

EAST VALLEY REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

FEATURED AGENT

jaime **BLIKRE**

SPONSOR SPOTLIGHT

Kitchen Tune-Up

RISING STARS

Ryan Lefkowitz and Jayme Rowe

REAL STORY

The Hello Neighbor Team



WE ARE THE REALTOR ROOFERS!

• Tile • Shingle • Foam • Roof Certifications



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

-JEFF B.
Google Review



"Experience You Can Trust"

REQUEST A FREE ESTIMATE TODAY

Call **602-283-3383**
or visit: www.azroofingworks.com



FOLLOW US ON



Eric knows it all from A to Z



✓ Personal ✓ Local ✓ Fast Closing

Know another lender that can say all that?

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



Eric Kinneman

Branch Manager

Direct: 602-757-2171

Office: 480-477-8464

www.erickinnemanloans.com

10429 S. 51st St. Suite #255

Phoenix, AZ 85044

NMLS # 212062 | AZ License #LO-0911709

LSM NMLS # 4474 | LSM AZ License # 0908384



LEND SMART
MORTGAGE



*Most loans are closed in 24 days. This is not a guarantee that every loan will close in less than 30 days. Every case is different, but we will do our best to meet this goal.

TABLE OF CONTENTS



08

Preferred
Partners



11

Golden
Nuggets



12

Sponsor
Spotlight:
Kitchen
Tune-Up
Of Gilbert,
AZ



18

Featured
Agent:
Jaime
Blikre



22

Coach's
Corner:
What's
Your Exit
Strategy?



24

Real Story:
The Hello
Neighbor
Team



28

Rising
Stars: Ryan
Leftkowitz
and Jayme
Rowe



32

Book
Review



36

Question
of the
Month



40

Whiskey
Row: The
Place to Be



43

WeSERV
Monthly
Update



46

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



Chris Reece
Guest Writer



Devin Egbert
Photographer



Patrick McKinley
Photographer



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



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

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

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

Health Insurance Questions?

Open for Enrollment 365 Days a Year

2022 HAPPY NEW YEAR

Need Insurance Karla Can Help

Insurance Experts Team

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

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

Jeff Quincey
NMLS# 183810
Scottsdale, AZ

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

FAIRWAY
INDEPENDENT MORTGAGE CORPORATION

mattamyHOMES

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

mattamyHOMES

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

Queen Creek
Malone Estates
Arbors Collection
23030 E. Estrella Road,
Queen Creek, AZ 85142
From the low \$400s

Groves Collection
23021 E. Maya Road,
Queen Creek, AZ 85142
From the mid \$500s

Buckeye
Brookside At Arroyo Seco
3020 N. 198th Lane,
Buckeye, AZ 85396
Final Opportunities



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



All illustrations are artist's concept. All dimensions are approximate. Prices, specifications, terms and conditions subject to change without notice. E.&O.E. Builder ROC #249191B.
©2021 Mattamy Homes All rights reserved. MATPHX188



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

HOME INSPECTION

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

Old Republic Home Protection

(925) 963-4726
www.orhp.com

MOVE MANAGEMENT AND LIQUIDATION SERVICES

Caring Transitions
Tina Patterson
(480) 257-7127

BUILDER

Mattamy Homes
Katie Smith
(480) 302-6080 x101

Checklist Inspections
John Tyler
(480) 226-9006
checklistaz.com

INSURANCE

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

BUSINESS INSIGHT & ADVOCACY

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

Home Team

Inspection Service
Ron Riley
(480) 702-2900

LAW FIRM

HGPL Law
John Lohr Jr
(480) 991-9077

CABINETRY & DESIGN

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

Inspections Over Coffee! (AZ)

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

CONSTRUCTION

Agape Construction
Scott Warga
(480) 599-2060

Stratton Inspection Services LLC

Matt Stratton
(480) 215-7264

Cardinal Financial

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

DUMPSTERS-HOA-FRIENDLY

Bin There Dump That
(480) 999-1399
Gilbert.BinThere
DumpThatUSA.com

Taylor Made Inspection Service

Patrick Taylor
(480) 521-0054

Fairway

Jeff Quincey
(602) 743-0434

GLASS SERVICES

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

HOME RENOVATION

Curbio

(810) 300-9432
Curbio.com

Fairway Independent Mortgage Corporation

Michael Pehrson

(602) 799-1324
www.azroofingworks.com

HEALTH INSURANCE

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

HOME WARRANTY

Choice Home Warranty

Sharp Chen
(949) 426-5450

LendSmart Mortgage

Eric Kinneman

(480) 477-8464
RoofStar Arizona Inc

HOME INSURANCE

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

First American Home Warranty

Kathryn Lansden

(480) 338-1983
Watermark Home Loans

Nova Home Loans

Chris Lawler

(520) 577-4774
Nick Watland

State 48 Roofing

(602) 527-8502

www.state48roofing.com

MOVE MANAGEMENT AND LIQUIDATION SERVICES

Caring Transitions
Tina Patterson
(480) 257-7127

SHORT TERM RENTAL PROPERTY MANAGEMENT

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

TITLE AGENCY

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

VIDEO SERVICES

Permanent Estate
Jason Crittenden
(480) 999-9880

MOVERS

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

MOVERS

I Trip Vacations
Marla Calley
(602) 491-9606
mesa.itrip.co

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

REAL ESTATE

RoofStar Arizona Inc

(480) 426-1915
RoofstarArizona.com

REAL ESTATE

State 48 Roofing

(602) 527-8502

REAL ESTATE

www.state48roofing.com

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"



PREMIER TITLE AGENCY

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

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

CHANDLER
2065 S Cooper Rd #1
Chandler, AZ 85286

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

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

PARADISE VALLEY
5203 E Lincoln Dr
Paradise Valley, AZ 85253

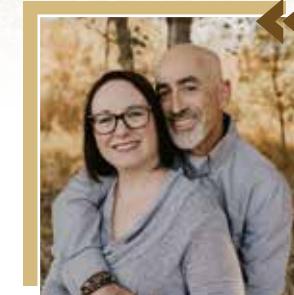
TUCSON
1760 E River Rd #302
Tucson, AZ 85718



EAST VALLEY
REAL PRODUCERS
PRESENTS



Golden Nuggets



Pamela & Anthony Corvelli

Kitchen Tune-up

"Customers are smarter than ever and looking for more value. More than just customer service, they want a great customer experience." and "Customer service is the experience we deliver to our customer. It's the promise we keep to the customer. It's how we follow through for the customer. It's how we make them feel when they do business with us." - Shep Hyken



Jaime Blikre

My Home Group

"Live a life of love. Put the needs of others ahead of our own and do it without expecting anything in return."



Martha Fuller

eXp Realty

"If it was easy, everyone would do it."



Lisa Funk

eXp Realty

"Must stay positive."



Ryan Lefkowitz & Jayme Rowe

My Home Group

"I live to laugh, and I laugh to live." — Milton Berle



Residential · Commercial
Window & Sun Screen Cleaning



**JUSTIN
KNAAPP**
Owner/Operator



1stglasswindowcleaners@gmail.com

f @1stGlassWindowCleaners



► sponsor spotlight

By **Dave Danielson**
Photo Credit: **Devin Nicole Photography**

kitchen tune-up OF GILBERT, AZ

realizing the vision

As you know from your experience working through deals, there are many paths to get your clients to the finish line.

The same holds true when it comes to giving a kitchen — and a home — a valuable new look.

That's where the experts at Kitchen Tune-Up of Gilbert, AZ excel, led by owners Anthony and Pamela Corvelli.

FULL SPECTRUM OF OPTIONS

With their team members, Anthony and Pamela offer a full range of options for clients to upgrade the look of their property.

"Kitchens are just the start of what we work with," Pamela explains. "We also do bathrooms, as well as cabinetry in other home spaces, such as garage or outdoor cabinetry."

"One thing we really like is the diversity of solutions we can offer clients ... minor touchups, refacing as well as full renovations," Anthony says. "There is a full suite of options based on a client's budget and objectives."

CHOOSING THE RIGHT COURSE

Those who are looking to upgrade their kitchens or other areas of their home have multiple options for renewing the look of their cabinetry with Kitchen Tune-Up of Gilbert, AZ.

"We offer five ways to update cabinets, including our baseline Tune-Up, which is our wood reconditioning service," Pamela says.

"For those who are looking to change the color of cabinets, we offer specialized painting services. We also offer re-facing and re-dooring services that allow people to change both the color and style of

their cabinetry, with new hinges, crown molding ... that way, clients are getting a whole brand new look that way. We also offer new cabinets, changing an island, and adding cabinets, adding rollout trays and accessories. Finally, for those looking to make a larger scale of change, we provide full tear-out service."

UNVEILING EACH SUCCESS STORY

When the job is done and it's time to share the completed updates with a client, Anthony and Pamela feel the excitement of their team's work.

"It's my favorite part of the process ... the final walkthrough when we see the look on clients' faces and they see the transformation and excitement of what they invested in," Anthony explains.

"There is a leap of faith with renovation that helps you accomplish your vision. I love getting to the finish line and seeing the client excitement."

"I totally agree. Seeing it all come together is very rewarding," Pamela explains. "I do most of the HR and office tasks, but I see a project area before the work begins, and then I don't see it until it's complete. When we do that final walk-through, I see the kitchen just like the homeowner does. I really enjoy being able to share in that excitement."

TIMELESS VALUE

Despite the market conditions, upgraded areas of a property will always be important in the market.

• • •



"As the ebbs and flows of the market change, we have the opportunity to meet the needs of buyers who need to update a kitchen to get it ready for market," Anthony says. "On the other side of the transaction, people who buy the house will often want to work with us to update the kitchen after they make the purchase. As the market flows and changes, we are there to serve our REALTOR® partners and clients."

STREAMLINED APPROACH

Those who work with Anthony and Pamela appreciate the streamlined-yet-thorough approach that the team takes in transforming client spaces.

"First, we have a phone conversation to find out the scope of what a client wants to accomplish with their project, and we confirm our ability to help," Pamela says. "Next we put together a timeline based on how quickly logistics can come together with building materials and delivery times. After that, we talk about the client's budget, based on their wants and needs."

From there, the client sends pictures of the work area to Anthony and Pamela for their review, so that the team can create an initial estimate.

"After we prepare the estimate, we go to the house and bring samples of our suggested materials and colors so they can see them in the space with the lighting that the new materials will be in. That way, they can see what they will look like," Pamela says.

"Plus, we also inspect the kitchen to rule out any other possible issues. Once materials and plan are confirmed, then Anthony and Pamela develop a proposal with costs that's good for 20 days."

WONDERFUL LIFE

Family is at the heart of life for Anthony and Pamela. They look forward to time spent with their children — 10-year-old son, Nico, and 7-year-old daughter, Ava.

