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P R E S E N T S

# Golden Nuggets



**Lisa Wunder,**  
**eXp Realty**

"Give a man a fish he eats for a day, teach a man to fish he eats for the rest of his days." - I love to stay in learning mode. Every transaction is different and there is always more to learn. I take this as a great responsibility for both my clients and team. Teaching, coaching, and mentoring are a part of my daily life. Learning from the best is vital for everyone's success.



**Karsten Colin,**  
**Keller Williams Realty Sonoran Living**

Doing the right thing. When no one is looking, how you conduct yourself is most important. So many people live in front of a camera nowadays. Being a genuine person, no shortcuts, no cheating.



**Debbie Kimball,**  
**Platinum Living**

When you listen, they list. When you talk, they walk. Real estate is not about us; it's about the client and bringing value to everyone you meet. Peeling back the layers of the onion to get what your clients' needs are will help establish you as the expert in their eyes but allow them to still be the boss.



**Eric Kinneman,**  
**Lend Smart Mortgage**

"Life isn't a game, but there is always someone keeping score."  
- From Alvey Kulina, who was played by Frank Grillo in the TV drama called *Kingdom*.  
This quote seemed to resonate with me a lot; perhaps it's because of my athletic background, but I think it's mostly because that even if you are not in that particular frame of mind at that time doesn't mean that there isn't someone in your sphere of influence who is thinking otherwise. You may not be keeping score, but there is always someone who is. Be mindful of that. So give 100% all the time. If you don't give 100%, someone else will be.

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Eric on a family  
vacation to Ocean  
City, MD, June 2021.

Summit of Granite  
Peak, the highest  
point in Montana,  
at 12,807 feet,  
August 2020.

# ERIC KINNEMAN

— LEND SMART MORTGAGE

## A TRUE CRAFTSMAN

There is a certain serenity that comes from knowing that everything is going to be okay. Knowing that whatever problems you run into, you can trust that they will be handled.

That is the kind of trust that you can put into Eric Kinneman, branch manager with Lend Smart Mortgage.

By choosing Eric Kinneman as your number one mortgage loan officer, you know that your needs will always be handled personally and professionally. Eric and Lend Smart Mortgage provide a full range of mortgage lending services.

### Unquestionable Experience

Eric entered the Lending industry in 1999 after working as an air conditioner salesman. “I was always good with numbers, and I enjoyed dealing with customers instead of co-workers for the majority of the day, so I decided to jump into the Lending Industry in October of 1999.”

The Lending industry has been Eric’s primary focus since then. That translates to 23 years of high-quality experience. “If you are looking

for a locally operated Direct Lender that provides a personalized experience and does so with the mindset of doing the majority of the hard work up front, then I’m your guy.”

Eric wants all of his clients to know that he handles everything himself. “There is no Loan Officer Assistant or Processor who does my job for me or communicates on my behalf. Most Loan Officers rely upon others to do their communication for them.”

While looking back on his 23 years of experience, Eric makes an interesting observation about the types of people he sees working in the industry. “In doing this for 23 years, I see very few craftsmen in my industry. I see great salesmen, but not true craftsmen,” he notes. “I may not buy fancy martinis, but I certainly understand the lending industry — how it works and all the guidelines.”

“I may not be drinking with you on the 16th Tee at the Phoenix Open, but I will certainly be answering the questions of our clients and taking more Loan Applications. I’m not opposed to having a drink by any means, but priorities are priorities.”

### Humble Beginnings

Although you would never suspect it considering his immense success over the past 23 years, Eric does not come from a lineage of loan officers or any other “high-paying” positions.

“Being raised by a single mother, in poverty, helped shape me for who I am today,” he explains. “It may not be unique, but my outcome is unique as it is very hard for someone to break the chain of dysfunction. The odds are stacked against you, and most people end up in the same position that their parents were in.”

“Success is not closing the most amount of loans or loan volume. It is not \$400 lunches or \$100,000 cars. It is not \$3,000 suits or \$3 Million homes. Success is not about the things in life; it is about your experiences in life. It’s about sharing those experiences with people who are important to you.”

