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MEET THE EAST VALLEY REAL PRODUCERS TEAM



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Golden Nuggets



Lorraine Ryall

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Life is 10% what happens to you and 90% how you react.

We have all had bad things happen, and it's your choice how to react to them. Don't let what has happened define or control you. Learn from it, see it for what it is, pick yourself

up and move on. This helps me so much in real estate. When there is an issue, if the deal looks like it is about to fall apart, if my buyer or seller is being totally unreasonable, I find a solution, calm the situation, and explain to my client why it's in their best interest to cooperate, and we resolve the situation.



Kristi Smith

*Landmark Title
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As life's journey takes you to places that you never imagined you would be blessed enough to experience, don't forget to reach back and bring as many people as possible with you. Chances are, you would not have have gotten there without them and so many others. We aren't meant to be on this journey called life alone. We are meant to be His hands and feet.

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Kristi SMITH

— LANDMARK TITLE ASSURANCE AGENCY

Some people love the Christmas season. Others just want it to pass. However, few can deny that the Christmas season tends to bring out the best in people. It is a shame that all that kindness and care only comes once a year.

That is one of the reasons why Landmark Title Assurance Agency (LTAA) has declared Christmas in July. Kristi Smith, executive vice president, and Beth Clouser-Roberson, business development manager, of LTAA have joined up with Dawn Marie Rapaport, one of the founders of Homeless Engagement Lift Partnership (H.E.L.P.), to participate in their wonderful Adopt a Family program.

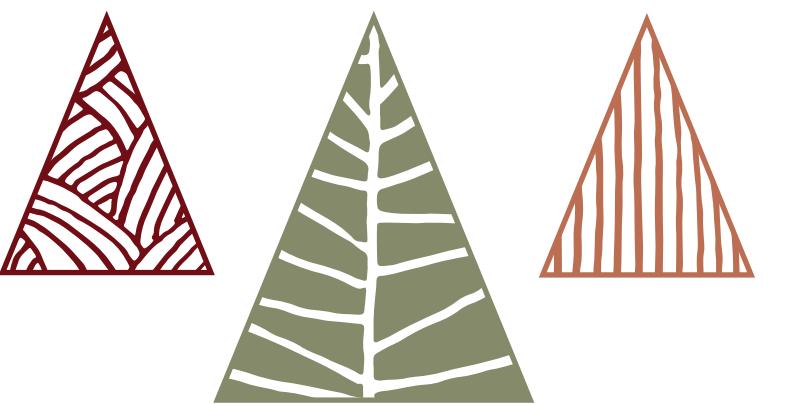
H.E.L.P.'s mission is "to change the cycle of homelessness through our children, provide immediate aid and comfort, promote awareness, and advance education for those who have found themselves in some form of homelessness."

Kristi's Story

Well before entering the mortgage business, Kristi was largely a stay-at-home mother while her children were still very young. "Everything that I did career-wise was done so that I was home when they were," she explains. "I did some substitute teaching and some editing and writing for a publication."

That was until a friend of Kristi convinced her to get her mortgage license in Texas to join her friend's brokerage. Although a strong work ethic is admirable, it is dangerous to let it consume your life. "When I moved to Arizona, I spent another three years in lending. I was on 24/7 and thought that it was due to being in the mortgage business. My daughter asked me to step away for the next year and a half while she finished high school to be more present. That hit me like a ton of bricks. My family was the most important thing in my life, but I wasn't doing a good job of portraying that to them. My escrow officer at the time talked me into looking into sales for her company. It gave me back my weekends and gave me more flexibility."

CHRISTMAS IN JULY



Kristi Smith, Dawn Marie Rapaport, and Beth Clouser-Roberson
Photo Credit: Devin Nicole Photography

From there, Kristi made certain that her family always knew that they came first in Kristi's life. She worked as a Business Development Manager at that company for three years before moving to a national company as their vice president of sales for nearly four years. That was until Kristi's partners, Vicki Etherton and Tommy Sullivan Jr., proposed the idea of growing LTAA's residential footprint.

"At the time, Landmark was primarily a commercial title company and had one location. Currently, we have six locations in Maricopa County, one in Prescott, and two in Nevada." It is quite clear that LTAA was widely successful in its expansion.

Kristi and her husband, Derek Parker, collectively have six children: four sons and two daughters. Her family has since expanded to include a son-in-law, two grandsons, and a granddaughter on the way. Kristi also mentions a "crazy puppy" to top it all off. "They are all such amazing people, and we love spending as much time as possible with them. We love to travel, hike, kayak, and are big foodies."

Beth's Story

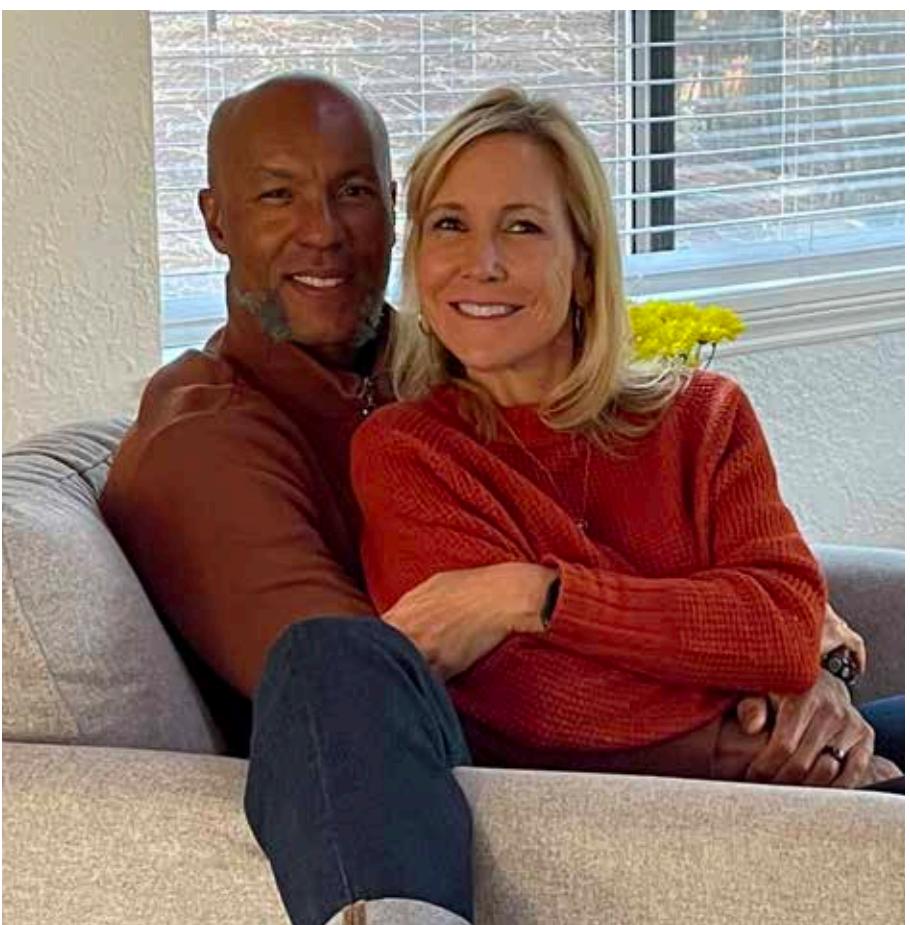
Beth first entered the industry as a real estate agent but quickly discovered that it was not the best fit for her.

"The title company that I was using encouraged me to apply for a sales job, and they hired me. I found my passion. Being a Business Development Manager allows me to coach and lift others up. I am able to help my clients become better in their business and to live better lives."

Beth joined LTAA in 2018 as one of their original business development managers. With over 28 years in the title industry overall, Beth has become a key employee of LTAA.



Beth with her husband Rob



Kristi Smith and her husband Derek Parker



Dawn Marie Rapaport and Kristi Smit
Photo Credit: Devin Nicole Photography



We also made a decision as a company to declare Christmas in July from that point on. We would celebrate and honor our clients in July instead of in December when everyone is inundated with events and gifts. We would then invite them to join us in December to adopt families who otherwise would likely go without.

Beth and her husband, Rob, have three children: one son and two daughters. Just as with Kristi's family, as their children have grown, they now have a son-in-law, a granddaughter, and a grandson. Beth loves to spend time with her family whenever she can.

H.E.L.P.

When Dawn Marie was a child, she went through seasons of homelessness. From this, she learned and fully understands what it means to be uprooted continuously. She knows what it means to have no idea where you will lay your head that night or even the next time that you are going to eat.

Coming from a successful career in this industry of real estate, Dawn Marie Rapaport and Michael Rapaport founded Homeless Engagement Lift Partnership to lend a helping hand to the many people — adults and children alike — who must face this harsh reality.

One of H.E.L.P.'s primary programs is their HelpSnackz. Every month, they put together thousands of bags of non-perishable foods to be sent to school districts. These HelpSnackz serve to help feed children who rely on school breakfast and lunch as their only meals.

H.E.L.P. has several different events and programs through their REACH (React, Educate, Action, Care, Hope) programs, but one of their largest yearly programs is their Adopt a Family program. With Adopt a Family, individuals or businesses can help struggling families during the holidays. When you adopt a family, H.E.L.P. will share details about the family, such as more detailed items that the family may need or possibly even more.

Christmas in July

LTAAC got involved with Adopt a Family two years ago when Kristi and others there were introduced to Dawn



Beth with her daughter Amanda.



