Balboa Realty	5,536,686	8.5
48	Robyn Brown	Home Group Real Estate	5,501,900	8
49	Daryl R Snow	Zillow Homes	5,236,750	12
50	Chun Crouse	RE/MAX Fine Properties	5,207,000	10

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.

### Mortgage lending done right.





## CARDINAL

FINANCIAL COMPANY LIMITED PARTNERSHIP, NMLS 66247



**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

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

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/



# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
51	Philip Dimas	Zillow Homes	5,195,650	10.5
52	Jody Saylor	Just Selling AZ	5,195,000	9
53	Nathan D Knight	ProSmart Realty	5,134,000	9
54	Rick Metcalfe	Canam Realty Group	5,121,910	10.5
55	S.J. Pampinella	Redfin Corporation	5,053,000	6
56	Pierre Wilson	Russ Lyon Sotheby's International Realty	4,980,000	2
57	Scott R Dempsey	Redfin Corporation	4,932,000	8
58	Rodney Wood	Realty ONE Group	4,848,550	8
59	Delaney S Rotta	Launch Real Estate	4,765,000	3
60	Stacy Hecht	RE/MAX Desert Showcase	4,708,750	4.5
61	Jason L Bond	My Home Group Real Estate	4,646,500	8.5
62	Kelly Khalil	Redfin Corporation	4,574,050	7.5
63	Anne Zangl	Russ Lyon Sotheby's International Realty	4,530,000	2
64	Annette E. Holmes	United Brokers Group	4,526,000	7
65	Joe Carroll	HomeSmart	4,505,495	6
66	Sonia Silva	Zillow Homes	4,489,550	9.5
67	Michael Smith	West USA Realty	4,460,000	4
68	Christy Meek	Zillow Homes	4,447,000	9
69	Heather Christine Morales	of Homie	4,445,000	8
70	Gary R Smith	Keller Williams Integrity First	4,436,500	4.5
71	Blake Clark	Limitless Real Estate	4,390,175	8.5
72	Jeanette Wiesenhofer	West USA Realty	4,390,000	3
73	Carey Kolb	Keller Williams Integrity First	4,385,552	9
74	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	4,377,500	4.5
75	Heather M Mahmood-Corley	Redfin Corporation	4,345,500	9
76	Pamm Seago-Peterlin	Century 21 Seago	4,325,000	6
77	Paul Christoffers	American Realty Brokers	4,281,000	10
78	Michael Ratzken	Two Brothers Realty	4,251,250	5
79	Grady A Rohn	Keller Williams Realty Sonoran Living	4,241,500	5.5
80	Marci Burgoyne	Crown Key Real Estate	4,201,100	6.5
81	Heidi S Spielman	My Home Group Real Estate	4,183,100	20
82	Justin Cook	RE/MAX Solutions	4,148,700	7
83	Richard M Orcutt	Ogden and Company	4,140,000	4
84	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	4,059,700	6

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
85	Robert DeAndrea	Momentum Brokers	4,050,000	1
86	Aimee Olinger	Delex Realty	4,047,500	4
87	Amy N Nelson	Keller Williams Realty East Valley	4,045,000	3
88	Alexander M Prewitt	Hague Partners	4,015,950	5.5
89	Vivian Gong	West USA Realty	3,986,000	8
90	Steve Hueter	eXp Realty	3,935,530	8
91	Lindsay M Bingham	My Home Group Real Estate	3,929,500	7
92	Tiffany Carlson-Richison	Realty ONE Group	3,917,790	4.5
93	Heather Sagnella	Brewer & Stratton Property Management	3,900,000	1
94	Chris Benson	NextHome Alliance	3,884,240	7
95	Emily Meinders	HomeSmart	3,865,000	2
96	Patricia A Dropping	Bayer Realty	3,865,000	2
97	Charlotte Young	Keller Williams Realty Sonoran Living	3,851,640	7
98	Alice Ying Lin	The Housing Professionals	3,832,000	7
99	Mark Captain	Keller Williams Realty Sonoran Living	3,797,250	4.5
100	Eric Avdee	Keller Williams Realty Phoenix	3,793,400	5