In their free time, Anthony and Pamela have a love for being outdoors, including visiting local lakes, and hiking area trails.

"One of our favorite parts about moving here immediately was how great the weather is here — year-round," Anthony says.

In addition, Pamela is a member of the local Chamber of Commerce.

Those who work with and get to know Anthony and Pamela appreciate the couple's focus on doing the next right thing.

"We like to maintain open lines of communication to figure out the best possible solution and make sure it's the right solution," she says. "We are dealing with someone's home, which is their biggest investment... the place where they live and spend time in."

A TOTAL INVESTMENT

As Anthony says, team members take great pride in being totally invested in their REALTOR® partner and client needs.

"We're invested and responsive," Anthony says. "We care about what we're doing and we deal with people from the perspective of doing the right thing. We deal with people from the perspective of doing the right thing and then helping them understand the pros and cons and choose the one that's best for them."

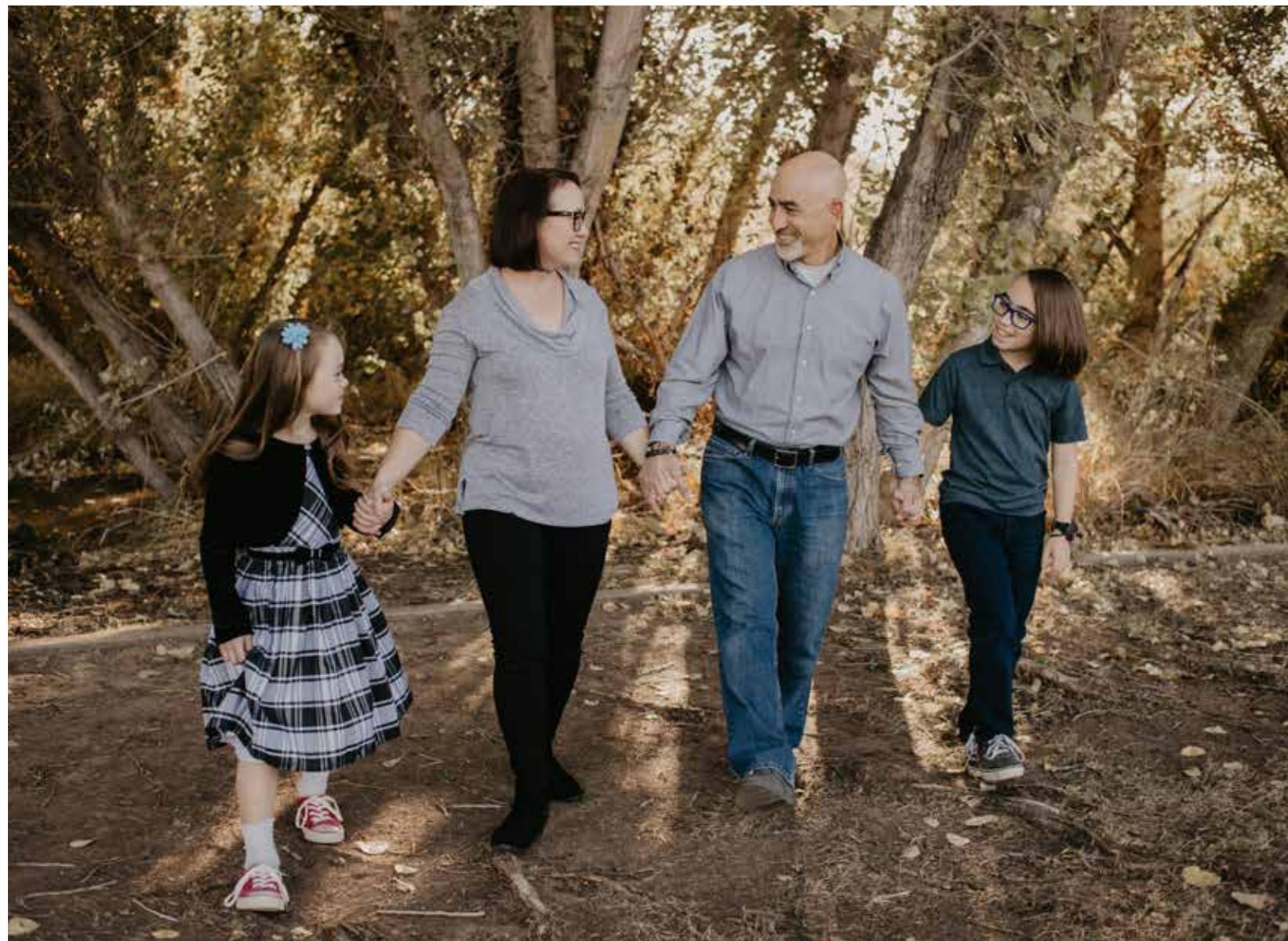
When it comes to choosing a partner for your clients to help them realize their vision, look to the professional, friendly team at Kitchen Tune-Up of Gilbert, AZ.

“

WE CARE ABOUT WHAT WE'RE DOING

and we deal with people from the perspective of doing the right thing.

”



FOR MORE INFORMATION ABOUT KITCHEN TUNE-UP OF GILBERT, AZ:

PHONE: 480-304-2732

EMAIL: Corvelli@kitchentuneup.com

WEBSITE: www.Facebook.com/ktuphoenixcorvelli



YOUR MARKETING BUNDLE INCLUDES:

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

HAVE QUESTIONS? GIVE US A CALL:

480.799.2424

www.ListingLadder.com | ListingLadder@gmail.com



*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



Bundle & Save



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

Add life insurance for your family and you could save even more. Contact me to schedule a SuperCheck® today.



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



It's your future. Let's protect it.®

Securities & services offered through FBB Marketing Services, LLC, 5400 University Ave., West Des Moines, IA 50256, 877/860-2904. Member SIPC. Farm Bureau Property & Casualty Insurance Company™ • Western Agricultural Insurance Company™ • Farm Bureau Life Insurance Company™ • West Des Moines, IA. Affiliates. *Company provider of Farm Bureau Financial Services. PR-PLA (6/20)

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

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

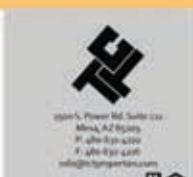


MAKE AN
APPOINTMENT
ONLINE
Mention this ad for
\$40 off
your home inspection.



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

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



realproducersmag.com

East Valley Real Producers • 17



jaime BLIKRE

► **featured agent**
By Dave Danielson

SHINING HER LIGHT

When issues arise and challenges occur, your clients look to your expertise and commitment.

Jaime Blikre with My Home Group relishes those moments.

She brands herself as "Your Real Estate Agent." Those four words are more than a tagline. They accurately reflect her dedication to working on her clients' behalf.

"It's important to me that my clients see my genuine care and concern for them ... and that they see me showing the actions that show I care," Jaime says.

"As a Christian, I want to be a light for others. I will fight to the end for people. When I work with a transaction, I work on their behalf the way I would want someone to work for me."

From Alaska to Arizona

Jaime earned her real estate license about four years ago. But her story began in Alaska, where she was born and raised.

"I lived there until I was 18," Jaime remembers. "Growing up in a smaller community there was a big highlight for me, and it made me who I am today. It set the tone for me."

One of the early examples of caring she was exposed to was from her father.

"He ran a soup kitchen there, after he had retired from corporate life," Jaime says. "That taught me about doing a second career later in life. It was great seeing the way he took care of people from all walks of life."

From there, Jaime moved out of state after high school to attend college at Arizona State.

As she says, "I took a leap of faith, packed my bags, and came to ASU. It took a lot of confidence not knowing anyone. But it was an awesome experience."

Gaining Experience

Once her college career was complete, Jaime began her career in sales with Coca-Cola. After a few years, she followed her manager to a new role and worked in the finance industry for seven years.

• • •

...

In time, Jaime and her husband, Brock, started their family and she decided to stay home with her growing family.

In the meantime, Jaime began her own online boutique. Eventually, Brock quit his job and they ran the online business together for four years.

Taking a New Path

After a time, Jaime and Brock were ready to take a new direction. It didn't take long for them to find it.

"We had a friend who was doing real estate, and we knew it was time to do something different," she says.

So she earned her license and made a fairly seamless transition.

"When I take on something, I have the attitude that I won't allow myself to fail, no matter how much work it takes. I put in the time to make sure it was successful," she says. "When you have a family, it changes things because you have others depending on your success. I've always been relationship-driven, too. I had some lenders who trusted me early on and friends/family who trusted me. That really helped me get my start, as well."

Today, Jaime and Brock are both licensed, running their businesses separately. Jaime finished 2021 with an astounding 59 units sold and nearly 22 million in volume.

Wonderful Life

Family is at the heart of life for Jaime. She and Brock look forward to time spent with their children—17-year-old son, Dylan, 14-year-old daughter, Alexia, and 13-year-old daughter, Kinzley. They also have four Goldendoodles.

"Brock and I have been married 20 years. My family is the driving force behind everything that I do. They are the reason why I want to be good and be a good example," she says with a smile.