Kristi with her family

Marie through Sarah Touchstone, one of their employees. "When I heard her story, I was immediately moved and asked her to speak to our sales team," Kristi shares. "She told her story to them, and it was instantly unanimous that they would speak to their branches and ask to participate in H.E.L.P.'s Adopt of Family program."

"It was the first year that H.E.L.P. was doing Adopt a Family, and we got to be in it on the ground floor. We also made a decision as a company to declare Christmas in July from that point on. We would celebrate and honor our clients in July instead of in December when everyone is inundated with events and gifts. We would then invite them to join us in December to adopt families who otherwise would likely go without."

"We begin the campaign in June of each year and carry it out until December. Santa (a volunteer) comes to our celebrations in July. They are also involved in H.E.L.P. Our goal is to bless as many families as possible, and we are asking those in our industry and out to join us."



Kristi Smith and Beth Clauer-Roberson
Photo Credit: Devin Nicole Photography





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Lorraine RYALL

RISING TO EACH OPPORTUNITY

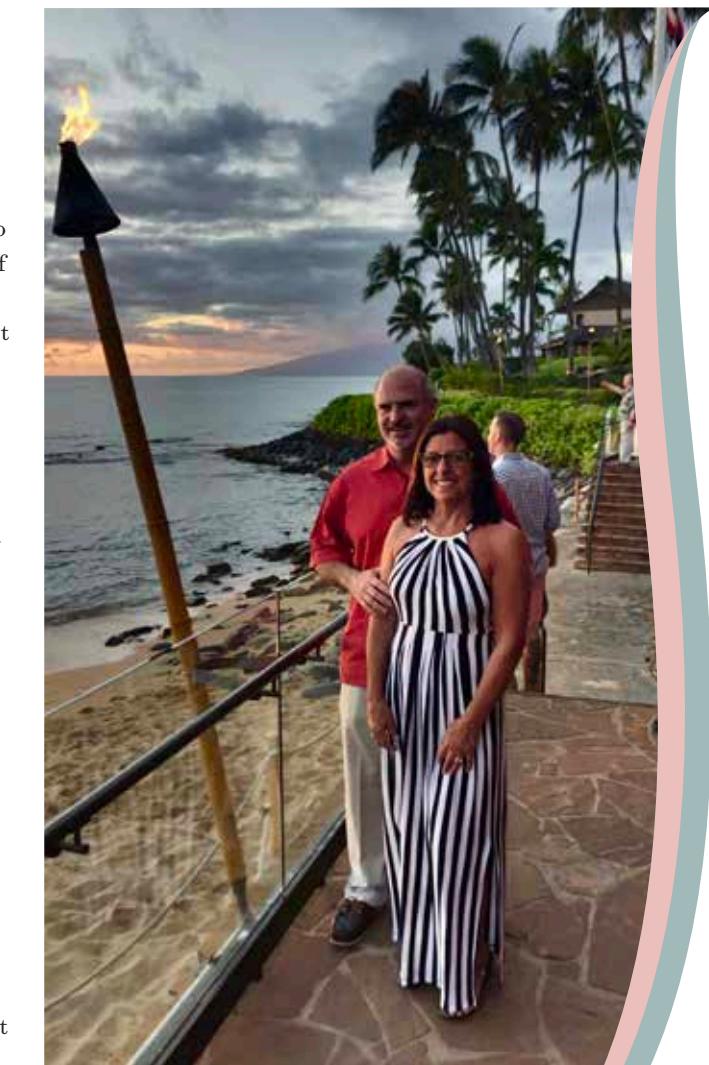
Those who believe they have just one shot at finding success haven't met Lorraine Ryall.

As an associate broker with KOR Properties, she is a big believer in the fact that there are many opportunities to move ahead in life. She's also a person of action ... who meets each challenge and opportunity straight on to make the most out of each day.

"No matter what happens, no matter how hard life seems, you can change it for the better," Lorraine emphasizes. "Whatever you want out there is obtainable ... you just have to go for it."

In Pursuit of What's Possible
Lorraine hails from London, England, and when she was 26, she embarked on a pivotal trip to the United States. She quickly fell in love with the land of opportunity and knew this was where she wanted to live.

Lorraine began working as a waitress and soon had an opportunity to transition to the natural gas industry. She started in the accounting department but quickly found an opportunity to pivot.



• • •

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"The company's gas scheduler got sick, so they asked me to step into her position until she came back. She never did, so I kept going. I scheduled gas on the pipelines and loved it," she explained. But Lorraine was always looking ahead, and a promotion led her to a position as a natural gas trader, which then took her to Oklahoma City.

"I day traded natural gas with companies such as Enron, SWG, PG&E and SoCal. Later, I worked for Duke Louis Dreyfus in Connecticut and eventually was transferred to Scottsdale, which is how I ended up in Arizona," she says.

In the meantime, Lorraine started her family and had twins. At that point, the intense early hours and travel were not conducive to raising two little ones. She stayed home with her children until they were old enough to start school.

A New Direction

In time, a new opportunity came her way.

"My neighbor was a REALTOR® and said I'd be a great REALTOR® because I was very outgoing. That always stuck with me, so when I decided to go back to work in 2008, I went into real estate."

When Lorraine first entered the real estate industry, it was during the nation's economic downturn. But with her trademark perseverance, she found a way to help others. She specialized in short sales — and closed more than 100.

"Working in real estate during the downturn was so rewarding. People were in severe distress during that time, and I was so happy that I could be there to help them," Lorraine explained. "Being able to help them avoid foreclosure and navigate the complexity of the short sale process was so humbling and incredibly rewarding."



“

My passion for helping people is what gives me the most pleasure and what really drives me. There is no better feeling than when you know you have truly helped someone buy or sell their home for the best price, got them through some hurdles you know others may not have been able to manage, and was there for them to make their buying or selling process as smooth as possible.

Photo Credit: Devin Nicole Photography

•••



•••

Taking Life Head On

Lorraine carries a full-ahead spirit into work and life. In turn, she always aims to go well above and beyond for her clients.

"If there is a hiccup, I fix it; if there is an issue, I think outside the box to help them," Lorraine said. "In a lot of cases, I am their counselor, and I hold their hand, calm them down and assure them things will be OK ... I love being able to do everything I can for my clients, so they can just take care of what they need to do."

In turn, her deep sense of care and commitment has produced rewards all the way around. During 2021, she recorded an impressive total of 41 transactions, representing \$29 million in sales volume.

Life's Fulfillment

Lorraine is fulfilled by time spent with her family, including her husband and her now 20-year-old twin children.

In her free time, Lorraine enjoys camping, boating, hiking, exploring the outdoors, and volunteering with the Aviation Explorers and recently was on the committee for the Falcon Fields 80th Anniversary Gala. She also loves to travel and, in the past year, has visited London, Hawaii, Africa, and Oshkosh.

Lorraine's husband, Rick, is a pilot and one of her favorite things to do is share the flying experience with others.

"We recently got a small plane, and we love to fly family and friends over the lakes and go for breakfast or lunch at one of the airport restaurants. I love sharing adventures with friends," she says.

"My passion for helping people is what gives me the most pleasure and what really drives me. There is no better feeling than when you know you have truly helped someone buy or sell their home for the best price, got them through some hurdles you know others may not have been able to manage, and was there for them to make their buying or selling process as smooth as possible."

“ I love being able to do everything I can for my clients, so they can just take care of what they need to do.



Photo Credit:
Devin Nicole Photography



How to Make 2023 the BEST YEAR OF YOUR LIFE: A Seven-Step Formula for Goal Setting



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SUCCESS BEGINS WITH YOUR MINDSET

Stanford professor Carol S. Dweck, Ph.D., has studied ultra-high achievers for over 20 years. She summarized her research in the bestselling book, *Mindset: The New Psychology of Success*.

In her book, Dr. Dweck uses science to prove people who develop a growth mindset achieve a greater degree of success and personal fulfillment — *however* they define it.

She explains **the key difference is found in how you think**. Her conclusion is people who achieve extraordinary success live with a “growth mindset.” In comparison, those who chronically underperform live with a “fixed mindset.”

She states a fixed mindset is closed off to new thoughts and ideas. People with a fixed mindset also tend to have limiting beliefs. These negative thought patterns hold them back from reaching their full potential.

But people with a growth mindset are generally more open to new concepts and ideas. They actively seek out learning opportunities and different perspectives to better themselves.

People with a growth mindset are more willing to accept change. Because as one of my early mentors, John Maxwell, once said, *“Change doesn’t always equal growth. But growth always equals change.”* To reach new levels, you must change, improve and grow.

THE LAWS OF LIFETIME GROWTH

Professor Dweck isn't alone in her findings. Bestselling author and legendary entrepreneurial coach, Dan Sullivan, says:

“Whatever you want to see in your life that’s not there now is about growth. Growth is at the root of everything that gives us a feeling of accomplishment, satisfaction, meaning, and progress ... Growth is a mindset.”

Dan outlines the **Ten Laws of Lifetime Growth** in his book by the same name.

1. Always Make Your Future Bigger Than Your Past.
2. Always Make Your Learning Greater Than Your Experience.
3. Always Make Your Contribution Bigger Than Your Reward.
4. Always Make Your Performance Greater Than Your Applause.
5. Always Make Your Gratitude Greater Than Your Success.
6. Always Make Your Enjoyment Greater Than Your Effort.
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Having a growth mindset is necessary for success, but growth is only half the equation. The other part is continuous goal setting.