### Outside the Office

Although Eric likes to push through his life with a “you can sleep when you’re dead” mentality, that does not mean that he is an inhuman machine. When he is not hard at work, he likes to spend time with his family as well as participate in his adventurous hobbies.

Eric has been married to his wife, Amy, for 21 years. He has two children — a 15-year-old son, Ryder, and a 10-year-old daughter, Regan. Both of his children wrestle year-round in club wrestling. Ryder competes on the Desert Vista High School varsity team, where he started varsity as a freshman. Regan is an All-American in girls’ freestyle and folkstyle.

Eric is also one to travel, but not for traditional reasons. “I am a runner, trail-runner, and mountaineer,” he shares. “I have hit 49 state high points, which means the highest point in each state. I only have one to go, and that is Alaska. I run or trail run, six days a week.”

“Fitness and health are a very important part of my lifestyle. My health comes first before everything else because if I am not healthy nothing else matters,” he explains. “So, happy hour events are not that important for me; however, if you wanted to meet at the gym or trailhead, I would be happy to meet up.”





The Kinneman family.

Photo Credit: Devin Nicole Photography

Looking back on his career, Eric firmly believes that the consistency and work ethic that he has for his physical health heavily translates to his business side, especially how he treats his business and clients.

There is no question about the concrete nature of Eric's work ethic, but he also understands how fleeting life is. To that end, he shares the greatest advice he has ever been given. "If you have an idea to live life such as to have fun, go on a vacation, go to a concert, or travel somewhere, just do it. Do not put it off, even if you must scrape money together for it. Live life today. You don't know when you will be checking out. Tomorrow is not promised. Seize the day. Seize the opportunity."

#### Giving Back

With all that he has done and with all that will come, Eric wants to be

remembered for paying it forward in life. For his family, he wants to make sure that his children have the things and opportunities that he did not. For the world around him, Eric has provided a platform for people to belong in a hiking/mountaineering group for the past 11 years. He has also hosted an annual blood drive with Vitalent.