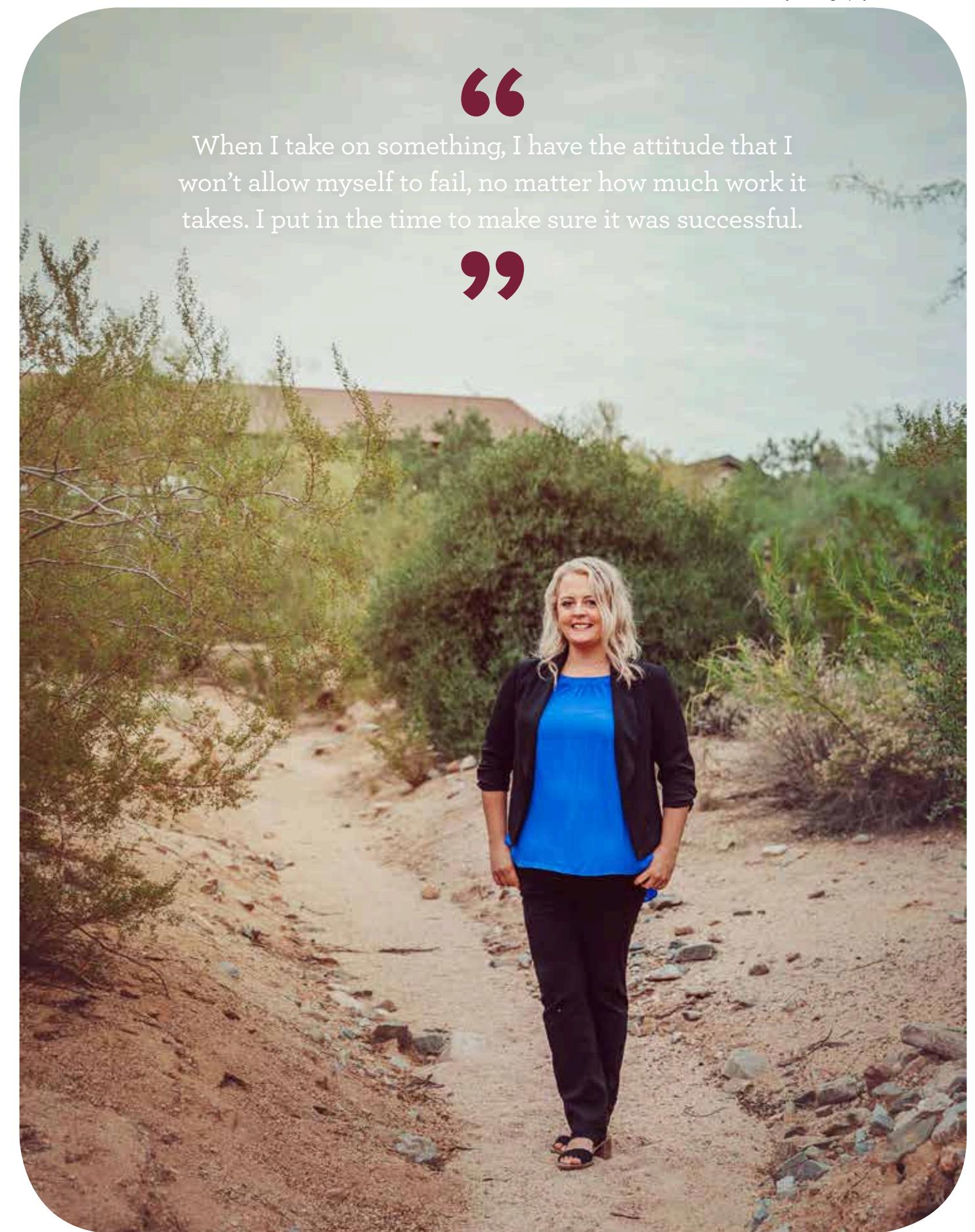
In their free time, Jaime and Brock like supporting their children in their activities. They also have a passion for travel and sporting events, as well as hanging out with friends. They are also members at Saving Grace Lutheran Church.

All-In Commitment

When you talk with Jaime, it's easy to feel the passion she has for her work and the genuine joy she feels from successfully serving her clients' needs.

"I do what I do for the betterment of the people I get to work with. I really enjoy what I do."

Truly, Jaime makes a lasting impact each day by leading with a powerful blend of heart and hustle ... and committing her energy to her clients' goals.



“

When I take on something, I have the attitude that I won't allow myself to fail, no matter how much work it takes. I put in the time to make sure it was successful.

”

What's Your Exit Strategy?



How To Sell Your Real Estate Agent Business

Most agents don't have a response when I ask them about their exit strategy for the business. They assume they will keep selling until they die (this is a common response), or they will hand over their database in exchange for referral fees when the time comes. This latter election won't make you a ton of money as a seller, trust me.

There are several ways to exit daily production as the rainmaker of your business, which can include the following: selling the business, gifting the business to a child to take over, hiring an operations director, merging with another agent, or simply closing your doors. The election that will place the most money in your hands is, of course, selling the business. So, let's review how to make your business more valuable.

First, you need to get out of production. Your goal is to get to a point where you're doing less than 15% of the "daily production activities," defined as lead generation/lead follow-up, running appointments, and negotiating contracts. If you need the buyer of your business to come on board to slowly effect this over time, plan on an 18-24 month period to allow the goodwill of the business to transfer. Slowly blend the buyer into all facets of your business activities, starting with listing appointments, then buyer showings, etc. When you get to the 15% threshold, that's when to sell. If you're already out of production, the transition time to the buyer can be much shorter, as most rainmakers are then focusing on talent recruiting and agent development.

Second, get as far away from the portals as you can. An agent with a heavy unit count from Zillow will have a lower-valued business than an agent with a business based mostly on sphere of influence (SOI). This is because the portals can decrease the lead count overnight based on their terms of service (those long paragraphs you click through and never read), which then decreases the conversions and revenue. That business terrifies me from the buyer side because I have limited control over my business sourcing.

Third, get your financials in order. Most agents don't operate with financial statements on their business. If I'm buying your business, I'll want to see a profit and loss (P&L) statement for at least the past two years, plus one for the year to date. If your team does over 100 units annually, I'll also expect to see a balance sheet on the team for the same periods.

So let's assume that I, as a buyer, find a seller who is out of production, who has a heavy SOI-based business, and who has clean financials. What's that business worth, and how do I structure the sale?

It's rare that the Small Business Administration or a bank would loan money to buy an agent business, so some seller-financing will be involved in almost all circumstances. The buyer would review the P&Ls and may use an average of the past three years of profit, so let's assume the team made an average of \$500,000 each year over the last three years. We then use a "multiplier" of that number to get the business value – in real estate brokerage the multiplier is usually between 3x to 3.5x – but that can vary on many things including general market conditions, longevity of the staff, etc.

So using a 3.4x multiplier on \$500,000 gives us a business value of \$1,700,000. A sum of 10-20% of that number would be the cash down (so let's use \$300,000), which leaves \$1,400,000 to be paid via a promissory note from the buyer, usually at an interest rate of 4-5%. The most important thing here is to make sure there is some play between the monthly profit of \$41,666 (\$500,000/12 months), and the monthly note payment of \$25,783 (\$1,400,000 principal x 5-year term x 4% interest). Here, the buyer has an average positive net monthly of \$15,833 (\$41,666 - \$25,783).

For more tips on sale structure, strategy in transition, how to make the business more valuable, and roadblocks that most sellers and buyers run into, please consult the book titled *How to Buy or Sell A Real Estate Agent*

Business: Secrets of Valuing the Business and Transitioning Successfully via the following link:

https://smile.amazon.com/Sell-Real-Estate-Agent-Business/dp/1952247705/ref=sr_1_3?qid=2ODWD1G1293EI&dchild=1&keywords=how+to+buy+or+sell+a+real+estate+agent+business&qid=1635368686&sprefix=how+to+buy+or+sell%2Caps%2C169&sr=8-3



Hank Sorensen Bio:

Since 1999, Hank has been involved in various facets of the real estate brokerage industry, including recruiting large teams and advising on financial statements to top producers. He currently manages a large, multi-office brokerage franchise with Tampa and Orlando locations, focusing on mergers and acquisitions. For the education of agents and brokers, he maintains his YouTube channel, *Go Get A Listing*, which provides training on team operations and structure, keeping financial statements, and how to buy or sell a real estate agent business.

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**
FINANCING COMPANY LIMITED PARTNERSHIP NMLS #5545

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: <http://cardinalfinancial.com/licensing/>

THE *hello neighbor team*

WITH EXP REALTY TEAMWORK TRIUMPHS



At Martha and Dan's Wedding with their family: Colten, Christin, Chandler, Martha, Dan, Kyle, and Brandon.

When two or more people come together with a common vision and pull together toward a shared goal, the results are magical.

A perfect example of that ideal is the Hello Neighbor Team with eXp Realty — powered by Team Leads Martha Fuller and Lisa Funk who prove that teamwork triumphs.

The Hello Neighbor Team is a cohesive group of 11 professionals. "Our team isn't about money. It's about serving our clients and making better

real estate agents — in turn, helping our industry overcome the attitude that some people have about our profession while we help agents grow a business that will sustain them over time," Martha emphasizes.

"The teamwork we have is special. We've had some agents who have been with us since the beginning,"

Lisa explains. "I think people joined our group because of the comradery and culture we have been able to build here. That is a rewarding feeling."

FOLLOWING THEIR PATHS TO REAL ESTATE

Martha first earned her real estate license 29 years ago, while Lisa started her life as a REALTOR® 17 years ago.

Martha started her journey when she moved to Arizona in 1981.



▶ real story
By Dave Danielson



"At the time, I worked for a new home builder in the mailroom. In time, I got a promotion to receptionist and ended up in the construction department," she says.

Eventually, Martha decided that she wanted to go into real estate.

"At that time, I went into our vice president's office and asked, 'If I get my real estate license, would you hire me?' He said yes," Martha remembers with a smile.

Lisa and her husband moved to Arizona in 2000 when her corporate job transferred her here. After tiring of corporate America, she looked for a new way to put her sales background to work.

"That's when one of my good friends asked me to come to see what she did at her new home sales community," Lisa says. "I visited one day and watched her sell five homes in a day.

I liked what I saw and got my own license. I decided to give this a go and there was no looking back. I love helping them achieve the dream."

TEAMING UP

Eventually, the paths that Martha and Lisa took in the business crossed and a partnership seemed like a natural next step.

"We met when we were at United Brokerage Group, where we were both agents. We also were in a Toastmasters Club together. Our values just aligned. Our beliefs were the

same and our systems were the same. We both like boxer dogs, too," Martha smiles. "We started our friendship in Toastmasters. I had always wanted to start a team. Lisa was teamed up with her husband. Once he decided to retire, I asked if she wanted to team up with me."

As Lisa adds, "Martha and I were friends and accountability partners. We realized that we had really good synergy together."

TEAM FOCUS

The passion they have for their work and their team is unmistakable.

"Anyone can succeed in real estate if they want it bad enough and work hard enough. You have to treat it like a business. I love that. When it comes to working with our agents, it's the same thing with them," Lisa says. "We support our agents and help them day in and day out with training and coaching. It feels good seeing them succeed and have their first closing ... and then move into a top producer role on the team. It's really satisfying."

Martha enjoys the opportunity to be a problem-solver each day.

"You never know what you're going to get from day to day. I embrace the chaos and challenge of it all," Martha says. "With the team, there's nothing better than watching someone new being upset about an inspection and then walk them off the ledge and seeing them become a polished, competent agent."

LIFE'S HIGHLIGHTS

Away from work Martha and Lisa cherish time with their families.

Martha and her husband, Dan have five children in what Martha calls "a very happily blended family" – Christian, Kyle, Colten, Brandon, and Chandler. They also have a 9-year-old boxer named Savannah. In her free time, Martha enjoys reading, hiking, and wine tasting.

Lisa and her husband, Dave, look forward to time spent with her 16-year-old son, Jackson. They also have a 2-year-old boxer. Away from work, Lisa likes travel and fitness.