A goal is simply a dream with a deadline. Goals represent your passions, purposes, and priorities connected to a plan for achievement.

SET A NEW YEAR'S GOAL — NOT A RESOLUTION
According to a recent Forbes article, 40% of Americans will make a New Year's resolution to improve their life. But 80% of them will fail within the first 30 days!

Sure, New Year's resolutions sound admirable. But they aren't very effective. That's because New Year's resolutions tend to be vague abstractions. They often lack a plan of action or accountability.

Unlike an empty New Year's resolution, goals include an action plan. They have a deadline, by definition. In short, when you set a goal, you are committing to *do something, by a given time*.

That's why my former client, Brian Tracy, says, "*Goals are the fuel in the furnace of achievement.*" Billionaire philanthropist W. Clement Stone agreed when he summarized, "*Success is goals. All else is commentary.*"

Setting and achieving your goals is the key to:

1. Deeper relationships.
2. Getting into better shape.
3. Becoming financially independent.
4. Finding more joy and purpose in your work.
5. Increasing the number of listings and referrals you get.

Goal setting is the key to having more meaning and satisfaction in your life.

Unless you have set clear and specific goals, you are less likely to realize the true potential that lies within you. That's why Earl Nightingale said, "*Happiness is the progressive realization of a worthy goal.*"

GIVE YOURSELF A "CHECK-UP FROM THE NECK-UP"
Zig Ziglar was an American icon. One of his common punch lines was, "*Get rid of stinkin' thinkin' and give yourself a check-up from the neck up.*" It

was his way of getting people to break through their fixed mindsets.

Zig was a true rags-to-riches story. That's why I was honored to provide marketing and advertising for the Zig Ziglar Corporation after he passed.

Zig had a great analogy for teaching the importance of goal setting. He called it the "Wheel of Life." Imagine a bicycle wheel with seven spokes. Each of the spokes represents a different area in your life.

The seven areas are:

1. Physical
2. Mental
3. Relational
4. Financial
5. Professional
6. Personal
7. Spiritual

Zig would tell people to rate themselves in each of the seven areas on a scale of one to ten, with ten being perfect. Any category with a rating less than five was "flat" and needed focused attention.

When each of the seven categories is above a seven in satisfaction, then you're off to a "smooth" and "balanced" ride.

To help people set goals in their "flat" areas, Zig taught a version of the following seven-step formula:

1. Write your goal out by hand and be as clear and specific as possible.
2. Write out all the motivations and reasons you have for reaching it.
3. Write down all the obstacles you'll need to overcome for it.
4. Write down all the benefits you'll get by achieving it.
5. Write down the skills and tools you'll need to get.
6. Write down your action plan.
7. Set a deadline and start.

These seven steps will help you set goals you actually achieve.

So what areas would you like to see your life grow in 2023?

What goals do you need to set today as a result?



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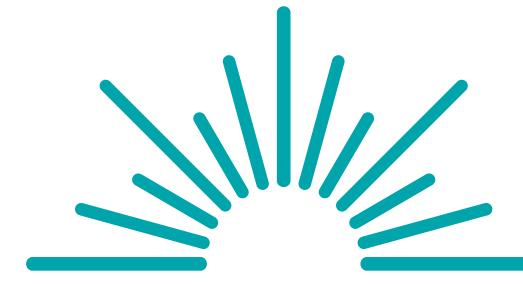


FIND THAT ONE THING
THAT YOU LOVE
ABOUT REAL ESTATE
OR WHATEVER IT IS,
AND DO THAT.



>> rising star

By Brandon Jerrell
Photo Credit Devin
Nicole Photography



BRETT WORSENCROFT

It is no secret that real estate requires commitment, but you must make sure that you are never over-committing yourself. That is not to say that you should not give your clients your all — you should always put 100 percent into your business — but you should never promise more than what you can deliver. Focus on your commitment and become an expert there first.

Brett Worsencroft, the owner of the Listing Llama Real Estate Investment team who is with Keller Williams Integrity First Realty, offers a great example of this principle.

“Find that one thing that you love about real estate or whatever it is, and do that. Hyperfocus on that one thing: a small section of town, or your neighborhood. Hyperfocus on that, and then you can leapfrog from there to bigger things.”

Early Life

Brett comes from the tiny town of Erda, Utah. He jokingly remarks about how the town has *now* acquired both a stop-light *and* a gas station. “There was a smokehouse for your meat processing, a drive-in theater, and a diner.”

He left this small town for a mission in Santa Cruz, Bolivia, from 2005 through 2007. He later married his wife, Nelly. They moved to Arizona when Brett joined the United States Border Patrol.

“One of the biggest pivotal moments in my life was going on a mission. That set my life on a trajectory to join the border patrol and meet my wife. Everything great that has ever happened to me in my life I can attribute back to that moment when I made that decision to serve a mission.”

In another turn of events, Brett decided to push to become the union president for the Border Patrol Yuma sector. “I had never been involved in a union before. In Utah, we





don't necessarily have unions. I ended up getting into a disagreement with the former union president, so I established the goal that I was going to take control of the union and fix it. In a matter of months, I was union president — not knowing anything about a union or how they operate. I was now the president of that union. After a few years we had completely changed the way the union ran and how it represented its members”

Shifting to Real Estate

Brett elaborates on how that experience pushed him to develop skills he did not previously need, such as speaking on national television. One of the core skills he gained was dealing with conflict resolution and negotiating. “So many things I learned from that position because I was put outside of my comfort zone.”

“I am a product of my past. Not trying to be all philosophical here, but it’s true. Thanks to my past, people, relationships, work, home, and life, I am who I am, and I have the ability to do what I do at a high-level thanks to my past.”

Originally, Brett planned on getting his real estate license when he was 21, but he ended up joining the United States Border Patrol instead. After 13 years in the patrol — and a few years as a missionary before that — Brett had to retire due to medical reasons. He took this opportunity to go back and get his license.

True Care

“One of my main goals of becoming a Real Estate agent was that I did not want to have someone tell me when I need to go to work and where I need to go to work. I wanted to be able to spend time with my wife and kids. In the border patrol, you worked a minimum of 10 hours a day, five days a week, or sometimes more. They told you when to work and where to work. I wanted more time and freedom to spend with my family.”

If we truly just want to be of service and value in people’s lives the real estate will happen. “Stop trying to sell real estate and look how you can be a value add to someone’s life.” He continues “the moment you expect something in return, the interaction is no longer about genuinely wanting to be a part of someone’s life. Instead, it is just a business transaction.”

That is why his whole team is about building and maintaining positive relationships. “We have a strict goal of 10 conversations a day. I know other people do this, but the difference with us is that it’s purely 10 conversations



that don’t have to be real estate related. As Matt Chic always says ‘If people know, love, and trust you, they will do business with you’. Stop trying to sell real estate and try to be of value in people’s lives.’

“Success to me is improvement over time. Truly enjoying what you do not just because it pays well but because you enjoy it. It’s not about the money, it’s about being able to go do whatever makes you truly happy. If flipping items from the thrift store makes you happy, then go crush it!”

“In my team, Listing Llama Real Estate Investment, we have some of the best agents in the industry that truly want to be a value in people’s lives. We are a group of newer agents that are going out and crushing this industry;

we are building a phenomenal team that is constantly growing.”

An Authentic Man

Brett is the proud father of four boys. “We spend a lot of time cleaning and cooking lots of food. We do try to go hiking whenever we can and go outside. But between school and work, there is not a lot of time. We do try to travel once or twice a year to visit national parks or somewhere we haven’t been.”

Congratulations to Brett Worsencroft, this month’s Rising Star, and his team at Listing Llama REI. His care and passion for people are undeniable.

“Don’t try to take on the world. Take on your neighborhood. Be your neighborhood expert, and your career will explode from there ... Be your true and authentic self, and people will connect with that and want to work with you because of who you are.”

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



BEWARE OF HIRING AN UNLICENSED CONTRACTOR

Often, clients will come to me saying they've had problems with a contractor they hired to do a remodel or perform construction work on their home. Frequently, we learn that many of the problems result from our client's use of an unlicensed contractor. Many people are unaware that a simple online search to find out if a contractor is licensed or not is available and could save them many headaches. (Here's the link: <https://roc.force.com/AZRoc/s/contractor-search>).

When a person uses an unlicensed contractor as opposed to a licensed contractor, their options for remedies to resolve construction defects or the contractor's breach are severely limited. However, with a licensed contractor, there are multiple avenues of remedies available to resolve the construction dispute and potentially make the homeowner whole.

Arizona law requires all construction contractors doing work over \$1,000 to be licensed with the Arizona Registrar of Contractors. Contractors who are found to be violating this law are subject to criminal prosecution. See A.R.S. §§ 32-1151 and A.R.S. § 32-1164. What's worse for these unlicensed contractors, Arizona law and public policy deem it so important for them to be licensed that if a homeowner decides not to pay them, these unlicensed contractors have no legal remedy to

pursue since they are prohibited from filing a lawsuit against the homeowner by statute. See A.R.S. § 32-1153. Conversely, a homeowner could sue an unlicensed contractor for shoddy work, although the homeowner may find recovering money from an unlicensed contractor an impossible task. Further, a homeowner could report the unlicensed contractor to the Arizona Registrar of Contractors for criminal prosecution for contracting without a license.