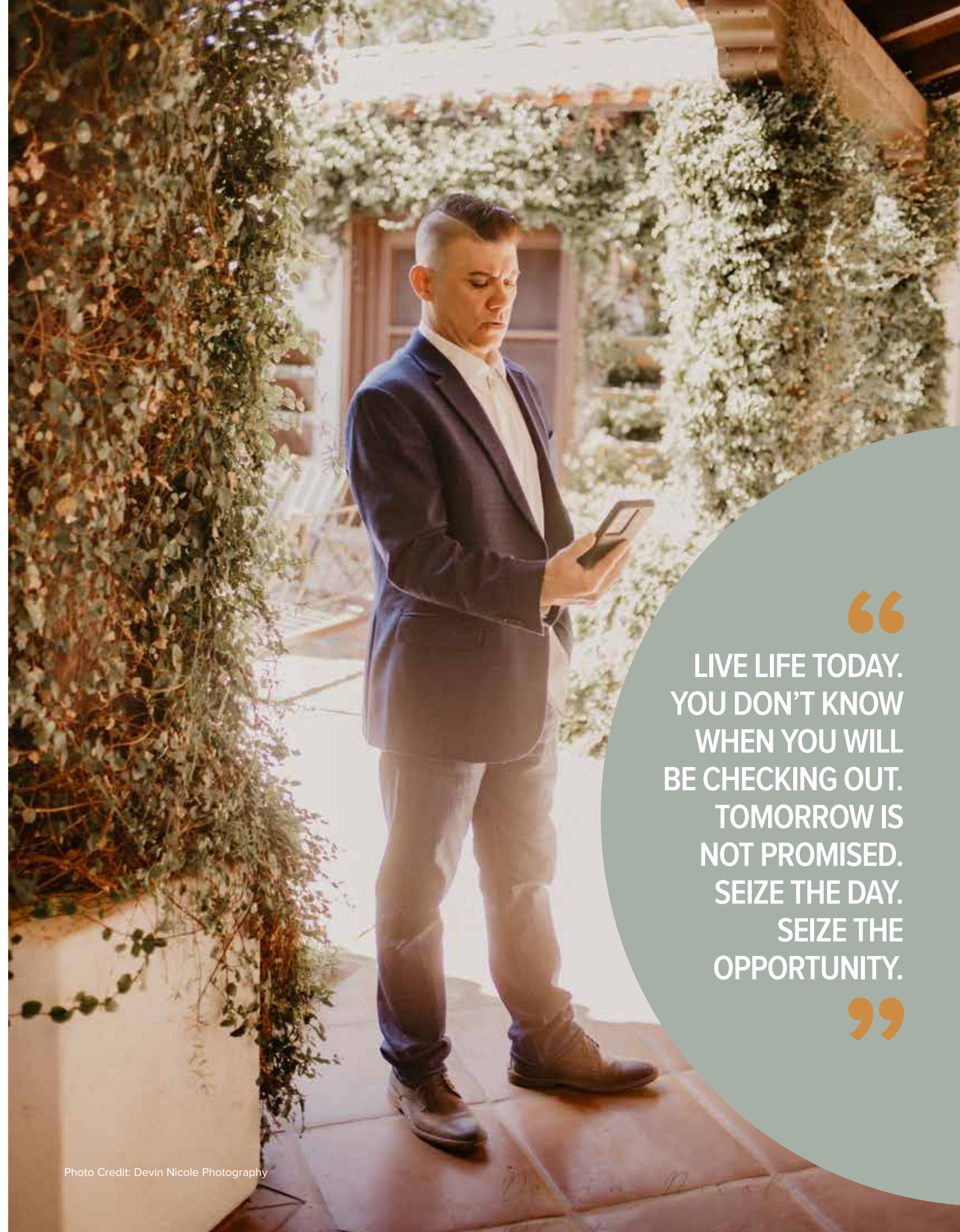
As a closing remark, Eric shares with his current and potential clients a loan-related trick that he knows will benefit all parties in the end. "I understand you may have a preferred lender, and that's fine, but if you are a high producing REALTOR®, you should have two different lenders you work with. Not two different loan officers at the same company, two



different lenders," he explains. "We can't be available 24-7, 365 days a year. We can get close, but there are times you need a backup. There is nothing wrong with that. I tell my larger producers that all the time. You can have a number two, no worries. But just remember I am your number one."

Website: [EricKinnemanLoans.com](http://EricKinnemanLoans.com)

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»» featured agent  
By Dave Danielson

# Lisa WUNDER

## Big-Picture Perspective

In an industry like real estate where each transaction can take on a life of its own, it can be easy to develop tunnel vision and focus only on the transaction at hand.

But the possibilities of looking beyond that can be truly rewarding.

That's an approach that Lisa Wunder takes.

As Team Leader and REALTOR® with The Wunder Team with eXp Realty, Lisa brings a true big-picture perspective to her work with clients.

"I love helping people realize their dreams and build wealth through real estate ... watching people achieve their goals," Lisa says.

"I like knowing this is just a stepping stone to a great financial plan for them and their family."

The other part of her work that Lisa has an appreciation for is having the opportunity to educate and guide others.

"What I really enjoy about what I do for my team or clients is coaching, training and helping people learn ... whether it's a team member or a buyer/seller ... seeing what real estate can do for them," Lisa says.

"That goes across the board for agents or customers/clients."

### Building with Her Best

Lisa first began her real estate journey 32 years ago. She remembers the time period clearly.

"On January, 1st 1989, New Year's Day, it was a pivotal day of lasting resolutions. I had just found out I was pregnant with my first child, and the very same day a relative told me about a real estate opportunity in Pennsylvania. That is where my journey began and my real estate career," Lisa remembers.

"I had always had goals and vision, with my new bundle of joy on the way, I revisited what those goals and dreams would look like as a mother. All my goals and vision expanded to include providing the best life possible for my baby. Which has now grown into goals for my grandchildren's future."