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. 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 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
101	Maria Wing	Berkshire Hathaway HomeServices Arizona Properties	3,790,000	1
102	Robert Reece	United Brokers Group	3,785,000	7.5
103	Jason Crittenden	Realty ONE Group	3,774,450	7.5
104	Gina Donnelly	ProSmart Realty	3,750,000	5
105	Sherri L. Stella	Russ Lyon Sotheby's International Realty	3,705,000	5
106	Laura Michaud	Zillow Homes	3,694,785	8.5
107	Lauren Sato	West USA Realty	3,691,900	8
108	Kimberly Lotz	Redfin Corporation	3,688,500	7.5
109	Heather Openshaw	Keller Williams Integrity First	3,686,000	6.5
110	Betsey L. Birakos	Jason Mitchell Real Estate	3,682,500	7
111	Kathryn R Arter	Realty ONE Group	3,675,000	5
112	John Evenson	eXp Realty	3,671,000	4.5
113	Benjamin Arredondo	My Home Group Real Estate	3,631,450	6.5
114	Eric Brossart	Keller Williams Realty Phoenix	3,610,750	5
115	Jenna L. Marsh	Realty Executives	3,591,750	6.5
116	Brandi Samples	Long Realty Partners	3,574,000	5
117	Dawn Johnson	Locality Real Estate	3,571,500	3
118	Brian Kingdeski	Gentry Real Estate	3,513,250	7

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.



**THANK YOU  
TO OUR CLIENTS  
FOR POSITIVELY IMPACTING  
OUR GROWTH!**

**As A Result, Landmark Title Invites You To  
Join Us In Our Impactful Lives Series.**

There are times in our lives that we can look back and see someone else's footprints in the sand. In some manner, they have carried us and impacted our lives. Perhaps there were times when others found your footprints in the sand. We encourage you to share your stories in our Impactful Lives series.

Reach out to us at [Impactfullives@LTAZ.com](mailto:Impactfullives@LTAZ.com) to share your story and enter your charity of choice into a drawing for a chance to win a donation from Landmark Title. Drawings will be done on a quarterly basis.



**LANDMARK**  
TITLE ASSURANCE AGENCY  
A Shaddock Company

**WHERE  
EXPERIENCE  
MATTERS.**

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

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
119	Timothy Ehlen	RE/MAX Alliance Group	3,507,500	4.5
120	Brian O'Brien	Realty Executives	3,493,500	6
121	Eric Ford	My Home Group Real Estate	3,485,300	8
122	Eric R Middlebrook	Keller Williams Realty East Valley	3,482,875	4.5
123	Angel Ung	HomeSmart	3,450,000	2
124	Len Nevin	eXp Realty	3,446,500	5
125	Eve Tang	Keller Williams Realty Sonoran Living	3,414,000	4.5
126	Mark Brower	Mark Brower Properties	3,405,900	5
127	Tyler Monsen	Offerpad	3,402,500	5
128	Jorge L Quijada	neXGen Real Estate	3,381,000	3.5
129	Kirk A DeSpain	Call Realty	3,367,500	6
130	Michael Barron	Infinity & Associates Real Estate	3,365,500	3
131	Cathy Merlo	Berkshire Hathaway HomeServices Arizona Properties	3,360,000	5
132	Kelly Clauss	Kristopher Realty	3,359,500	7
133	Debi Gottlieb	Key Results Realty LLC	3,353,800	4
134	Chris Baker	Hague Partners	3,353,000	6
135	Elise Otero	Otero Realty Group	3,326,330	2
136	Keith M George	Coldwell Banker Realty	3,325,000	10
137	Angela Eliason	My Home Group Real Estate	3,310,000	3
138	Thomas Popa	Thomas Popa & Associates	3,306,500	3
139	Linda Jean Tummolo	Realty ONE Group	3,297,000	6
140	Travis M Flores	Keller Williams Integrity First	3,286,250	6
141	Nick Bastian	Realty Executives	3,263,500	5
142	Steven Coons	Springs Realty	3,231,200	8
143	Danielle Bronson	Redfin Corporation	3,217,900	6
144	Ben Leeson	Keller Williams Integrity First	3,217,750	5
145	TJ Kelley	Keller Williams Integrity First	3,217,750	5
146	Ashlee Renee Castro	My Home Group Real Estate	3,176,000	7
147	Tammie Malone	West USA Realty	3,141,500	2
148	Elmon Krupnik	Stunning Homes Realty	3,112,000	4.5
149	Kristin A Ray	Stunning Homes Realty	3,112,000	4.5
150	Colleen Crommett	Casa Bona Real Estate	3,100,000	1



# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
151	Cyndi Comer	eXp Realty	3,100,000	2
152	Laura Higginbotham	AZ Real Estate Options	3,100,000	2.5
153	Janine M. Igliane	Keller Williams Realty East Valley	3,094,399	4.5
154	Dallas Wormley	Metro Realty	3,088,500	4.5
155	Scott Cook	RE/MAX Solutions	3,086,500	6.5
156	Jason Dawson	North & Co	3,085,000	5
157	Scott Morgan	eXp Realty	3,084,000	4.5
158	Kris Cartwright	Locality Real Estate	3,084,000	6
159	Benjamin Graham	Infinity & Associates Real Estate	3,081,500	5
160	Damian Godoy	My Home Group Real Estate	3,056,250	7
161	Kelly Michael	KOR Properties	3,000,000	3
162	Matthew Kochis	Keller Williams Realty East Valley	2,991,500	6
163	Sharon D Steele	Russ Lyon Sotheby's International Realty	2,989,000	3
164	Kyle J. N. Bates	My Home Group Real Estate	2,965,050	5.5
165	Allen R Willis	Ensign Properties Corp	2,920,200	5
166	Julia Kovalyova	Realty Executives Arizona Territory	2,915,000	5
167	John A Hetherington	Just Selling AZ	2,910,000	4
168	Joseph J. Tropple	Realty ONE Group	2,905,000	4
169	Sara J Weller	Berkshire Hathaway HomeServices Arizona Properties	2,885,000	5
170	Andrew Johnson	Delex Realty	2,881,602	1
171	Allison T Johnson	United Brokers Group	2,874,000	2
172	Barbara Schultz	Coldwell Banker Realty	2,872,500	6
173	Catherine Gibson	My Home Group Real Estate	2,867,500	1.5
174	Leonard Clementi	My Home Group Real Estate	2,867,500	1.5
175	Matthew S. Potter	Stunning Homes Realty	2,864,600	7
176	Curtis Johnson	eXp Realty	2,846,750	7
177	Michaelann Haffner	Michaelann Homes	2,844,000	5
178	Geoffrey Adams	Realty ONE Group	2,820,000	5
179	Stephanie Pieper	eXp Realty	2,802,500	3
180	Roger Johnson	Russ Lyon Sotheby's International Realty	2,801,500	5
181	Jill Stadum	My Home Group Real Estate	2,777,000	5
182	Jason Zhang	Gold Trust Realty	2,772,000	4.5
183	Jenna Marie Pursley	HomeSmart	2,755,000	4
184	Mary Newton	Keller Williams Integrity First	2,754,900	8

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
185	John Karadsheh	KOR Properties	2,746,106	2
186	Natascha Ovando-Karadsheh	KOR Properties	2,746,106	2
187	Michael Hargarten	Realty ONE Group	2,741,500	5
188	Amber Adams	Stunning Homes Realty	2,734,500	5
189	Zeb Adams	My Home Group Real Estate	2,734,250	2.5
190	Jody Poling	AZ Seville Realty	2,722,500	3
191	Jessica Leimback	Agave Homes & Investments	2,701,000	4
192	Jody Mallonee	Hague Partners	2,700,900	4.5
193	Scott A Ziff	Realty ONE Group	2,700,000	1
194	Robin R. Rotella	Keller Williams Integrity First	2,696,000	5
195	Jessica M Keigley	Keller Williams Integrity First	2,694,730	3
196	Simon David Thomas	Realty ONE Group	2,692,000	2
197	Kiran Vedantam	Kirans and Associates Realty	2,690,500	4
198	Sarah H Abdelrasul	My Home Group Real Estate	2,685,000	3.5
199	Jerry Thomas Beavers	Realty ONE Group	2,675,000	4
200	W. Russell Shaw	Realty ONE Group	2,657,750	6

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.