Hiring an unlicensed contractor usually means that a homeowner allowed "unpermitted" construction work to be performed as well. This can leave a homeowner in a dire situation where they are unable to sell the home because the necessary building permits were not obtained. Because home sellers are required to provide the buyer with a seller's property disclosure statement listing all known work and issues with the home, the property owner may face a situation where they are legally at risk if they do not provide all the details of that work and are responsible for all the costs to rectify any related defects before they can complete the sale.

In contrast to hiring an unlicensed contractor, if a homeowner hires a licensed contractor who does sub-par work or breaches a contract, a homeowner has at least three ways to potentially be compensated and/or have the work repaired.

First, Arizona law requires licensed contractors to provide a warranty of their work for two years from completion and gives the Arizona Registrar of Contractors jurisdiction over these licensed contractors to force them to fix problems or risk having their license sanctioned or revoked. The homeowner needs to file a complaint with the Arizona Registrar of Contractors. See <https://roc.az.gov/file-complaint>. This can be done on one's own, but it is recommended that they engage a construction law lawyer. The Arizona Registrar of Contractors will then send an inspector to the home. If the inspector finds issues with the contractor's work, he will issue a corrective work order requiring the contractor to make the repairs. If the repairs are not timely made or made at all, the homeowner then has the right to pursue a hearing with an administrative law judge who has the power to order the contractor to abide by the corrective work order. The administrative law judge also has the power to order the contractor to pay restitution or risk losing its license but it is rare that the administrative law judge awards a monetary restitution order. If a homeowner desires a monetary judgment and does not want the contractor to come back to the home, pursuing remedies with the Arizona Registrar of Contractors is not the way to go, and a civil lawsuit is recommended.

Second, the Arizona Registrar of Contractors also has a contractor recovery fund that a homeowner can pursue for defective construction work performed by a licensed contractor for up to \$30,000. See A.R.S. § 33-1133 *et seq.* <https://roc.az.gov/recovery-fund>. An administrative process exists for pursuing the recovery fund requiring a homeowner to submit an application and three bids from other contractors showing how much

it will cost to finish the project. Typically, if pursuing the recovery fund through the administrative process, the Arizona Registrar of Contractors does require a homeowner to attempt to resolve the dispute through them as outlined in the preceding paragraph first.

The third method of recovery against a licensed contractor is to file a civil lawsuit. In a civil lawsuit, not only can one bring claims against the contractor for breach of contract (among others), but it can also include a civil claim against the Arizona Recovery Fund within the lawsuit and bring a claim against the contractor's licensing bond. Generally, contractors are required to have either a \$5,000 or \$10,000 licensing bond on file with the Arizona Registrar of Contractors. If the contractor goes out of business or is unable to pay the ultimate judgment entered against it, the bond and the recovery fund can be ordered to pay the judgment. If the contractor is still in business, the homeowner can get a judgment against the contractor for their monetary damages.

Arizona law further protects homeowners by requiring a licensed contractor to have a written contract with the homeowner spelling out the terms of their agreement. See A.R.S. § 32-1158. If a licensed contractor fails to do so, not only can the licensed contractor be sanctioned by the Arizona Registrar of Contractors, the licensed contractor will be prohibited from recording a mechanic's lien for work performed against the home if the home is an owner-occupied home. See A.R.S. § 33-1002(B).

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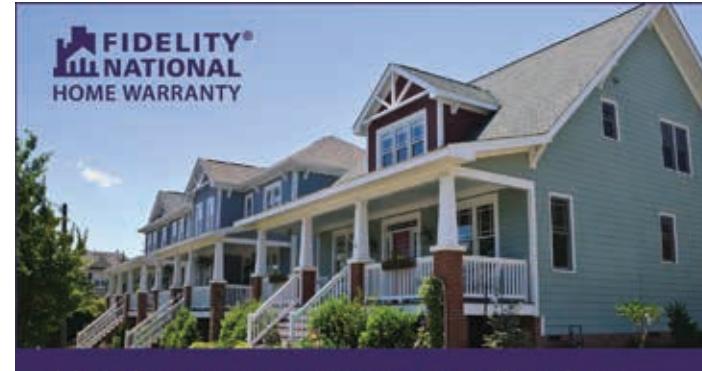
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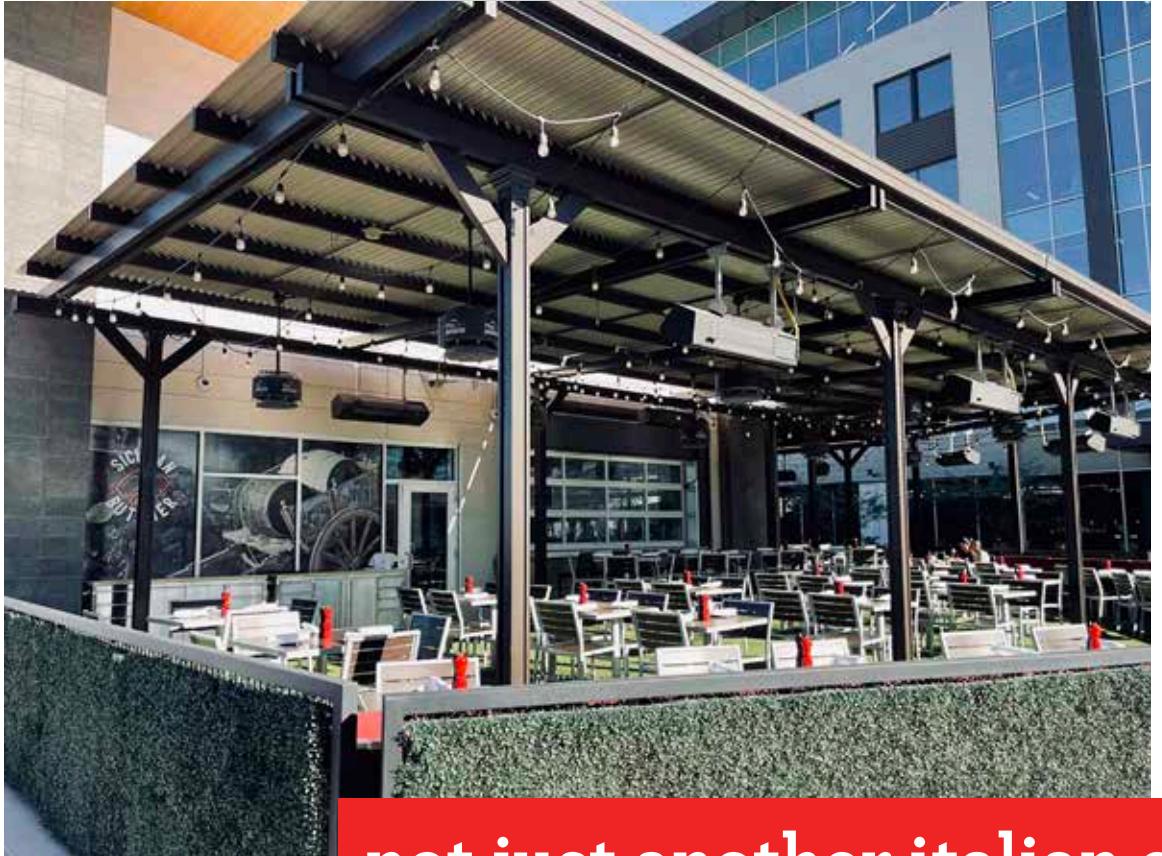
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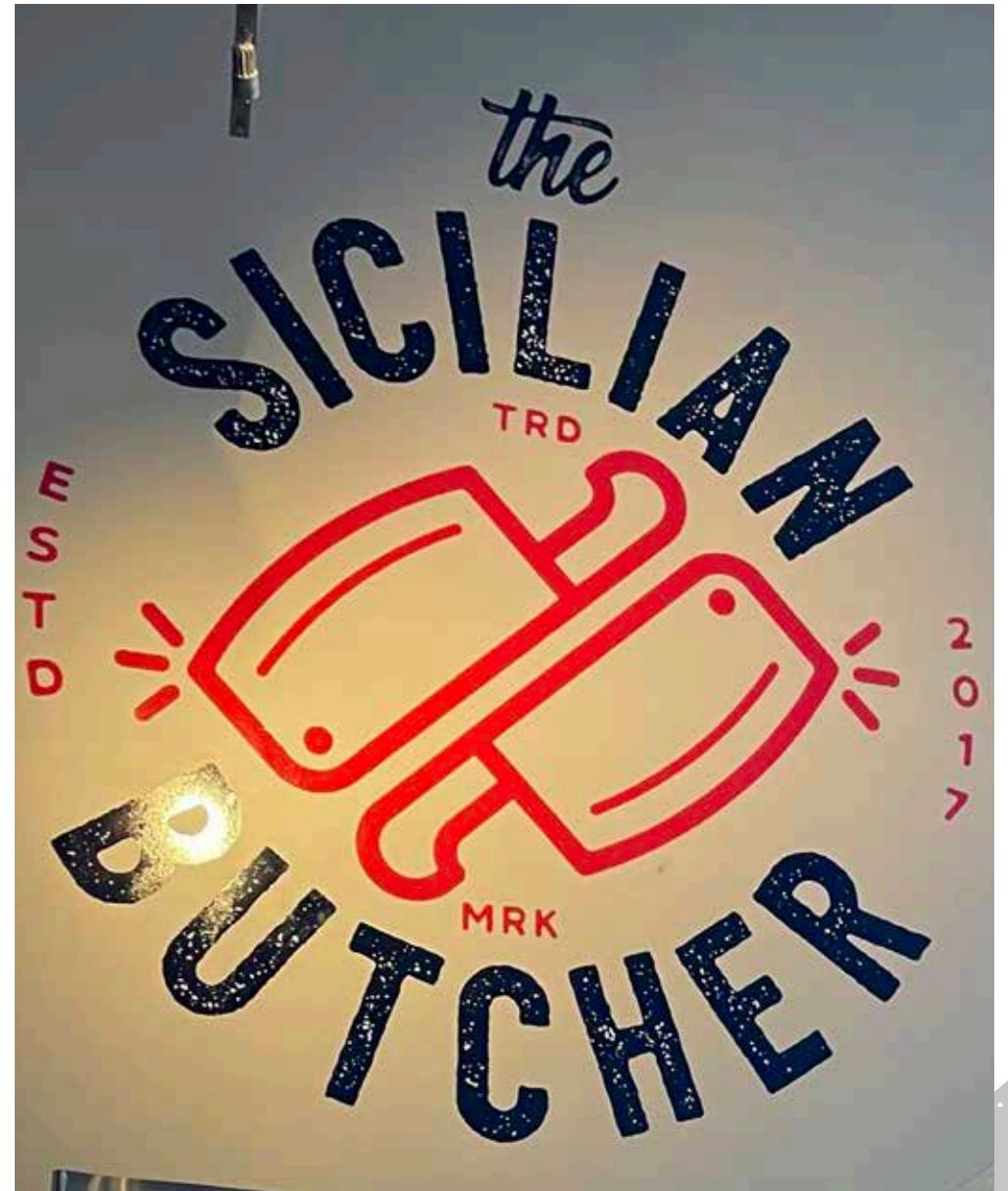
Imagine, if you will, receiving an invitation to dine at one of the best restaurants in Italy, and not just Italy but the "flavor" and core root of the Italian culture of passing down traditions and recipes for generations. In other words, when you venture out to experience The Sicilian Butcher, prepare yourself for not just authenticity but feeling like you have been invited by the butcher himself to share in the best cuts, which he only reserves for his family.