Top: Martha and Dan
Bottom: Lisa Funk's family: Dave, Ace, Lisa, and Jackson.





ryan lefkowitz AND jayne rowe THE CLOSING COUPLE

Photo Credit: Devin Nicole Photography

► rising stars

By Dave Danielson



Upper left: Ryan and Jayme in Breckenridge, CO, where they go snowboarding almost every year.
Upper right: Ryan and Jayme at the gym

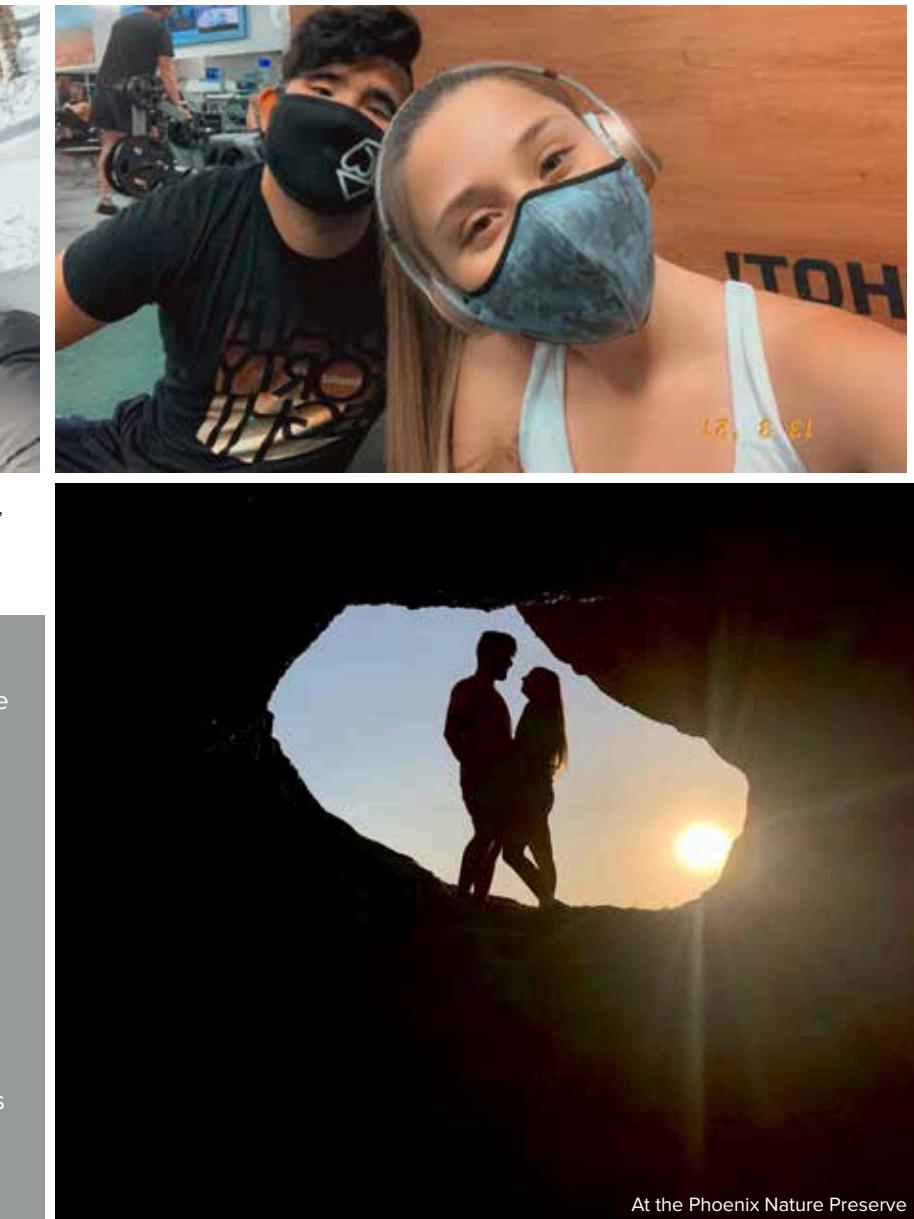


When you get to do what you enjoy with the person you love, life is rewarding.

That's the feeling that Ryan Lefkowitz and Jayme Rowe enjoy working together.

As REALTORS® with My Home Group, Ryan and Jayme share life and work together. They're also this month's Rising Stars. "It's really a great feeling being able to spend all of our time together without one of us having to work a 9-to-5 job," Ryan says. "We both go on all of our appointments together. It works really well for us. We work together and help each other very well."

Jayne agrees, saying, "Sometimes people will ask us how we work together and not get into arguments. But for us, we think if you were able to spend every second with your partner, why wouldn't you?"



At the Phoenix Nature Preserve

Early Connections

Ryan and Jayme began their real estate journey about two years ago.

But their path together started well before that.

"We met in middle school. I was 17 when I started real estate classes," Ryan says.

Moving Ahead

They lived in Colorado before deciding to make a move with their new career.

"Ryan's family is in real estate. We thought that would be a good direction

for us, too," Jayme says. "We lived in a small town, so we decided to move to Arizona for more opportunity."

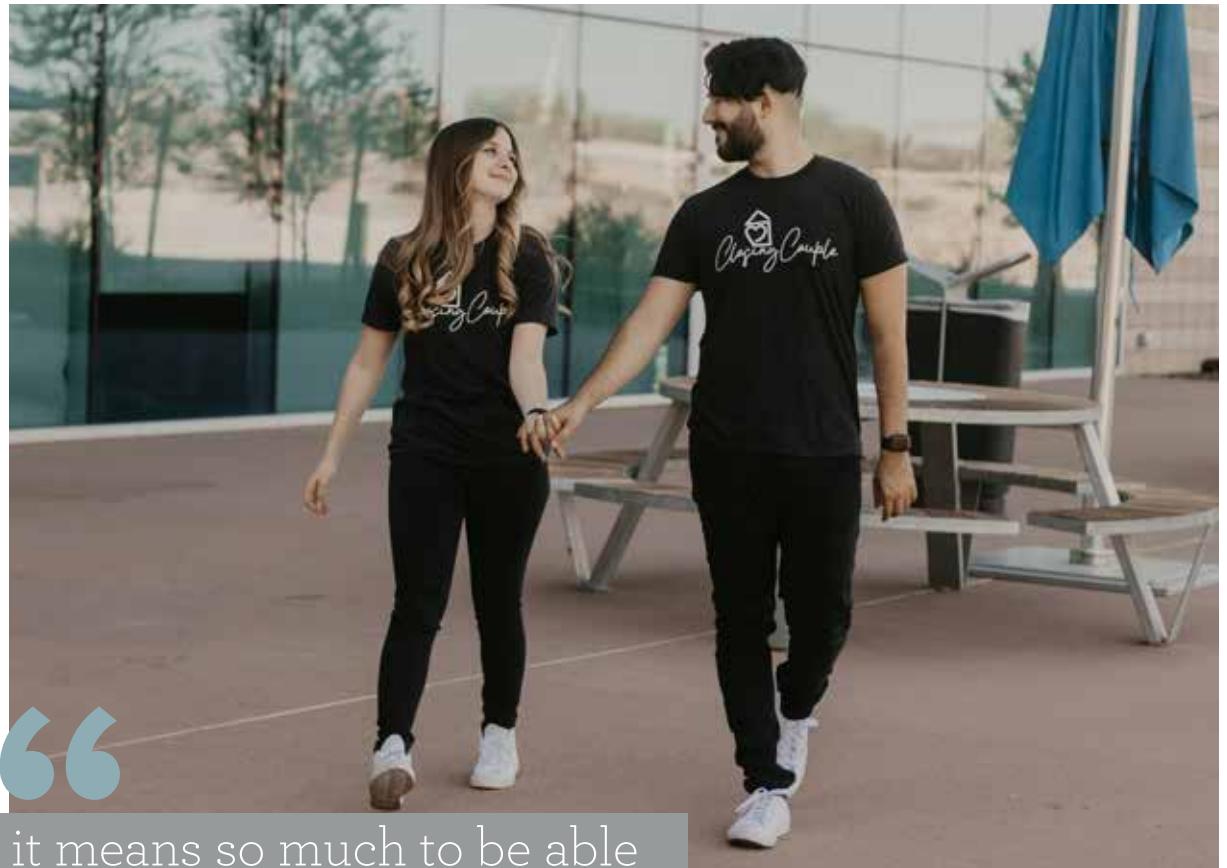
Gaining Ground

Like most who enter the business, Ryan and Jayme had a challenging time of transition to work through.

"It was tough starting out at a young age," Ryan says.

"In addition, it was difficult moving from a different state," Jayme says. "We had no sphere to work with here, so we needed to build our business from nothing."

• • •



“

it means so much to be able
to connect with people who
are moving forward in life

Yet they pushed forward, gaining ground and spreading the word about their real estate business via social media.

“As we started, we wanted to do whatever we could and take any opportunity we could,” Ryan says. “We showed properties for other agents and ended up working all over the Valley.”

“We started with rentals. We did that to build our sphere. This year, we started building our sphere around the community,” Jayme says.

Energetic Enthusiasm

When you talk with Ryan and Jayme you see their enthusiasm for what they do.

“It’s all about the ability to help people,” Ryan says. “We’ve worked with a lot of people who are crying and emotional with tears of joy during their appointments. I also love the investment side of things, including looking at the numbers and ROI.”

“It means so much to be able to connect with people who are moving forward in life,” Jayme says. “Through what we do, we’re able to have a deeper connection with them.”

Rewarding Results

There are plenty of signs of their success. In fact, in 2021, they were on track to complete 28 deals for an estimated \$9.5 million in sales volume.

Beyond the numbers, Ryan and Jayme are more interested in the way they conduct their business.

As Jayme says, “We are very non-pressure people. We always tell our clients, ‘If you don’t love the home, don’t get it. We’re here to help you get the home you love. We aren’t here for the money. We’re here for you.’”

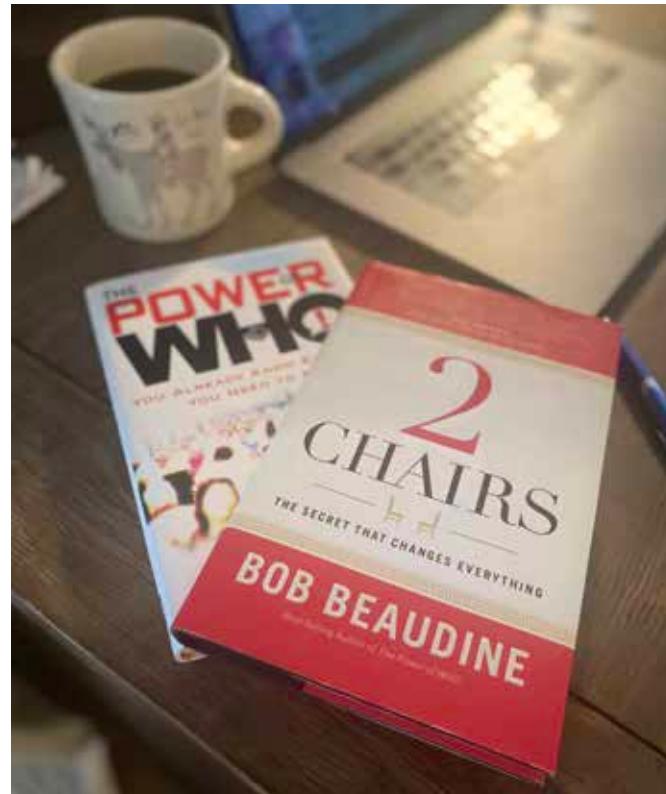
Away from work, Ryan and Jayme feel gratitude for the supportive people in their lives, including Ryan’s stepmom Sarah Abdelrasul who runs their real estate team and is the reason they got into real estate. Ryan enjoys photography, while Jayme looks forward to time at concerts and traveling.