**Watermark**  
MORTGAGE PARTNERS

*"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.**

**NICK WATLAND**  
Mortgage Banker | NMLS# 325010  
**602.821.5214**  
nick.watland@watermarkmtg.com





**We *LOVE* That We're**  
**DEPENDABLE**



# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
201	Karen Chapman-Barron	Infinity & Associates Real Estate	2,638,500	2
202	Kristine Devine	Realty ONE Group	2,638,000	4
203	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	2,637,499	4.5
204	Karyn Nelsen	My Home Group Real Estate	2,629,000	5
205	Ryan Frazier	HUNT Real Estate ERA	2,625,000	2
206	Rebecca Reed	Gentry Real Estate	2,619,000	5
207	Kristi Miller	HomeSmart	2,611,000	3
208	Dillon A Martin	Realty Executives	2,607,500	6.5
209	David M Cline	Keller Williams Realty East Valley	2,605,000	1.5
210	Justin C Brown	eXp Realty	2,604,000	3
211	Gary Chen	Arizona United Realty	2,585,000	3
212	Dawn Carroll	Lori Blank & Associates	2,585,000	4
213	Kraig Klaus	Keller Williams Integrity First	2,583,000	4.5
214	Eric Dixon	On Q Property Management	2,576,000	3
215	Timari Fleetwood	HomeSmart	2,575,000	2.5
216	Diane Bearse	Realty Executives	2,545,750	4.5
217	Dustin Posey	Property Hub	2,541,500	6
218	Jodi N Page	eXp Realty	2,532,990	4
219	Mays Albayati	Realty ONE Group	2,530,000	1
220	Imoni Morales	My Home Group Real Estate	2,530,000	2
221	Gigi Roberts-Roach	Coldwell Banker Realty	2,523,138	6
222	Erin E Armstrong	Opendoor Brokerage	2,522,500	6
223	Jardin Ratzken	Two Brothers Realty	2,519,000	2
224	Eleazar Medrano	HomeSmart	2,512,450	3.5
225	Ken Boltz	RE/MAX Alliance Group	2,508,500	5
226	David Clinton Hoefer	Century 21 Arizona Foothills	2,502,500	2.5
227	Jamie K Bowcut	Hague Partners	2,501,050	5
228	Norman Cholagh	Pro Sports Realty	2,500,000	1
229	Amina Shafi	HomeSmart	2,500,000	1
230	Vicky Wang	Bliss Realty & Investments	2,499,800	4
231	Brian Davidson	Hague Partners	2,496,600	6
232	Cody Cagle	HomeSmart	2,495,000	3
233	Erin Ethridge	eXp Realty	2,487,500	3.5
234	Nadia Mohammed	Realty ONE Group	2,486,000	4

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
235	Courtney Bossom	West USA Realty	2,485,000	4
236	Aartie Aiyer	Aartie Aiyer Realty	2,479,000	3
237	Elizabeth Wilson	Russ Lyon Sotheby's International Realty	2,477,500	3.5
238	Stacy Mills	Nexthome Elite Realty	2,475,000	1
239	Brett D. Paquet	Realty ONE Group	2,475,000	1.5
240	Jesse Wintersteen	ProSmart Realty	2,475,000	5
241	Shawna Jones	eXp Realty	2,472,000	5
242	Ramona Joy Coleman	Realty Executives	2,469,000	0.5
243	Mindy Wallick	Realty Executives	2,469,000	0.5
244	J Marty Flowers	Realty ONE Group	2,462,000	4
245	Jason Glutz	BRE Services	2,459,000	4
246	Harold G Beebe	Fulton Home Sales Corporation	2,456,200	3
247	Elizabeth Mankin	My Home Group Real Estate	2,454,550	4.5
248	Mallory R. Dachenhausen	Elpis Real Estate Boutique	2,451,100	4
249	Twila Edwards	Corcoran Platinum Living	2,438,948	5
250	Alyssa Sanford	Jason Mitchell Real Estate	2,435,000	3