Started by the son of Tomaso Maggiore from Bagheria, Sicily, Joey Maggiore is the real deal. It is the Sicilian that is most underestimated, thinking the classic Italian food will be found here. This unique concept has both the modern aesthetic of a sleek and sexy atmosphere and the incredible influences of the unique people of Southern Italy.

The Chandler location is much larger than the original, with an expansive patio and floor-to-ceiling windows. Red, cream, black and green are the main colors, with chandeliers made of wine bottles, red leather bar chairs, and white marble countertops. There are thoughtful touches throughout, like pictures of Joey's grandfather with wine or making pasta, lights fashioned from meat hooks as would be seen inside a butchery and full brick and leather walls.

It was 2:30 in the afternoon, and the place still had a good handful of patrons even in the slower in-between lunch and dinner hours. Two lovely hosts greeted and sat me at a center table. Without hesitation, the server brought me the menus and water, and I ordered one of my favorites, an Aperol spritzer. The tables are impeccable and the glassware without a mark. I began skimming the menu when my cocktail arrived. Not surprisingly, it's perfect with a nice orange slice floating on top. I decided to begin with the arancini, which are Italian rice balls filled with

bolognese (meat sauce), mozzarella and peas. They are then rolled in bread crumbs and fried, served with the classic marinara sauce for dipping. When you cut into the middle of one of these delightful appetizers, the melting cheese, the meat sauce, and the yellow rice are as fresh as it gets. I enjoy a tangy red sauce, and the fresh beef and meats push the tastebuds to a new level. One appetizer is plenty for two and a small bite for four. The beautiful salad arrived shortly after enjoying the first course, roasted beets and figs with cypress grove goat cheese. The red and gold beets are incredibly fresh and sweet,



the cheese just melts in your mouth, and the portion again, enough for two. The main course was the most difficult to decide on as I focused on the menu. Wood-fired pizzas, custom charcuterie boards (we are at a butchery, after all), sandwiches, traditional entrees such as chicken parmesan and specials of the day. What truly brought me here was the reputation of the meatballs, so that was what I needed to order. The famous "Bucket of Balls"! You get to choose the type of meatball, different meats and recipes, your sauce and your bottom if you want a full entree. I chose the Sicilian, of course, veal,

...

prime beef, pork, pine nuts, raisins, sharp provolone, parmigiana and herb breadcrumbs. I opted for the traditional marinara and gluten-free penne pasta. The balls have a very good consistency; a good mix has more texture and bite to it than a “formed” ball of breadcrumbs that you will typically find. These are hearty, well-flavored and have great texture.

As I finished up the three courses, I decided to also sample three deserts and take the rest home to the family. One of the areas this restaurant has expanded on is the bakery. Build your own cannolis, Italian cookies, pastries and cakes, along with espressos and gelato. Today I went with the lobster tail, buttery, flakey dough filled with vanilla custard. The sfogliatelle is also a flaky dough yet filled with my favorite sweet ricotta and powdered sugar and the chocolate moose/pudding in a small tart cup. Exactly as one would expect, fresh, flaky with that touch of



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salty butter, the fillings to die for and rich enough to satisfy in just a few bites. As I sat sipping my hot espresso, stirring with a crystallized sugar stick, I felt as if I had truly enjoyed a private dining experience in the heart of Sicily in the hometown's favorite butchery. After packing up the leftovers in well-designed recycled containers, I spoke with the manager Bryon Rosas about live music, special Christmas dishes and holiday desserts. A huge smile on his face and a look of pride showed as he related, “Oh, you know it; we

try and bring in some really special recipes and entertainment. It's all about community!”

...with that, I bid him, “Ciao!”

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Nick Kirby
Keller Williams

I see a lot of opportunities for people who can tolerate a less-than-enjoyable interest rate in the short term.



Chris Tiller
Russ Lyon Sotheby's International Realty

Data doesn't lie. It's going to get ugly. Lowest mortgage applications in 20 years. Rates showing no sign of declining. Fed policy is doing very little to curb inflation. Treasury 10-year maturity minus three years and two months just went negative. There has been a three-to-six-month warning of every recession in the last 40 years. The tide is about to go out on real estate agents, and we're going to see who doesn't have any pants on.



Darwin Wall
RealtyOne Group

A market correction.



Nicole Courtney
Weichert, REALTORS® — Courtney Valleywide

I think a lot depends on what happens with interest rates. If they stay the same or especially keep rising next year, I think things will continue to decline. However, if rates drop, I think the market will pick up dramatically as there are a ton of buyers waiting on the sidelines. The interest rates are greatly affecting affordability.



Leila Woodard
My Home Group

In 2023, I see we will be correcting to where we would have been had we not appreciated 28% in one year. That was never healthy or sustainable. I'm hopeful rates will return to the 4 to 5% range once we pass the normal slowdown for election changes, two or three quarters, but who knows? Once rates come down, more buyers will remerge. We will have harder-working agents helping buyers/ sellers relocating or who have had life events that caused a move. Agents that will remain will have good positive mindsets that will move them forward. They will continue building the relationships they have, planting continuous seeds. We can supplement income with rentals, referrals, BPOS. Agents need to be on the ground being a source of sound advice. The more you know and stay tuned to the changes, the more you will grow. Everyone will need to revisit budgets and see where they can adjust without it affecting lead generation and advertising. Many opportunities will become present. Follow the fish and find who is buying/selling and help them.



Christine Gioria
Launch Real Estate

It's definitely not going to be like it was the last two years, but if you have the right advocates (i.e., REALTORS® and lenders) that can actually negotiate and do their job, people will still be able to buy and sell. There will always be people needing to move. I think it's going to be a correcting market weeding out the weak agents that don't know how to work.



Brandon Mena
RE/MAX

Economy crash, real estate will follow. Rates 9% to 10%.



Scott Marlow
eXp Realty

A 50% drop in prices from peak to trough, and 30% of agents will be out of business. Call it "doom and gloom," but I see a lot of opportunities for skilled professional agents to thrive, and there will be amazing investment opportunities that will be life-changing for those with the right perspective.



Shawn Rogers
West USA Realty

BAU (business as usual).



Jason Grandon
My Home Group

I see a great year with GREAT agents working together and many others getting out of the business.



Dena Greenwalt
RE/MAX Alliance Group

No one can predict, and there are a lot of doom and gloom agents and public figures. However, I firmly believe that we will not see a crash. Will we see prices flatten or drop? Possibly but not to the extent it could be qualified as a crash. Rates are probably going to stay high, but there are a lot of indications that they, too, will adjust and go down. We all need to focus on what we can control. Read the facts and stop listening to all the noise.



Gordon Hageman
My Home Group

All the people that bought before 2021 will be happy with their equity. Those that bought for the majority of 2022 will be flat with their purchase. 2023 will be mostly flat. 2024 will be what we have all been used to for the most part. "Normal" market appreciation.



Gregory Dybas
eXp Realty

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► weserv monthly update

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

WeSERV

Reflects on Another Amazing Year

It's hard to believe that the year is coming to an end. Like many, the end of the year provides the opportunity for celebration and reflection. During this precious time, we can come together to reflect on what was, appreciate what currently is, and envision what's to come. Here at the West and SouthEast REALTORS® of the Valley, there are no exceptions to reflecting and visualizing our future

goals. I'm most proud of the countless hours our volunteers have spent giving back to their communities and the association. Our volunteers hosted several events this year, such as our family picnics, beautification initiatives, holiday charity drives, and so much more. It's truly amazing to see these extraordinary individuals put forth such efforts for the betterment of their community.