### Coming to Arizona

In 2000, Lisa moved to Arizona, staying home with her children while she raised her family. ...





...

When her son got his driver's license, she went back into real estate — joining the Keller Williams team in 2005.

#### Building Her Own Team

Through time, Lisa created her own group — The Wunder Team, with an appropriate tagline — *Wonderful Homes. Wonderful Experience.*

“We have an intimate team, with two administrative professionals and two buyers agents,” Lisa says.

“At the same time, I still really enjoy being involved in the day-to-day interactions with the clients. We are growing and are always looking to add others to our team.”

#### Opening a New Door

Around a year ago, Lisa moved from Keller Williams to eXp Realty.

Lisa has built a very successful business and a reputation for results. In fact, she earned the eXp Realty ICON Award.

#### Family Fulfillment

Away from work, Lisa's world is made much richer by her family. She treasures time with her husband, John Murdrugh, and their three



children — Christian, Brianna and Jessica ... and four grandchildren.

In her free time, Lisa has a passion for cooking. She also likes to take any opportunity she can to travel to other places — soaking up other cultures.

Lisa also likes to stay very active away from real estate, with pursuits such as hiking, skiing, yoga and gardening.

Plus, Lisa and John have a love for running their Airbnbs, where Lisa is a Super Host, with three properties, stretching from Flagstaff to Mexico.

#### Qualities of Leadership

When you talk with Lisa, it's easy to see the qualities of teacher, influencer, leader and positive resource that make her a successful leader for her team members and guide for her clients.

While the details in this business are vitally important, there's much to be said for taking a step back and enjoying a larger view.

Lisa Wunder puts her insightful experience and expertise to work each day, helping those around her benefit from taking a big-picture perspective on the future.



*What I really enjoy about what I do for my team or clients is coaching, training and helping people learn.*

”

Photo Credit Devin Nicole Photography



# Debbie

» real story  
By Dave Danielson

CARRYING ON  
WITH CARE

# Kimball

Your clients are like unfamiliar travelers trying to figure out which path to take and then figuring out the best way to keep moving forward in the right direction.

Luckily, they have you ... a trusted guide and expert who comes alongside them and helps them reach the closing table and beyond.

That's an area where Debbie Kimball excels, as well.

As associate broker with My Home Group, Debbie carries on with care for those around her.

"I pride myself on the way I'm able to carry people through that process ... to take stress away from them. I really love that satisfaction of helping people find a long-term investment," Debbie says.

"I've seen so many great things from people who were really ready to improve their lives after purchasing a home."

#### *Getting Her Professional Start*

As Debbie grew up, she graduated from college and joined corporate America—working for Fortune 500 companies.

"When we graduated from college, my husband and I moved to Arizona. I had a baby at that point. I worked at a local industrial company as their Director of Sales, and we started looking for a house," she remembers.



#### *Stepping Forward Into Opportunity*

Going through that process piqued Debbie's interest. So she attended real estate school at night and earned her license within a couple of months.

"It was awesome to be in the business at that point," Debbie remembers. "The market was great, and my first couple of years went really, really well. And then the bubble burst, and I had to switch gears quickly."

#### *Rising Above Market Changes*

Debbie moved forward in the industry, becoming an expert on short sale transactions during the time. Eventually, Debbie and her husband grew their family.

...





“

I PRIDE MYSELF ON THE WAY I'M ABLE TO CARRY PEOPLE THROUGH THAT PROCESS ... TO TAKE STRESS AWAY FROM THEM. I REALLY LOVE THAT SATISFACTION OF HELPING PEOPLE FIND A LONG-TERM INVESTMENT

”



...

“At that point, I stepped back a little bit and decided to do real estate part-time,” Debbie says. “Once my youngest child started school full-time, I went back into real estate full-time.”

#### *Made for This*

Debbie’s engaging personality, commitment, and hard work combine to be a perfect match for her career in real estate. One sign of that is her production.