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. 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 - February 28, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
251	Austin Olsen	HomeSmart	2,420,000	2
252	Kelly Saggione	eXp Realty	2,419,900	4
253	Richard Johnson	Coldwell Banker Realty	2,419,500	5
254	Jeffrey L. Franklin	Realty Executives	2,415,000	4
255	Christy Rios	Keller Williams Integrity First	2,411,000	3.5
256	Kirk Erickson	Schreiner Realty	2,406,000	4.5
257	Mike Mendoza	Keller Williams Realty Sonoran Living	2,405,000	3
258	Rebecca French Larsen	Diamond King Realty	2,400,000	2
259	Aimee N. Lunt	RE/MAX Solutions	2,400,000	2
260	Frank Gerola	Venture REI	2,399,140	4.5
261	Kevin McKiernan	Venture REI	2,399,140	4.5
262	Sam Vega	Infinity & Associates Real Estate	2,398,000	3
263	Nicholas R Kibby	Keller Williams Realty Phoenix	2,385,000	4
264	Shelli R Bronstine	Coldwell Banker Realty	2,383,000	5
265	Elizabeth M Cooke	West USA Realty	2,380,000	2
266	Peg E Bauer	Mountain Properties	2,363,700	5
267	Gabrielle Bruner	Cactus Mountain Properties	2,352,500	3
268	Dawn A. Dziezynski	Realty ONE Group	2,340,000	3

**Disclaimer:** Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.



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

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

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

**Bin There Dump That®**  
**Residential Friendly Dumpsters**

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 02/28/2022	Total Unit Sales 01/01/2022 - 02/28/2022
269	Jeremy D Williams	MT Real Estate	2,325,000	2
270	Steve J Jardina	Offerpad	2,324,320	2
271	Phillip Shaver	eXp Realty	2,312,500	3
272	Hannah Farbstein	My Home Group Real Estate	2,310,250	3.5
273	Mike Zahn	eXp Realty	2,307,000	2
274	Sergio Santizo	Hague Partners	2,301,000	5
275	Amir Deyhimi	Sterling Fine Properties	2,300,000	0.5
276	Stacy Esman	Keller Williams Realty Sonoran Living	2,298,000	2
277	Daniel J. Porter	RE/MAX Solutions	2,278,730	3.5
278	Thomas Jovanovski	Delex Realty	2,277,500	4.5
279	Carin S Nguyen	Keller Williams Realty Phoenix	2,274,699	5
280	Nicole John	Newman Realty	2,267,990	3
281	Jon Naegle	Realty ONE Group	2,260,000	4
282	Mindy S Parks	Gentry Real Estate	2,256,750	4
283	Kristy Salazar	Redfin Corporation	2,256,000	3
284	Lisa M Harris	Hague Partners	2,245,500	5
285	Heather Rodriguez	eXp Realty	2,245,000	4
286	Susan M Seiber	eXp Realty	2,243,000	3
287	Bryce A. Henderson	Four Peaks Brokerage Company	2,241,000	3
288	Sarah A Nash	ProSmart Realty	2,241,000	4
289	Chance Casey	My Home Group Real Estate	2,239,650	5
290	Michele Keith	HomeSmart	2,234,500	2.5
291	Nancy Castro	Big Door Realty	2,232,900	4
292	David C Zajdzinski	eXp Realty	2,228,000	4.5
293	Kimberly Healy-Franzetti	West USA Realty	2,224,000	2
294	Hope A. Salas	Keller Williams Integrity First	2,222,500	4
295	Bhavana Patel	HomeSmart	2,215,000	4
296	Annmarie Johnson	eXp Realty	2,210,000	5
297	Caitlin Bronsky	My Home Group Real Estate	2,205,000	2
298	Keith Stevens	Realty ONE Group	2,204,000	2
299	Dawn Gingras	Realty ONE Group	2,200,000	1
300	Kristy Morgan	eXp Realty	2,200,000	1.5



**If you have clients relocating or downsizing, make their move easier!**

Relocation  
Downsizing  
Estate Sales & Online Auctions  
Re-settling Liquidation




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



**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



**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



**\$3 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 WE SELL, 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 more than 2% 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](https://n2gives.com) to learn more about our fight.

**N2 GIVES**





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](http://state48roofing.com)

602-527-8502

@State48Roofing