The end of the year poses a time for WeSERV to look for new leaders who want to move the association forward and focus on bettering their communities. This effort is where our leadership program comes into play. The program began in 2004 as a unique educational opportunity not only about making better REALTORS®, it's also about building communities and developing successful leaders. It's a program near and dear to many due to the camaraderie created by each graduating class. Many of our previous graduates continue to be involved with WeSERV by serving on numerous committees. Some have the pleasure of serving on our board, and others become ambassadors for the association.

As this year ends, WeSERV still has a few celebratory and community involvement projects to wrap up. Our annual Real Wishes: Coats for Kids drive is in full swing. The donation drive allows WeSERV members to donate winter coats to local schools in Cochise County. WeSERV will also host our annual installation ceremony, where we thank and acknowledge our extraordinary leaders for an incredible year. The event is always a special gathering. Leaders of yesterday and tomorrow came together to applaud our 2022 officers for yet another successful year. I want to thank these outstanding individuals for their hard work and dedication. We're incredibly fortunate as a REALTOR® association to have volunteers who want to see WeSERV prosper. We can't wait to see what the future holds. One thing is for sure: our future is beaming.

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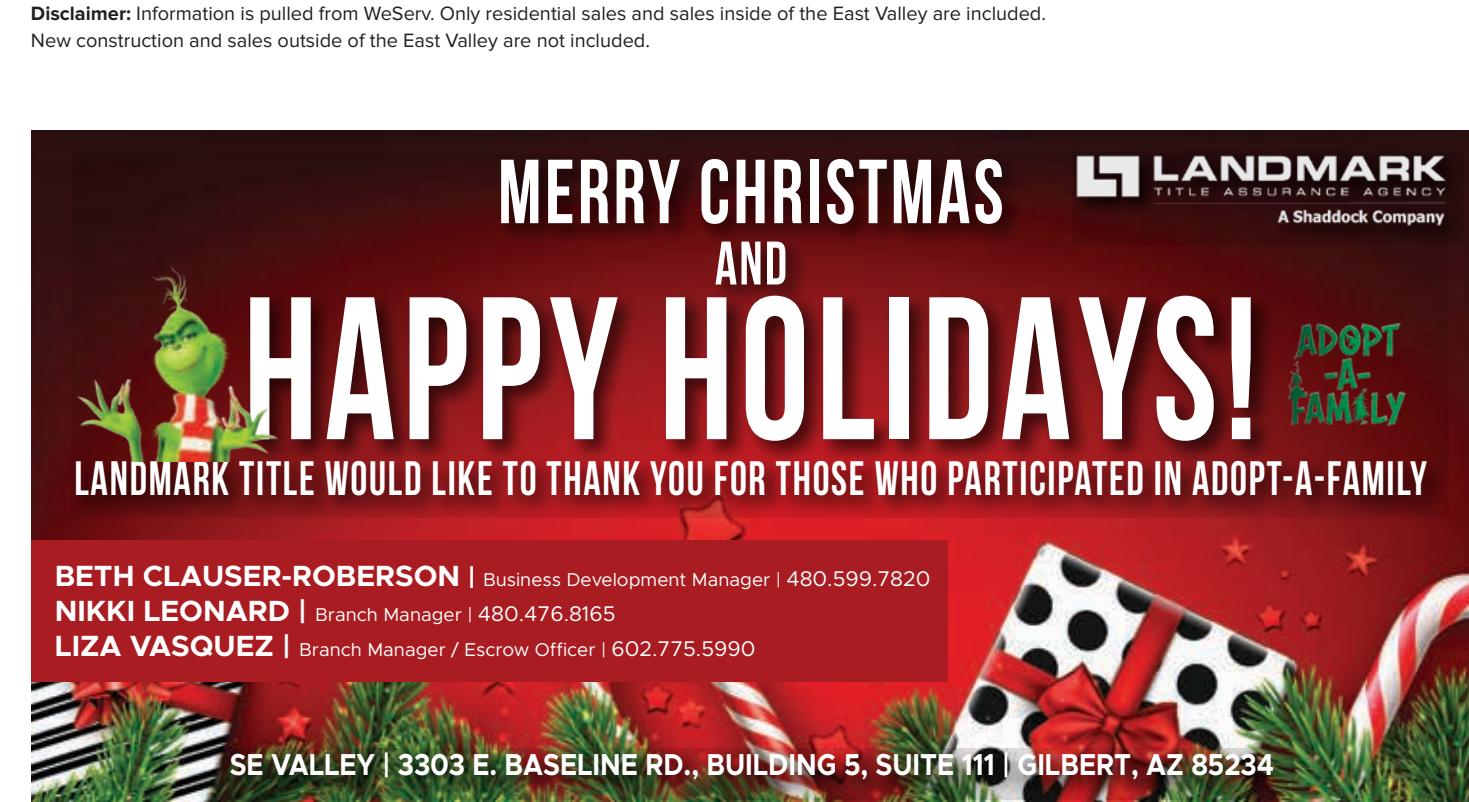
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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Oct. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
1	Derek Dickson	Offerpad	172,173,359	323
2	Richard Harless	AZ Flat Fee	136,270,540	186
3	Daniel P Noma	Venture, REI, LLC	129,213,966	270.5
4	Kristy and Nick DeWitz	Hague Partners	90,657,847	156
5	Karl Tunberg	Hague Partners	85,873,314	138
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	84,273,052	132
7	Frank Vazquez	Venture, REI, LLC	81,922,745	161
8	Darwin Wall	Realty ONE Group	71,391,930	125
9	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices Arizona Properties	64,727,950	140.5
10	Yvonne C Bondanza-Whittaker	Realty ONE Group	51,051,284	109
11	Jacqueline Shaffer	Offerpad	50,312,053	110
12	Mindy Jones	eXp Realty	49,890,790	84
13	Shannon Gillette	Launch Real Estate	49,660,916	85
14	Kenny Klaus	Keller Williams Integrity First	48,873,163	89
15	Carol A. Royse	Keller Williams Realty East Valley	47,234,093	71.5
16	Lacey & Drew Lehman	Realty ONE Group	45,417,112	88
17	Eric Brossart	Keller Williams Realty Phoenix	45,186,758	50.5
18	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	43,916,683	67
19	Ben Leeson and TJ Kelley	Keller Williams Integrity First	42,983,608	58
20	James & Jim Carlisto	Hague Partners	41,570,470	88
21	Tyler Blair	My Home Group Real Estate	40,798,924	79
22	Rick Metcalfe	Canam Realty Group	39,311,021	91
23	Garrett Lyon	eXp Realty	34,633,891	63
24	Charlotte Young	eXp Realty	33,847,565	59.5
25	Rebekah Liperote	Redfin Corporation	32,096,125	45
26	Cassandra J Mueller	eXp Realty	32,066,765	58
27	Chris Allen	Hague Partners	30,454,650	50
28	Rodney Wood	Keller Williams Integrity First	29,945,131	44.5
29	Nathan D Knight	ProSmart Realty	28,232,936	46.5
30	Jody Sayler	Just Selling AZ	28,067,805	51
31	LaLena Christopherson	West USA Realty	27,471,000	17
32	Justin Cook	RE/MAX Solutions	26,617,556	36
33	Lorraine Ryall	KOR Properties	26,436,800	35
34	Shawn Camacho	United Brokers Group	26,124,300	36.5

#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
35	Radojka Lala Smith	eXp Realty	25,487,500	34.5
36	Russell Mills	Close Pros	25,099,300	27
37	Aartie Aiyer	AA Realty LLC	24,847,847	39
38	Jason Crittenden	Realty ONE Group	24,807,300	41.5
39	Carey Kolb	Keller Williams Integrity First	24,633,152	43
40	Benjamin Arredondo	My Home Group Real Estate	24,140,800	42
41	John Evenson	eXp Realty	23,319,240	27
42	Kelly Khalil	Redfin Corporation	23,243,525	34.5
43	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	22,987,182	37
44	Janine M. Igliane	Keller Williams Realty East Valley	22,932,399	31.5
45	Kerry Jackson	Arizona Gateway Real Estate	22,824,999	33
46	Yalin Chen-Dorman	Berkshire Hathaway HomeServices Arizona Properties	22,759,930	41
47	Heather Openshaw	Keller Williams Integrity First	22,683,600	35.5
48	Mike Mendoza	Keller Williams Realty Sonoran Living	21,855,000	31
49	Dustin Posey	Property Hub LLC	21,713,300	51
50	Angela Tauscher	Rover Realty	21,683,161	28