In fact, through May, her 2022 year-to-date volume stood at \$7 million in sales volume.

#### *Family Fulfillment*

Away from work, Debbie treasures time with her family, including her husband, Tyler, and their children.

One of their favorite free-time activities is traveling, with trips to California being at the top of the list.

“We all love spending time at the beach,” she says.

She also enjoys cooking and kayaking.

When it comes to giving back to her community, Debbie donates consistently to Phoenix Children’s Hospital. Plus, she has been very involved in supporting the local election cycle.



#### *Innovative Impact*

Innovation has been a big part of Debbie’s success story throughout her career. She was an early adopter of technology, including taking advantage of social media to spread the word.

“That social media has really taken the place of prospecting for me because it’s a way to show my personality and to show my skill level and knowledge level,” Debbie says.

“It allows me to share what I know with people while also opening up and being a little bit more vulnerable about who I actually am as a person. And so that’s been a really great way for people to see who I am. And then what I love about it is they may already know that they want to work with me.”

#### *Delivering on the Dream*

Those who know Debbie understand the advantages she brings them.

As they look forward to working with her again, they know that she will be there for them to offer suggestions, answer questions and be their knowledgeable guide.

Day by day, Debbie makes a lasting impact on those around her ... by carrying on with care.







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# THE WISE, OLD FARMER AND THREE LIFE LESSONS ON FRAMING YOUR PERSPECTIVE

Have you heard this story about the wise, old farmer?

*There once was a wise, old farmer who had worked his crops for many long years. Then one day, his horse ran away. Upon hearing the news, his neighbors came by to visit him. “Such bad luck,” they said sympathetically. “Maybe,” replied the old farmer.*

*The next morning the farmer’s horse returned, bringing with it three other wild horses. “How wonderful,” the neighbors exclaimed. “Maybe,” replied the old farmer.*

*The following day, the farmer’s son tried to ride one of the untamed horses. But he was thrown off and broke his leg. The farmer’s neighbors came again to offer their sympathy for his misfortune. “Maybe,” replied the old farmer.*

*The day after that, a military official came to the farmer’s village to draft all the young men into the army. Seeing that the farmer’s son had a broken leg, the official passed him by. The neighbors congratulated the farmer on how well things had turned out. “Maybe,” replied the wise, old farmer.*

The story could go on and on, with each day bringing a new obstacle or opportunity to the farmer. And each day, his neighbors would reply by bringing new sympathies or congratulations to him.

The difference lies in each party’s perspective of the situation.

## THE POWER OF PERSPECTIVE

Perspective allows you to see things from different angles.

You can see things positively, negatively, or apathetically.

Your perspective on your circumstances is determined by your experiences, beliefs, worldview, and attitudes.

Each person’s perspective is unique and individual to them.

That’s why in the story above, one could see a lost horse or broken leg as a setback. While others, like the farmer, may see them as a setup. A blessing in disguise, even.

## HOW TO REFRAME NEGATIVE EVENTS

While the lessons here can be applied to many areas in life, I want to focus on framing things from the vantage point of leading your business.

In real estate, there are several negatives that can be reframed as positives by simply shifting your perspective.

The rest of this article will cover three big ones.

coaching corner  
By Joshua Lee Henry,  
President of the  
Advanced Home Marketing Institute®



## 1. LOOK AT FAILING AS A LEARNING OPPORTUNITY.

Many people struggle when dealing with failure because they mistakenly view *themselves* as a failure.

This is flawed because your identity is much greater than the sum of your actions. Sure, *who* you are includes *what* you do.

But just because you *do* something wrong doesn’t mean you *are* a bad person.

As my mentor John Maxwell says in his book *Failing Forward*:

*“Failing forward is the ability to get back up after you’ve been knocked down, to learn from your mistakes, and to move forward in a better direction.”*

When you begin to look at failure as an event, not part of your identity, you become more resilient, creative, and wiser for it.

Remember, failure is an *event*. Not a *person*.