Ryan and Jayme continue their rewarding path in the business. Day by day, they give their all to get their clients to the finish line ... as the closing couple.



THE POWER OF WHO AND 2 CHAIRS

BY BOB BEAUDINE



Being that this review will be the first of the year for 2022, I thought I'd review two books by the same author Bob Beaudine that had a large impact on me last year. They were not my favorite books of the year but, when I truly reflect back on the books that had the most effect on my daily life, I have to give credit where it's due.

Book 1: The Power of Who

Book 2: 2 Chairs

Being a REALTOR® now for eight years, I've seen all of the different types of getting clients or my dreaded term of "lead generation." Cold calling, door knocking, Facebook and Google ads, and what seems to be the most popular in my sphere, working by referral.

Where I heard about Beaudine was a podcast by the "Oh By The Way" guy and my personal hero Brian Buffini. Interviewing him about *The Power of Who*, which came out in 2009. Beaudine is a professional talent recruiter. He learned the skill from his father who built a giant professional recruiting business in the 1950s and 1960s. The premise of the book *The Power of Who* is "You already know everyone you need to know." Every single prompting Beaudine puts in this book fits into Brian Buffini's "working by referral" system.

I found *The Power of Who* during an awkward slump in April of 2021. The market was on fire, but I was slow in my personal business. This book simply re-centered me, that ramping up my business is not going to come from reaching out to a bunch of strangers but being the person I need to be to everyone I already know. Sure enough, I re-engaged and found myself back to normal business levels simply by connecting with people I already knew. One conversation at a time.

The second book was *2 Chairs* and it was equipped with a subtitle "The secret that changes everything." I was skeptical about this book and its subtitle. When I finally humbled myself and dove into his words I started getting a lot out of it. It's about prayer. Prayer is a super personal thing and I love his take on it. Not to worry, he doesn't preach, just shares a technique his mother taught him during a

rough time in his life. She taught him to find a quiet place, two chairs, one for you and one for God, then gave him three questions to ask the Big Man upstairs.

When I read the three questions that were promised to "change everything" I was disappointed, and I set the book aside. Was Beaudine really saying these silly three questions are the answer to all of that? I might have said out loud "Give me a break." Then thought, shoot, another book promising a load of crap and I shelved the book for a few weeks.

Then the slump I was in didn't just affect my business, but it crept into my personal life. Things started getting way worse. It got bad enough that my broker at the time pulled me aside and asked me about my life. That quickly turned into a verbal explosion of all the things going wrong. She was kind, gracious, and a wonderful listener. The next day on my desk was a book as a gift, guess which book?

2 Chairs. Being a book about prayer and having a big faith, I had to take this as a sign that God wanted me to give this book another shot. In a surrendering fashion, I started the book again. Still thinking the questions were a little ridiculous...

Does God know your situation?

Me: Yes

Is it too hard for him to handle?

Me: Well if he is all-knowing and all-powerful, no.

Does He have a good plan for you?

Me: If I'm here, I'm here for a reason so...yes.

In my office at home, I have a recliner in my office as well as two office chairs. I gave the recliner to God and rolled myself right in front of it. And asked these questions slowly.

No, I did not hear an audible voice. But I did feel an incredible peace fall over me. You see, asking these questions was a surrendering of control. I don't have control of everything in my life. There is someone (in my faith tradition, at least) bigger than I am. I realized that for these past few months, I was viciously trying to control my business, control client flow, how the deals went, stuff at home all by myself, and not asking for any help. The first time doing this prayer for real, I was able to get real.

I cried because it was so nice to release this mental grip that was weighing me down.

As I continued this prayer for the next few days in a row, I began asking God another question then listening.

God, *who* do you want me to reach out to today? And I'd wait in the silence for God to put somebody on my heart. I'd write their name down in my planner. Some days it was one. Some days there were five names that ran across my heart.

No, I didn't ask if they wanted to buy or sell a house. God isn't an ATM. I just asked how their days were going. Some didn't respond. Some needed a plumber. Some needed a friend to chat with, and some just were happy I said hi.

If you're wrapped too tight this new year, stop thinking you need someone new in your life; chances are, you probably know the person you need to chat with already. And if you want a "secret" way to find out *who* that is, just pull up *2 Chairs*.

Happy New Year.



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



Home Warranty



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

Re-Key
Multi-Year Discounts
Sellers Coverage



#MAKETHESHARPCHOICE

25 YEARS OF SERVING COMMUNITIES



CAMELBACK MOVING INC.



We Love Our
VIP *Realtor®*
Program



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

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

(Membership is Free to Licensed Realtors®)



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



US DOT #1635834



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 | azmortgagelike.com



What is a New Year's resolution that you have made for yourself in the past and stuck to?



5 WAYS TO UPDATE YOUR KITCHEN

1-5 DAY KITCHEN REMODELS

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

kitchentune-up
Pamela & Anthony Corvelli
480.304.2732
kitchentuneup.com

Each franchise is locally owned & operated.

**NATE KNIGHT***ProSmart Realty*

To invest and acquire additional properties in the East Valley and most recently start a business investing in vacation homes in Pinetop!

**DARWIN WALL***Realty One Group*

To re-evaluate my goals every quarter. Not just once a year.

**LEILA WOODARD***My Home Group*

Since February 2020, I have made a resolution to slow down. In this industry, we are trained to hustle but doing this too hard too long had major health implications on my life. So since this time, I have had to make my life a priority. I don't schedule more than one client a day, my evenings and weekends are my family time, and I promised myself by making these changes my business wouldn't suffer and it hasn't. I'm working smarter, not harder.

**TARA KEATOR***Keller Williams Integrity First*

One New Years Resolution I've committed to and really stuck to is being intentional with my time. Whether it be family, work, play, etc...I'm always there and present. I make sure to use my daily minutes to be as productive as possible. It's amazing how great people feel when you are present and intentionally focusing on them. Work, with great attention, seems to go more smoothly, and of course, when you're taking a break and having fun...be *all in!*

**CHRIS TILLER***Russ Lyon Sotheby's International Realty*

Stop treating your business like a spreadsheet with actions to be completed. Focus on the individual, their goals, and how you can be a resource for solving problems.

**ADRIANNE LYNCH***Conway Real Estate*

Every year, I set a new GCI goal and break it down by month and quarter. Breaking it down by month has allowed me to stick to my New Year's resolution.

**SUSAN SEIBER***eXp Realty*

The resolution I'm proudest of maintaining is my commitment to practicing yoga 3-4 times per week. I was a stay-at-home mom for years, so when I re-entered the workforce and entered the hectic world of real estate, self-care took the absolute back seat. I realized that to be the best wife, mom, realtor, and friend possible, I needed to prioritize my mental and physical health. Yoga is my time to re-center, feel gratitude, and focus on my well-being. It's truly the resolution that keeps on giving. Happy new year!

**KANDI ANDRESEN***Infinity & Associates Real Estate*

1999 is the only year I have made a New Year's resolution. It was to give up chocolate for the year, and I did it. Also, I love chocolate, so this was not easy.

FIX NOW, PAY LATER



Get every listing ready for market with \$0 due until closing

- Turnkey pre-listing repairs, refreshes and renovations
- Pre-move-in updates
- No minimum or maximum scope
- \$0 due upfront with no interest or fees
- Free, same-day estimates
- Real-time availability to begin work
- Trusted by over 800 brokerages nationwide

curbio.com | 844-944-2629

curbio

Check out
Curbio projects



SCAN HERE

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 LAWLERTEAM

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 / #8K 0902429 / EQUAL OPPORTUNITY LENDER / 2255 N ARIZONA PLACE, SUITE 270, 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-DPI UNDER THE CFI #6036566. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE. [HTTP://NMLSConsumerAccess.org/EntityDetails.aspx/Company/3087](http://NMLSConsumerAccess.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.



WHISKEY ROW

THE PLACE TO BE

By **Dave Danielson**

There are places that just seem to make every occasion better—elevating the time you spend with your friends and loved ones.

Whiskey Row is a prime example. And, if you've visited Whiskey Row in Gilbert, you know for sure that it's the place to be.

Sean Frantz is marketing director at Riot Hospitality Group (RHG), the parent organization for Whiskey Row and many other exciting indoor destinations.

"Riot Hospitality Group was created by our CEO Ryan Hibbert. With a lot of experience in the hospitality industry, Ryan knew he could transform how the bar/restaurant industry operated if he applied his business

background and corporate experience," Sean says. "Ryan created the Riot Hospitality idea of using a 'culture based on creativity mantra for his designs and creations, and RHG was born in 2010."

Sean says that, as a third-generation Arizonan, Ryan spent a lot of time growing up in Prescott, and that's where he got the name Whiskey Row from.

TAKING CENTER STAGE

RHG is making its presence known in places nationwide.

"RHG is a national, premier hospitality management company headquartered in Scottsdale, Arizona. The company is known for managing and co-creating unique concept brands. It currently oversees 10



locations in Arizona, Tennessee, and Illinois, and in 2021, RHG added an 11th location in Colorado," Sean says. "We are also considering adding several more locations. With a passion for evolving the typical restaurant and entertainment landscape, we're committed to creating unique and meaningful experiences for every guest ... with a dedication to customer engagement, philanthropic ties in the community, and a strong commitment to true hospitality."

When you visit Whiskey Row, you can always count on something special.

"Whiskey Row at Gilbert is large and spacious. It's the perfect place to hold special events or gatherings while maintaining all social distancing and safety protocols," Sean explains, "At Whiskey Row Gilbert, we recently launched Spotlight Wednesdays, highlighting local musicians to showcase their talents on a big stage! In addition to that, we have launched our Back Porch, named after a Dierks' song, where guests can enjoy food, drinks, parlor games, and live music in a fun daytime atmosphere."

TEAM SPIRIT

Sean is quick to give credit to the RHG team for making the magic happen for patrons day in and day out.