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51	Catherine Merlo	Berkshire Hathaway HomeServices Arizona Properties	21,420,300	32	85	Jack Cole	Keller Williams Integrity First	16,692,900	22.5			
52	Elizabeth Rolfe	HomeSmart	21,140,000	27.5	86	Elizabeth A Stern	Farnsworth Realty & Management	16,688,500	37			
53	John Hrimnak	Hague Partners	20,969,158	38.5	87	Adam Prather	Russ Lyon Sotheby's International Realty	16,661,300	22.5			
54	Jody Poling	Seville, Realty, LLC	20,697,900	21	88	Carol Gruber	eXp Realty	16,658,150	37			
55	Tiffany D Chandler	West USA Realty	20,483,425	25	89	Tiffany Gobster	My Home Group Real Estate	16,598,747	10			
56	Alexander M Prewitt	Hague Partners	20,411,990	33	90	Eleazar Medrano	HomeSmart	16,433,345	26.5			
57	Timothy Ehlen	RE/MAX Alliance Group	20,355,287	29.5	91	Gina Donnelly	ProSmart Realty	16,417,500	22.5			
58	Thomas Popa	Thomas Popa & Associates LLC	20,309,000	15	92	W. Russell Shaw	Realty ONE Group	16,381,250	29			
59	Tina M. Sloat	Tina Marie Realty	20,226,500	32	93	Cory Whyte	Infinity & Associates Real Estate	16,266,824	13.5			
60	Daniel Brown	My Home Group Real Estate	20,212,500	21.5	94	Richard Johnson	Coldwell Banker Realty	16,206,400	29			
61	Stacia Ehlen	RE/MAX Alliance Group	20,173,900	28.5	95	Scott R Dempsey	Redfin Corporation	16,178,350	26.5			
62	Randy Courtney	Weichert, Realtors - Courtney Valleywide	20,143,200	31	96	Krzysztof Okolita	My Home Group Real Estate	16,138,589	26			
63	Michael Kent	RE/MAX Solutions	20,085,950	42	97	Angela Larson	Keller Williams Realty Phoenix	16,109,280	43			
64	Blake Clark	Limitless Real Estate	20,035,969	28	98	Chris Baker	Hague Partners	16,064,900	26.5			
65	Heather Christine Morales	Homie	19,873,400	29	99	Gordon Hageman	My Home Group Real Estate	16,017,867	25			
66	Frank Gerola	Venture, REI, LLC	19,569,440	31	100	Shanna Day	Keller Williams Realty East Valley	15,981,580	19			
67	Gigi Roberts-Roach	Coldwell Banker Realty	18,911,299	31	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.							
68	Danielle Bronson	Redfin Corporation	18,826,905	30								
69	Michelle Rae Colbert	Keller Williams Integrity First	18,719,500	37.5								
70	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	18,479,500	21								
71	Shawn Rogers	West USA Realty	18,463,749	33								
72	S.J. Pampinella	Redfin Corporation	18,438,300	26.5								
73	Pamm Seago-Peterlin	Century 21 Seago	18,388,499	28								
74	Kirk A DeSpain	Call Realty, Inc	18,102,827	27								
75	Thomas L Wiederstein	Redfin Corporation	17,672,950	28.5								
76	Kevin McKiernan	Venture, REI, LLC	17,384,440	28.5								
77	Katrina L McCarthy	Hague Partners	17,337,600	25.5								
78	Michael W Cunningham	West USA Realty	17,243,811	25								
79	Allen R Willis	Ensign Properties Corp	17,047,200	30								
80	Brock O'Neal	West USA Realty	16,947,061	18.5								
81	Carin S Nguyen	Real Broker AZ, LLC	16,885,331	32.5								
82	Mary Newton	Keller Williams Integrity First	16,883,600	39								
83	Sharon Coffini	Keller Williams Realty Sonoran Living	16,882,900	14.5								
84	Brett Worsencroft	Keller Williams Integrity First	16,744,400	18								



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101	Heather M Mahmood-Corley	Redfin Corporation	15,788,499	32	134	Kyle Zwart	My Home Group Real Estate	14,316,750	16.5			
102	Delaney S Rotta	Launch Real Estate	15,723,000	9	135	Sergio Santizo	Hague Partners	14,303,945	28.5			
103	Aimee N. Lunt	RE/MAX Solutions	15,678,900	17	136	Matthew S. Potter	Real Broker AZ, LLC	14,295,100	27			
104	Mark Captain	Keller Williams Realty Sonoran Living	15,626,750	22.5	137	Jennifer Felker	Infinity & Associates Real Estate	14,142,888	14			
105	Craig McGrouther	Hague Partners	15,534,750	24.5	138	Shar Rundio	eXp Realty	13,973,500	25			
106	Gina McMullen	Redfin Corporation	15,455,440	24.5	139	Lauren Sato	West USA Realty	13,765,082	26			
107	Chantel Gutierrez	Perkinson Properties LLC	15,327,000	34	140	Clayton Denk	David Weekley Homes	13,661,325	13			
108	Denver Lane	Balboa Realty, LLC	15,282,077	23.5	141	Susan K. Miller	Keller Williams Realty East Valley	13,607,900	24			
109	Angela Gordon	North & Co	15,252,100	22	142	Marc Slavin	Realty ONE Group	13,523,250	11			
110	Matthew Kochis	Keller Williams Realty East Valley	15,160,375	24.5	143	Tammie Fischer	Offerpad	13,490,750	20			
111	Jaime L Blikre	My Home Group Real Estate	15,153,899	28	144	Marci Burgoyne	Crown Key Real Estate	13,486,297	22			
112	Olga Angelina Shukhat	Geneva Real Estate and Investments	15,145,000	3	145	Amy Laidlaw	Realty Executives	13,467,377	15.5			
113	Geoffrey Adams	Realty ONE Group	15,137,075	27.5	146	Tara Hayden	Redfin Corporation	13,463,965	21.5			
114	Lauren Wood	Keller Williams Integrity First	15,060,000	20	147	Laura Beatty	Redfin Corporation	13,458,450	26			
115	Eric Avdee	Keller Williams Realty Phoenix	15,031,349	21	148	Chris Benson	NextHome Alliance	13,415,240	20.5			
116	Kyle J. N. Bates	Keller Williams, Professional Partners	14,990,725	23.5	149	Gabrielle Bruner	Delex Realty	13,389,000	20.5			
117	Keith M George	Coldwell Banker Realty	14,980,998	42	150	Kirk Erickson	Schreiner Realty	13,369,615	22			
118	Kathryn R Arter	Realty ONE Group	14,973,500	18	151	Bill Olmstead	Keller Williams Realty East Valley	13,365,000	24.5			
119	David C Zajdzinski	eXp Realty	14,952,950	25	152	Erik Geisler	West USA Realty	13,352,640	18			
120	Karen C. Jordan	Thomas Popa & Associates LLC	14,934,389	12	153	Zeb Adams	My Home Group Real Estate	13,327,250	10.5			
121	Henry Wang	eXp Realty	14,884,900	20.5	154	Kelly Saggione	eXp Realty	13,292,400	17.5			
122	Michael Smith	West USA Realty	14,872,650	21	155	Ryan Meeks	Keller Williams Integrity First	13,258,139	18.5			
123	Robert Reece	United Brokers Group	14,851,500	25.5	156	Robin R. Rotella	Keller Williams Integrity First	13,229,125	24.5			
124	Michaelann Haffner	Michaelann Homes	14,847,000	25	157	Joe Carroll	HomeSmart	13,225,790	21			
125	Kevin Albright	Delex Realty	14,709,992	11	158	Katie Lambert	eXp Realty	13,198,613	21.5			
126	Jason L Bond	My Home Group Real Estate	14,673,500	23.5	159	Adam B Coe	Delex Realty	13,148,350	23.5			
127	Eric Dixon	On Q Property Management	14,547,400	23	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.							
128	Mike Mazzucco	My Home Group Real Estate	14,510,066	26.5								
129	Kathleen Scott	Redfin Corporation	14,485,310	17								
130	Bryce A. Henderson	Four Peaks Brokerage Company	14,437,500	21								
131	Brian Davidson	Hague Partners	14,359,349	26.5								
132	Dawn M Forkenbrock	eXp Realty	14,355,670	24								
133	Spencer J Lindahl	Main Street Renewal	14,352,900	35								



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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Oct. 31, 2022

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160	Elmon Krupnik	Infinity & Associates Real Estate	13,115,951	23.5
161	Kristin A Ray	Infinity & Associates Real Estate	13,115,951	23.5
162	James Bill Watson	Keller Williams Realty Sonoran Living	13,085,500	21
163	Adam Lee	My Home Group Real Estate	13,078,450	19
164	Tiffany Carlson-Richison	Realty ONE Group	13,054,840	17.5
165	Hai Kim Bigelow	Redfin Corporation	13,054,500	23
166	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	13,026,014	13
167	Curtis Johnson	eXp Realty	12,886,900	29
168	Kathy Camamo	Amazing AZ Homes	12,847,150	19
169	Amy N Nelson	Keller Williams Realty East Valley	12,777,015	15
170	Caitlin Bronsky	My Home Group Real Estate	12,737,000	10
171	Karsten Kass Colin	Keller Williams Realty Sonoran Living	12,721,480	21.5
172	Debi Gotlieb	Key Results Realty LLC	12,674,300	20
173	Mondai Adair	Keller Williams Realty East Valley	12,671,000	14
174	Jody Mallonee	Hague Partners	12,637,650	22
175	Alisha B Anderson	West USA Realty	12,589,249	29
176	Beth Rebenstorf	Realty ONE Group	12,577,512	22
177	Cathy Carter	RE/MAX Alliance Group	12,516,500	14
178	Justyna Korczynski	The New Home Company	12,497,839	26.5
179	Kelly Henderson	Keller Williams Realty Phoenix	12,461,250	22
180	Thomas Dempsey Jr	DPR Realty LLC	12,437,526	33
181	Michelle Jernigan	Ravenswood Realty	12,422,900	17
182	Ashlee Renee Castro	My Home Group Real Estate	12,400,500	28
183	Adam Dahlberg	Hague Partners	12,399,000	26
184	Mikaela N Clark	Limitless Real Estate	12,385,225	15.5
185	Brandon Alsayed	Delex Realty	12,382,000	13
186	Brian J Cunningham	eXp Realty	12,365,450	18
187	Kaushik Sirkar	Call Realty, Inc.	12,284,995	17.5
188	Jerry Thomas Beavers	Realty ONE Group	12,278,500	21.5
189	Sarah Gates	Keller Williams Realty Sonoran Living	12,177,590	22
190	Charles P. Turner	Keller Williams Integrity First	12,111,200	17
191	Adam Ottosen	Platinum Living Realty	12,109,369	7.5