"RHG is made up of strong, dedicated people who have a passion for creating the best possible experience for our customers," he emphasizes. "In addition, our team cares about each other and our customers."

That kind of energy translates into an unforgettable experience.

"That's really what we strive for ... to provide unique social experiences for every patron, feel connected to the neighborhoods that are home to RHG locations, and uphold an impeccable reputation by providing amazing food and drink in truly inviting and electric atmospheres," he points out. "I believe our commitment to exceptional service, energetic entertainment, and corporate social responsibility is second to none."

Whiskey Row has become a true leader in the hospitality industry, and there's more on the way.

"We're incredibly proud of the relationships we have in the communities where we're operating. Our expansion has also been very rewarding," Sean says. "In February we broke ground on our 4th Dierks Bentley Whiskey Row in Denver."



For more information about Whiskey Row Gilbert:

Website: www.riothg.com

**WE'RE NOT YOUR TYPICAL INSPECTORS.
WE'RE THE HOME INSPECTION PROBLEM SOLVERS!**

"THEM" vs. **✓Checklist Inspections**

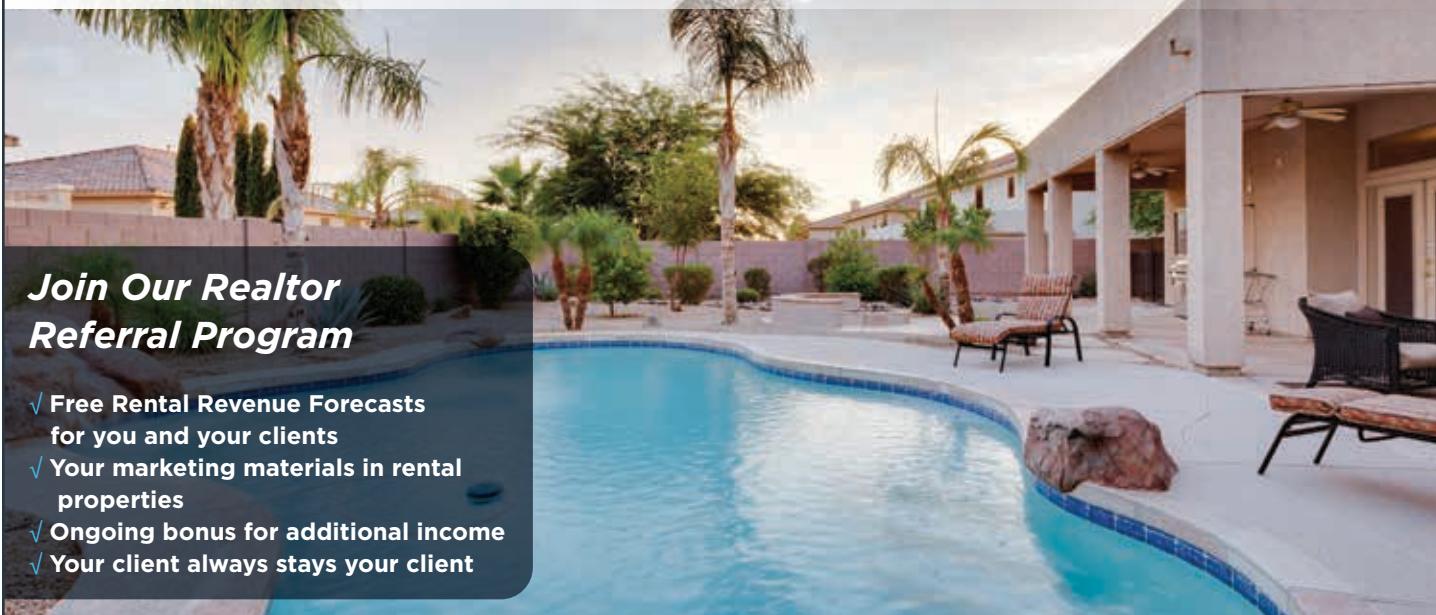


480.741.1267

24/7 ONLINE: CHECKLISTAZ.COM/RealProEV



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

NEW YEAR SPARKS

New Initiatives & Opportunities



► weserv monthly update

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

2022 is here. Yes, you read that right. 2021 seemingly came and went in the blink of an eye. As I reflect on the past year and the growth that the West and Southeast REALTORS® of the Valley garnered, one word comes to mind that helped propel us to more considerable heights: calm. Calmness through challenges, adversity, and the ever-changing world we live in provided our leaders the ability to adapt and persevere. It was through this perspective that our leaders were able to not only provide support and services to their surrounding communities but were able to learn and grow as a team. I'm incredibly proud and fortunate to stand alongside such selfless individuals who are motivated to serve others.

The new year also allows us to celebrate our past and present leaders at our yearly Installation ceremony. The event is always a special gathering. Leaders of yesterday and tomorrow came together to applaud our 2021 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.

In addition, I'd also like to send my deepest gratitude to our 2021 president, Mandy Neat. I've had the pleasure of working alongside Mandy for many years now. To see her take the reins as our president was extraordinary. She made sure that every voice was heard, every idea was pursued, and she did it all with grace. I'm proud to call her a colleague and friend.

Mandy passed the gavel off to another like-minded REALTOR®, Gary Fenton, who comes with a background and experience that stems from over 40 years. Gary, a REALTOR® Emeritus, has a deep knowledge and passion for the real estate industry. He's been heavily involved with the association for many years and has always focused his time on ways to make us better.

WeSERV is always looking for new leaders to help us make a difference in your REALTOR® community. If this opportunity speaks to you, please reach out to a member of the WeSERV staff and join the ranks of Mandy, Gary, and all the WeSERV leaders propelling organized real estate into the future.

7 Questions You Need to Ask Your Home Inspector



By Curtis Kloc, Inspections Over Coffee

Does the inspection include thermal imaging?

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

How do you categorize the issues you find?

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

Do the reports include videos?

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

Is the inspection guaranteed?

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

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

Do you provide a property history report?

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

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

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

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

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



Call to Schedule
602-962-JAVA (5282)
InspectionsOverCoffee.com

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

© f @DEVINNICOLEPHOTOGRAPHY



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

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.

Cromford® THE CROMFORD REPORT

Tracking The Residential Resale Market

Market Statistics • Index Report • Resale Listings
Rankings • News • and more!

cromfordreport.com

DAILY REAL ESTATE MARKET INSIGHT

TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021	#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
1	Derek Dickson	Offerpad	171,845,309	407	35	Justin Cook	RE/MAX Solutions	30,624,596	53
2	Daniel P Noma	Venture REI	139,123,838	346	36	Frank Vazquez	Venture REI	30,589,265	65.5
3	Carol A. Royse	Keller Williams Realty East Valley	84,390,472	140	37	Scott R Dempsey	Redfin Corporation	30,005,750	52.5
4	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	83,574,762	185	38	Tyler Blair	My Home Group Real Estate	29,896,514	68
5	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	83,469,709	171	39	Marjan Polek	AZ Flat Fee	29,767,450	50
6	Tiffany Carlson-Richison	Realty ONE Group	82,126,798	128	40	Bob & Sandy Thompson	West USA Realty	29,161,155	51
7	Darwin Wall	Realty ONE Group	77,147,525	115	41	Daniel Brown	My Home Real Estate	29,070,600	54.5
8	Karl Tunberg	Hague Partners	64,515,508	134	42	Bill Bulaga	Russ Lyon Sotheby's International Realty	28,830,000	8
9	Shanna Day	Keller Williams Realty East Valley	64,364,804	109	43	Brock O'Neal	West USA Realty	28,664,717	34.5
10	Kenny Klaus	Keller Williams Integrity First	62,556,481	140.5	44	Richard Harless	AZ Flat Fee	28,487,950	49
11	Yvonne C Bondanza-Whittaker	Zillow Homes	60,177,005	140.5	45	Kathy Camamo	Amazing AZ Homes	28,064,580	54
12	Shannon Gillette	Launch Real Estate	52,043,382	81	46	Chris Allen	Hague Partners	27,718,450	63
13	Mindy Jones	Keller Williams Integrity First	50,885,118	114	47	Lorraine Ryall	KOR Properties	26,904,513	37.5
14	Charlotte Young	Keller Williams Sonoran Living	47,833,400	97	48	Lacey Lehman	Realty ONE Group	26,879,210	55
15	Eric Brossart	Keller Williams Realty Phoenix	45,514,650	71.5	49	Damian Godoy	My Home Group Real Estate	26,779,184	58.5
16	Rebekah Liperote	Redfin Corporation	44,610,800	62.5	50	Blake Clark	Limitless Real Estate	26,497,559	53
17	Tara Meier	Zillow Homes Inc	43,919,368	104					
18	Janine M. Igliane	Keller Williams Realty East Valley	43,182,190	77					
19	Denver Lane	Balboa Realty	42,974,196	98.5					
20	Randy Courtney	Weichert, Realtors - Courtney Valleywide	41,807,400	61.5					
21	Rick Metcalfe	Canam Realty Group	40,958,494	93.5					
22	Jim & James Carlisto	Hague Partners	38,361,049	91					
23	Russell Mills	Close Pros	37,223,944	60					
24	Jody Sayler	Just Selling AZ	36,790,800	70					
25	Garrett Lyon	eXp Realty	36,353,753	76.5					
26	Monica C Monson	The Noble Agency	35,796,681	19.5					
27	Steve Hueter	eXp Realty	35,209,679	70					
28	Jason Crittenden	Realty ONE Group	34,292,308	70					
29	Jason LaFlesch	Results Realty	34,188,350	57.5					
30	Rodney Wood	Realty ONE Group	33,643,345	61.5					
31	John Hrimnak	Hague Partners	32,878,737	72.5					
32	Dean Thornton	Redfin Corporation	32,570,879	66					
33	Nathan D Knight	of ProSmart Realty	31,806,142	61.5					
34	Matthew S. Potter	Stunning Homes Realty	30,689,913	81.5					



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.

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.

 (480) 702-2900
hometeam.com/eastvalley

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

TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
51	Thomas Popa	Thomas Popa & Associates LLC	26,492,000	26.5
52	Robin R. Rotella	Keller Integrity First	25,777,675	56.5
53	W. Russell Shaw	Realty One Group	25,648,850	62
54	Mark Captain	Keller Williams Realty Sonoran Living	25,148,725	45
55	Henry Wang	eXp Realty	24,928,291	39
56	Heather Openshaw	Keller Williams Integrity First	24,534,568	49
57	Michael W Cunningham	West USA Realty	24,480,887	42
58	Robyn Brown	My Home Group Real Estate	24,395,600	32
59	Angela Larson	Keller Williams Realty Phoenix	23,243,625	76
60	Van D. Welborn	Redfin Corporation	23,156,150	28.5
61	Amy Laidlaw	Realty Executives	23,036,327	42.5
62	Frank Gerola	Venture REI	22,651,700	40.5
63	Aimee N. Lunt	Keller Williams Integrity First	22,640,250	33
64	Jason Zhang	Gold Trust Realty	22,520,690	37.5
65	Jennifer Felker	Infinity & Associates Real Estate	22,433,300	25.5
66	John Evenson	eXp Realty	22,362,669	53.5
67	Shawn Camacho	United Brokers Group	22,228,900	48
68	Pamm Seago-Peterlin	Century 21 Seago	22,169,590	38
69	Richard Johnson	Coldwell Banker Realty	22,015,898	47
70	Shawn Rogers	West USA Realty	22,015,550	45
71	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	21,878,605	38
72	Allen R Willis	Ensign Properties Corp	21,866,511	43.5
73	Carey Kolb	Keller Williams Integrity First	21,552,053	44.5
74	Tiffany Mickolio	My Home Group Real Estate	21,242,530	41.5
75	Heather Werner	Ravenswood Realty	21,111,930	44.5
76	Kelly Khalil	Redfin Corporation	20,880,111	36
77	Geoffrey Adams	Realty ONE Group	20,449,832	37.5
78	Benjamin Arredondo	My Home Group Real Estate	20,367,050	37
79	Bill Olmstead	Keller Williams Realty East Valley	20,246,000	42
80	Rachael Richards	RHouse Realty	20,144,502	43.5
81	Kevin McKiernan	Venture REI	19,968,700	35.5
82	Mike Mendoza	Keller Williams Realty Sonoran Living	19,808,757	32.5
83	Gordon Hageman	My Home Group Real Estate	19,800,111	37
84	TJ Kelley	Keller Williams Integrity First	19,731,512	34.5

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
85	Barbara Schultz	Coldwell Banker Realty	19,685,001	35
86	Mike Mazzucco	My Home Group Real Estate	19,631,927	43.5
87	Kevin Albright	Delex Realty	19,582,389	24
88	Jody Poling	Seville Realty	19,536,000	16.5
89	Tina M. Sloat	Tina Marie Realty	19,406,500	38
90	Gina McMullen	Redfin Corporation	18,918,900	40.5
91	Frank Merlo	Berkshire Hathaway HomeServices Arizona Properties	18,698,700	31
92	Amy N Nelson	Keller Williams Realty East Valley	18,454,443	35.5
93	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	18,425,200	27.5
94	David C Zajdzinski	eXp Realty	18,399,992	40
95	Chris Lundberg	Redeemed Real Estate	18,341,750	29.5
96	Mike Schude	Keller Williams Integrity First	18,321,325	34
97	James Bill Watson	Keller Williams Realty Sonoran Living	18,156,400	32
98	Timothy Ehlen	RE/MAX Alliance Group	18,123,568	33
99	Michaelann Haffner	Michaelann Homes	18,099,300	36
100	Elizabeth Rolfe	HomeSmart	17,887,500	24.5

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.



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

TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
101	Rachele M. Oram	HomeSmart Lifestyles	17,645,400	23.5
102	Jamie K Bowcut	Hague Partners	17,638,750	42
103	Chantel Gutierrez	Perkinson Properties	17,611,181	39
104	Ben Leeson	Keller Williams Integrity First	17,544,512	34.5
105	Shivani A Dallas	Keller Williams Integrity First	17,515,945	35.5
106	Michael Widmer	Keller Williams Integrity First	17,444,650	32
107	Adam Prather	Russ Lyon Sotheby's International Realty	17,435,900	30
108	Kirk A DeSpain	Call Realty	17,426,840	40
109	Caitlin Bronsky	My Home Group Real Estate	17,306,399	21.5
110	Alice Ying Lin	The Housing Professionals	17,229,470	32.5
111	Renee' Merritt	Keller Williams Arizona Realty	17,117,055	25
112	Kaushik Sirkar	Call Realty	17,112,900	27.5
113	Lauren Wood	Realty ONE Group	17,019,550	28
114	Michael J. D'Elena	North & Co	16,997,550	27
115	Tyler Monsen	Offerpad	16,942,410	30
116	Natascha Ovando-Karadsheh	KOR Properties	16,923,250	20.5
117	Jill McFadden	Delex Realty	16,912,800	29
118	Brian Christopher McKernan	ProSmart Realty	16,861,200	55

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.

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
119	Richard Ferguson	Coldwell Banker Realty	16,818,374	29
120	Cynthia Worley	Keller Williams Realty East Valley	16,812,999	19.5
121	Max Dewitt	Realty ONE Group	16,711,350	28
122	Kiran Vedantam	Kirans and Associates Realty	16,687,490	28.5
123	S.J. Pampinella	Redfin Corporation	16,628,000	30
124	Gus Palmisano	Keller Williams Integrity First	16,590,528	40
125	April Mcneil Anderson	United Brokers Group	16,341,750	32.5
126	Danielle Bronson	Redfin Corporation	16,301,890	33.5
127	Radojka Lala Smith	eXp Realty	16,286,800	26
128	Mary Almaguer	Apache Gold Realty	16,274,800	53
129	Scott Cook	RE/MAX Solutions	16,154,990	35
130	Melissa S Massey	North & Co	16,153,214	17
131	Kimberly Dempsey	KD Realty	16,134,100	27
132	Keith M George	Coldwell Banker Realty	16,014,370	52
133	Stacia Ehlen	RE/MAX Alliance Group	15,921,800	25
134	Carin S Nguyen	Keller Williams Realty Phoenix	15,822,400	39.5
135	Kraig Klaus	Keller Williams Integrity First	15,817,977	33.5
136	Kelly Saggione	eXp Realty	15,759,000	28
137	Thomas L Wiederstein	Redfin Corporation	15,746,335	32.5
138	Jeffery Chesleigh	HomeSmart	15,684,700	36
139	Erik Geisler	West USA Realty	15,618,800	31
140	Kelly Henderson	Keller Williams Realty Phoenix	15,605,200	27.5
141	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	15,592,847	26.5
142	Tara Hayden	Redfin Corporation	15,448,000	33
143	Heather M Mahmood-Corley	Redfin Corporation	15,401,750	27
144	Michael Ratzken	Two Brothers Realty	15,391,010	29.5
145	Kyle J. N. Bates	My Home Group Real Estate	15,374,837	35
146	Trevor J Hendrickson	Opendoor Brokerage	15,307,770	26
147	Bret Johnson	Realty Executives	15,252,870	23.5
148	Benjamin Graham	Infinity & Associates Real Estate	15,232,800	29
149	Michelle Rae Colbert	Keller Williams Integrity First	15,211,100	34.5
150	Brian Judy	Mesa Verde Real Estate	15,071,796	21



DEPENDABLE

NICK WATLAND
Mortgage Banker | NMLS# 325010
(602) 821-5214

"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@watermarkhomeloans.com
www.watermarkhomeloans.com/nickwatland

TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
151	Angela Tauscher	Rover Realty	15,030,495	35.5
152	David Courtright	Coldwell Banker Realty	15,024,780	32
153	Jason Dawson	North & Co	15,022,650	19.5
154	John Karadsheh	KOR Properties	14,959,250	18
155	Heather Taylor	ProSmart Realty	14,954,268	22
156	Diane Bearse	Realty Executives	14,930,500	22.5
157	Kirk Erickson	Schreiner Realty	14,776,690	27
158	Adam B Coe	Delex Realty	14,707,905	28
159	Daniel Callahan	RE/MAX Classic	14,664,465	41
160	Michael Kent	RE/MAX Solutions	14,574,316	33
161	Elliot L Barkan	Launch Real Estate	14,530,400	7.5
162	Jacquelyn E Shoffner	eXp Realty	14,478,548	25
163	Brian J Cunningham	eXp Realty	14,468,040	24.5
164	Curtis Johnson	eXp Realty	14,464,595	38.5
165	Matthew Long	eXp Realty	14,369,573	29
166	Geno Ross	West USA Realty	14,233,500	19
167	Mondai Adair	Keller Williams Realty Sonoran Living	14,178,750	26
168	Danny Kallay	Launch Real Estate	14,156,750	25.5
169	Christina Anthony	Keller Williams Arizona Realty	14,149,305	24
170	Rob Hale	Elite Results Realty	14,099,062	32.5
171	Gina Donnelly	ProSmart Realty	14,059,047	23
172	Jerry Thomas Beavers	Realty ONE Group	14,031,424	29
173	Stephanie Cook	Haven Realty	13,999,500	11
174	Ryan Gehris	USRealty Brokerage Solutions	13,991,542	21
175	Michelle Biagi Bauer	Realty Executives	13,991,000	25
176	Mark David Sloat	My Home Group Real Estate	13,973,250	24.5
177	Annette E. Holmes	United Brokers Group	13,973,000	26
178	Eric Dixon	On Q Property Management	13,934,400	19
179	Travis M Flores	Keller Williams Integrity First	13,886,225	34.5
180	Alan Kittelman	Realty Executives	13,877,350	45
181	Delaney S Rotta	My Home Group Real Estate	13,873,375	14
182	Eleazar Medrano	HomeSmart	13,650,699	30.5
183	Mary Newton	Keller Williams Integrity First	13,627,175	41
184	Vincent Clark	Marketplace One Realty	13,558,500	5

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
185	Michelle Mazzola	Berkshire Hathaway HomeServices Arizona Properties	13,482,032	24
186	Tara R Keator	Keller Williams Integrity First	13,480,000	27
187	Gina McKinley	RE/MAX Fine Properties	13,388,000	31.5
188	Bryan W Pankau	Keller Williams Integrity First	13,387,900	32.5
189	Leila A. Woodard	My Home Group Real Estate	13,380,850	32
190	Ernest Haycraft	Realty Executives	13,363,685	10
191	Ryan Meeks	Hague Partners	13,362,990	22
192	Karen C. Jordan	Thomas Popa & Associates LLC	13,267,750	13
193	Erin Ethridge	eXp Realty	13,224,700	25
194	Aartie Aiyer	Aartie Aiyer Realty	13,204,650	23
195	Zachary A Markee	Balboa Realty	13,080,256	26
196	Joshua Will Hogan	eXp Realty	13,045,548	25.5
197	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	13,045,500	14
198	Kristi Reckard	Hague Partners	13,034,925	51.5
199	LaQuita Fay	Balboa Realty	13,023,832	32
200	Kris Cartwright	Locality Real Estate	13,010,350	24

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.