#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
192	Mark David Sloat	My Home Group Real Estate	12,105,400	20
193	Debra K McLean	RE/MAX Alliance Group	12,090,940	19
194	Van D. Welborn	Redfin Corporation	12,079,500	16.5
195	Chun Crouse	RE/MAX Fine Properties	12,075,580	23
196	Jesse Wintersteen	ProSmart Realty	12,037,900	22
197	Nicholas R Kirby	Keller Williams Realty Phoenix	12,016,000	16
198	Rob Hale	My Home Group Real Estate	12,003,552	23.5
199	Lindsay M Bingham	My Home Group Real Estate	12,003,000	20
200	Heidi S Spielman	My Home Group Real Estate	11,988,765	61

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TOP 300 STANDINGS

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#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
201	Annette E. Holmes	United Brokers Group	11,972,000	18
202	Sarah A Nash	ProSmart Realty	11,955,400	18
203	Phillip Shaver	HomeSmart	11,928,750	20.5
204	Jason LaFlesch	Results Realty	11,907,000	20.5
205	Amanda O'Halloran	DRH, Properties, Inc	11,887,138	25.5
206	Heather Werner	Ravenswood Realty	11,873,100	22
207	Travis M Flores	Keller Williams Integrity First	11,812,200	24.5
208	Dallas Wormley	R & I Realty	11,791,899	19
209	Vivian Gong	West USA Realty	11,787,300	20
210	Barbara Schultz	Coldwell Banker Realty	11,771,500	23.5
211	Chris Lundberg	Redeemed Real Estate	11,770,122	15
212	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	11,769,230	13
213	Trisha A. Carroll	Wedgewood Homes Realty	11,759,700	26
214	Wendy J Macica	Home Centric Real Estate	11,756,900	25
215	Danny Kallay	Launch Real Estate	11,711,950	21
216	Scott Cook	RE/MAX Solutions	11,702,250	21.5
217	Jacquelyn E Shoffner	eXp Realty	11,689,585	18
218	Joshua Will Hogan	eXp Realty	11,682,585	18.5
219	Nate Hunsaker	West USA Realty	11,653,000	11
220	Damian Godoy	My Home Group Real Estate	11,627,500	24.5
221	Kimberley Stoegbauer	TomKat Real Estate	11,558,750	8
222	Leslie K. Stark	Realty ONE Group	11,535,000	9
223	Jenna L. Marsh	Realty Executives	11,455,250	20.5
224	Marjan Polek	AZ Flat Fee	11,445,800	17.5
225	Nick Bastian	Realty Executives	11,418,500	18.5
226	Jeffrey L. Franklin	Realty Executives	11,377,680	14
227	Jill Stadum	My Home Group Real Estate	11,357,000	14
228	Kristen Hekekia	HomeSmart Lifestyles	11,338,210	16
229	Brian Christopher McKernan	ProSmart Realty	11,338,050	29
230	Scott Morgan	eXp Realty	11,324,581	21.5
231	Grady A Rohn	Keller Williams Realty Sonoran Living	11,293,950	16.5
232	Lisa M Harris	Hague Partners	11,237,900	23
233	Steven Coons	Farnsworth Realty and Management	11,236,550	28.5
234	Michael J. D'Elena	North & Co	11,211,650	17.5

#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
235	Peg E Bauer	Cactus Mountain Properties, LLC	11,185,100	20.5
236	Dallin Simonton	Realty ONE Group	11,146,118	14.5
237	Gus Palmisano	Keller Williams Integrity First	11,068,950	21
238	Leah Rickel Burr	Rickel Realty	11,001,500	18
239	Benjamin Graham	Infinity & Associates Real Estate	10,990,833	18
240	Erin Ethridge	eXp Realty	10,960,100	17.5
241	Jamie K Bowcut	Hague Partners	10,954,300	19.5
242	Mark D De Maio	Revinre	10,946,850	17
243	Ryan Gehris	USRealty Brokerage Solutions LLP	10,942,500	15
244	John L. Payne	United CountryReal Estate-Arizona Property & Auction	10,935,000	14
245	Kimberly Lotz	Redfin Corporation	10,902,200	21.5
246	Michael McCabe	My Home Group Real Estate	10,892,987	15.5
247	Crew Smith	Realty ONE Group	10,866,118	14
248	Andrew Bellino	Realty Executives	10,850,000	4.5
249	Sam Vega	Infinity & Associates Real Estate	10,813,000	16
250	Thea R Marr	Keller Williams Realty Sonoran Living	10,784,000	11

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Oct. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 10/31/2022	Total Unit Sales 01/01/2022 - 10/31/2022
251	Gary Wales	HomeSmart Lifestyles	10,730,985	15
252	Travis Dutson	Premier Real Estate Opportunities	10,730,640	19
253	Bill Bulaga	Russ Lyon Sotheby's International Realty	10,719,900	7
254	Jill Vicchy Heimpel	RE/MAX Classic	10,699,650	26
255	Julie Thompson	West USA Realty	10,690,900	20.5
256	Tina L Nerland	ProSmart Realty	10,669,300	20
257	Sarah Anderson	RE/MAX Alliance Group	10,660,701	18
258	Hannah Farbstein	My Home Group Real Estate	10,633,500	17
259	Stacy Hecht	RE/MAX Desert Showcase	10,621,250	10
260	Kyle Gardner	My Home Group Real Estate	10,557,700	18.5
261	Kraig Klaus	Keller Williams Integrity First	10,555,200	19
262	Laura Higginbotham	AZ Real Estate Options, LLC	10,550,750	9
263	Steve Hueter	eXp Realty	10,548,250	16
264	Tiffany Mickolio	My Home Group Real Estate	10,525,050	17.5
265	Mallory R. Dachenhausen	Elpis Real Estate Boutique	10,522,090	12.5
266	Natascha Ovando-Karadsheh	KOR Properties	10,521,183	13
267	Nicole W. Hamming	Glass House International	10,472,875	19
268	Len Nevin	eXp Realty	10,472,750	18.5

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Oct. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 09/30/2022	Total Unit Sales 01/01/2022 - 09/30/2022
269	Angel Ureta	North & Co	10,470,000	4
270	Eve Tang	Keller Williams Realty Sonoran Living	10,466,450	15.5
271	David C Falk	Realty Executives	10,455,310	12
272	Matthew Allen Veronica	Keller Williams Integrity First	10,440,256	19
273	Ernest Haycraft	Realty Executives	10,398,701	9
274	Frank C. Merlo III	Berkshire Hathaway HomeServices Arizona Properties	10,386,150	12.5
275	Heintje Tjahja	HomeSmart	10,364,000	18
276	Nate Randleman	Infinity & Associates Real Estate	10,312,940	17
277	David Clinton Hoefer	Century 21 Arizona Foothills	10,270,070	15.5
278	Karen D McMeen	Keller Williams Integrity First	10,263,650	15.5
279	Ryan Dobmeier	Realty ONE Group	10,248,100	16
280	Daniel A Baker	Russ Lyon Sotheby's International Realty	10,238,400	19.5
281	John Biddle	Redfin Corporation	10,228,900	18
282	James L. Dornan, Jr.	Realty Executives	10,222,000	19
283	Michael Olberding	Berkshire Hathaway HomeServices Arizona Properties	10,178,365	19
284	Kristina L. Sabo	United Brokers Group	10,169,900	15
285	Betsey L. Birakos	Jason Mitchell Real Estate	10,158,000	18
286	Lisa Fonseca	Lori Blank & Associates, LLC	10,144,500	16
287	William G Barker	HomeSmart	10,055,875	24
288	Kristi Jencks	eXp Realty	10,022,850	20.5
289	Heather Taylor	ProSmart Realty	9,992,480	14.5
290	April McNeil Anderson	United Brokers Group	9,978,662	18
291	Anne Zangl	Russ Lyon Sotheby's International Realty	9,967,500	5
292	Dillon A Martin	My Home Group Real Estate	9,939,950	20.5
293	Ryan D Bawek	eXp Realty	9,932,750	11.5
294	Eric Ford	My Home Group Real Estate	9,924,300	23
295	Daniel Callahan	RE/MAX Classic	9,917,400	24
296	Michael Ratzken	Two Brothers Realty	9,869,250	14
297	Mike Santistevan	Berkshire Hathaway HomeServices Arizona Properties	9,867,950	12.5
298	David Courtright	Coldwell Banker Realty	9,863,899	17
299	Katherine White	RE/MAX Fine Properties	9,853,000	9
300	Leila A. Woodard	My Home Group Real Estate	9,847,600	19

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