HOA Friendly Residential Bins

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

TOP 300 STANDINGS

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

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
201	Becky Bell	Keller Williams Integrity First	12,875,687	28.5
202	Matthew Kochis	Keller Williams Realty East Valley	12,816,082	25.5
203	Cindy Flowers	Keller Williams Integrity First	12,798,125	38
204	LaLena Christopherson	West USA Realty	12,785,500	14
205	Bryce A. Henderson	Four Peaks Brokerage Company	12,710,150	30.5
206	Ben Swanson	Keller Williams Integrity First	12,638,000	28.5
207	Daryl R Snow	Zillow Homes Inc	12,585,562	25
208	Jerod T Johnson	The Brokery	12,507,600	10
209	Nicholas R Kibby	Keller Williams Realty Phoenix	12,481,900	28
210	Holly Poty	My Home Group Real Estate	12,479,000	26
211	Jill Vicchy Heimpel	RE/MAX Classic	12,440,475	34
212	Adam Lee	My Home Group Real Estate	12,435,025	23.5
213	Spencer J Lindahl	Main Street Renewal	12,379,450	38.5
214	Lauren Sato	West USA Realty	12,376,400	29
215	Brooke Bogart	Keller Williams Realty East Valley	12,156,400	23
216	Shar Rundio	eXp Realty	12,068,000	24
217	Michael Hargarten	Realty ONE Group	12,010,087	29
218	Bill Brimie	Rio Salado Realty	12,009,820	17.5
219	Jorge L Quijada	neXGen Real Estate	11,932,500	16.5
220	Trevor Bradley	My Home Group Real Estate	11,911,900	24.5
221	Cathy Carter	RE/MAX Alliance Group	11,890,140	19
222	Eric Avdee	Keller Williams Realty Phoenix	11,869,500	29
223	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	11,839,000	20
224	Katie Lambert	eXp Realty	11,825,849	25
225	Rene C Knauth	HomeSmart Lifestyles	11,780,890	20
226	Jaime L Blikre	My Home Group Real Estate	11,770,458	33.5
227	Kevin Barry	Keller Williams Integrity First	11,757,500	27.5
228	David C Rose	ProSmart Realty	11,705,898	21
229	Mark Brower	Mark Brower Properties	11,695,344	31
230	Matthew G Murray	Realty ONE Group	11,610,000	24
231	Steven Bernasconi	Keller Williams Integrity First	11,552,962	26
232	Karin Hansen	HomeSmart	11,548,500	14
233	Jenna L. Marsh	Realty Executives	11,468,990	23.5
234	Tyler D Whitmore	O48 Realty	11,467,950	19.5

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
---	-----------	-------------	---	---

235	Uy Quoc Tran	HomeSmart	11,424,495	25
236	Christie Ellis	Locality Real Estate	11,398,250	20
237	Dillon A Martin	Realty Executives	11,391,824	26.5
238	Katrina L McCarthy	Hague Partners	11,347,775	23.5
239	Elizabeth A Stern	Springs Realty	11,303,400	30
240	Jon Littlefield	West USA Realty	11,279,631	19.5
241	Peg E Bauer	Cactus Properties	11,256,000	23.5
242	Julie Thompson	West USA Realty	11,252,500	27
243	Charles P. Turner	Keller Williams Integrity First	11,228,300	19.5
244	Mike Haller	Ashby Realty Group	11,225,955	13
245	Jardin Ratzken	Two Brothers Realty	11,214,777	22
246	Helen Zhang	West USA Realty	11,163,400	25
247	Karrie Law	RE/MAX Foothills	11,115,500	16
248	David Barney	Fathom Realty	11,029,250	23
249	David M Cline	Keller Williams Realty East Valley	11,013,477	14
250	Grady A Rohn	Keller Williams Realty Sonoran Living	11,011,999	21.5

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.

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 - November 30, 2021

#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021	#	Full Name	Office Name	Total Volume Sales 01/01/2021 - 11/30/2021	Total Unit Sales 01/01/2021 - 11/30/2021
251	Nate Randleman	Infinity & Associates Real Estate	11,006,000	23	269	Lauren Wendt	Kenneth James Realty	10,666,500	11.5
252	Terri J Witte	eXp Realty	11,004,870	22	270	Terra A. McCormick	HomeSmart Lifestyles	10,653,700	26.5
253	Aaron Stradling	Weichert, Realtors-Home Pro Realty	10,990,511	20.5	271	Mark Stanley	Realty ONE Group	10,652,000	11
254	Alisha B Anderson	West USA Realty	10,950,700	26.5	272	Christy Rios	Keller Williams Integrity First	10,617,500	12.5
255	Christine Schroedel	CMS Properties & Real Estate	10,915,800	19	273	Marci Burgoyne	Crown Key Real Estate	10,592,418	20
256	Kerry Jackson	Arizona Gateway Real Estate	10,912,290	22.5	274	Jean Pomeroy	Realty ONE Group	10,576,900	13
257	Donette Monsen	Balboa Realty	10,897,050	20.5	275	Tiffany D Chandler	West USA Realty	10,566,000	19.5
258	Susan Lynn Jordan	Arizona Gateway Real Estate	10,894,000	15	276	Lawrence Bearse	Realty Executives	10,520,500	17.5
259	Sergio Santizo	Hague Partners	10,831,050	24	277	Brandi Samples	Long Realty Partners	10,451,400	18
260	Melanie Nemetz	Keller Williams Integrity First	10,801,850	19	278	Hannah Farbstein	My Home Group Real Estate	10,436,914	21
261	Lindsay Barnes	Realty Executives	10,783,000	23	279	Frank Bennett Jr	Frank Bennett Realty	10,423,000	28
262	Yalin Chen Dorman	Realty ONE Group	10,773,100	23	280	Cayman J. Captain	Keller Williams Realty Sonoran Living	10,419,000	17
263	Leonard Behie	Realty Executives	10,729,650	24	281	Michael J Shimono	eXp Realty	10,416,690	26
264	Chun Crouse	RE/MAX Fine Properties	10,705,300	23.5	282	Megan E. Williams	HomeSmart	10,403,350	21
265	Lisa Miguel	West USA Realty	10,691,000	20	283	Jennifer Schumacher	Russ Lyon Sotheby's International Realty	10,399,900	17
266	Sheila M Popeck	RE/MAX Classic	10,688,626	20	284	Milan Skokic	Keller Williams Integrity First	10,365,000	23
267	Caleb Williams	My Home Group Real Estate	10,668,250	20	285	Rosann Williams	HomeSmart	10,353,000	13.5
268	George Saiki	Realty Executives	10,667,000	24	286	Dawn A. Dziezynski	Realty ONE Group	10,335,000	13
<p>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.</p>									
<p>DID YOU KNOW?</p> <p>An AC unit should have preventative maintenance performed every year. Get homes sold faster by getting systems repaired before the inspection.</p> <p>MAINTENANCE • REPAIR • INSTALLATION</p> <p>IN-HOME ESTIMATES FOR ALL SYSTEM REPLACEMENTS</p> <p>Air Conditioning & Heating 911 Air Repair Maintenance • Repair • Installation</p> <p>911-ac.com • 480.360.1234 WE OFFER DISCOUNTS FOR MILITARY, FIRST RESPONDERS AND TEACHERS. 0% Financing For All New Systems!</p>									
									
269	Lauren Wendt	Kenneth James Realty	10,666,500	11.5	270	Terra A. McCormick	HomeSmart Lifestyles	10,653,700	26.5
271	Mark Stanley	Realty ONE Group	10,652,000	11	272	Christy Rios	Keller Williams Integrity First	10,617,500	12.5
273	Marci Burgoyne	Crown Key Real Estate	10,592,418	20	274	Jean Pomeroy	Realty ONE Group	10,576,900	13
275	Tiffany D Chandler	West USA Realty	10,566,000	19.5	276	Lawrence Bearse	Realty Executives	10,520,500	17.5
277	Brandi Samples	Long Realty Partners	10,451,400	18	278	Hannah Farbstein	My Home Group Real Estate	10,436,914	21
279	Frank Bennett Jr	Frank Bennett Realty	10,423,000	28	280	Cayman J. Captain	Keller Williams Realty Sonoran Living	10,419,000	17
281	Michael J Shimono	eXp Realty	10,416,690	26	282	Megan E. Williams	HomeSmart	10,403,350	21
283	Jennifer Schumacher	Russ Lyon Sotheby's International Realty	10,399,900	17	284	Milan Skokic	Keller Williams Integrity First	10,365,000	23
285	Rosann Williams	HomeSmart	10,353,000	13.5	286	Dawn A. Dziezynski	Realty ONE Group	10,335,000	13
287	S. Curtis Wieler	Century 21 Arizona Foothills	10,319,999	11	288	Justyna Korczynski	The New Home Company	10,319,420	20
289	Devin Guerrero	Realty ONE Group	10,303,250	16.5	290	Steven D Drew	Southwest Mountain Realty	10,257,499	22
291	Michael McCabe	My Home Group Real Estate	10,250,550	19.5	292	Beth Rebenstorf	Realty ONE Group	10,235,672	19.5
293	Azita Sajjadi	Coldwell Banker Realty	10,222,990	16	294	Stephanie Wyatt-Francis	Coldwell Banker Realty	10,202,519	20.5
295	Marc Slavin	Realty ONE Group	10,199,249	11.5	296	Jean Grimes	Russ Lyon Sotheby's International Realty	10,167,000	21
297	Heather Christine Morales	Homie	10,161,000	19	298	Stephanie N Sandoval	HomeSmart Lifestyles	10,137,855	17.5
299	Kathy L Akins	Realty ONE Group	10,132,600	23	300	Sarah Anderson	RE/MAX Alliance Group	10,129,892	19



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



Call us via (480) 599-2060

www.azagape.com

Gofor Services DBA | Agape Construction
AZ ROC #325591



Your Local Resource

Kathryn Lansden
480.338.1983
klansden@firstam.com

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

Setting Goals for 2022?

I can help you boost your production and reduce your marketing costs. Get your business off to a fresh start in the coming year.

Let me show you how!

firstamrealestate.com | [Phone Orders:
800.444.9030](tel:8004449030) |  | **First American Home Warranty®**



LET US GUIDE YOUR
CLIENTS HOME.

THE **BRAVA** TEAM

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

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

www.bravateamlending.com
bravateam@caliberhomeloans.com



PERMANENT ESTATE
MEDIA & MARKETING



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

P: (602) 999-9880

W: VIMEO.COM/PERMANENTESTATE



PROUDLY SERVING ARIZONA FOR OVER 10 YEARS



Sell homes **faster** with
#SEXYROOFSTATUS



- ✓ Maintenance
- ✓ Repairs
- ✓ Refelts
- ✓ Replacements
- ✓ Installs
- ✓ New Construction

Complimentary inspections & appointment scheduling | state48roofing.com

602-527-8502

@State48Roofing