## 2. SEE CRITICISM AS PROOF YOU’RE TAKING CHANCES.

People criticize others for different things. Sometimes it’s because they have a valid reason.

More often than not, their criticism is a reflection of their own negativity.

People complain about the petty, mundane, and insignificant in an attempt to feel better about themselves.

That’s why if you find yourself around someone who is regularly critical of you, you should consider removing them from your life.

That may sound harsh. But I believe in the “elevator principle” of human relationships. That means people either take you up or take you down.

For healthy people to grow, negative influences need to be greatly reduced. And ideally, eliminated completely from your life, if possible.

I have had to “quit” people who have dragged me down before.

I’ve had to fire employees. End friendships. And limit contact with family members when toxic people refused to change.

In each and every case, I felt more free, relieved, and happier because of it.

As Zig Ziglar once said:

*“Don’t be distracted by criticism. Remember, the only taste of success some people have is when they take a bite out of you.”*

And Aristotle is attributed with the quote:

*“The only way to avoid criticism is to do nothing, say nothing, and be nothing.”*

So if you want to avoid criticism, you best hide in a cave.

But if you want to have any degree of influence — *and that means everything from serving your clients to changing the world* — then you’ll need to learn how to “brush your haters off.”

## 3. VIEW REJECTION AS A MEANS OF YOUR PROTECTION.

This was the most recent lesson I’ve had to learn. Before starting my entrepreneurial career, I had risen to the second-highest rank in three different organizations...

...And then I was subsequently fired from all three of those roles.

I basically came up with new visions, ideas, and suggestions that either threatened or disrupted the existing structure of those companies.

So you could say my rejection from corporate life was by design to protect my entrepreneurial enthusiasm.

My termination was more of a release than it was a reprimand. That’s why I love the anonymous quote:

*“Rejection is merely a redirection. God’s way of giving you a course correction to your destiny.”*

Each of these three positive reframes requires intentionality. You may need to dig into one or two of them in more detail to get their full effect on your life.

You may need to seek out resources. Or find the courage to act on what you need to do to shift your perspective towards the positive.

And you may need to reprogram certain beliefs, limiting thought patterns or habits that are keeping you from reaching your true potential.

In any case, know that you can adjust your perspective so you can start seeing more breakdowns as breakthroughs. And setbacks as a setup for greater success.

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# KARSTEN COLIN



rising star   
By Brandon Jerrell

## Cumulating Connections

**You can rest assured that your needs will come first when you work with Karsten Colin with Colin & Co.**

**Karsten makes it his primary goal to make sure that everything is simple. No overcomplications. Giving you exactly what you need.**

### AMBITION

Although only getting his license in March of 2018, Karsten has many more years of REALTOR® experience than that. He is a second-generation agent. Because of that, he likes to tell others that he has been in real estate for 28 years, learning under his REALTOR® father, Gary Colin.

“I was a Paralegal for a criminal defense attorney and then went into property and casualty insurance sales.” Karsten studied sales and marketing essentials at Arizona State University before he decided to join the family business.

“At first, leaving the 9-5 became a 24/7 commitment. Although I am still committed to my business 24/7, I love having a team I can trust, which allows me to spend time with my family.”

Throughout his life, Karsten always had a great sense of ambition. “I have always wanted to be the best at whatever I do,” he explains. “From academics to athleticism, I was always very competitive. This stuck with me as I dove into real estate — always finding new ways to better myself or my business.”

Within his short time as a licensed REALTOR®, he already has collected a substantial list of awards and recognitions for his success. He has been recognized as Rookie of the Year with Keller Williams Realty Sonoran Living; recognized with 40 under 40 winner in both 2020 and 2021; and finally, was part of the Top 1 percent in Arizona Real Estate.

With a career volume of 76 units and \$35 million, it is easy to see how Karsten has collected all of these awards.

### SPECIALTIES

As stated before, Karsten is all about simplicity for the client. “I think I am different by keeping things simple. I think everyone overcomplicates life.”



One of Karsten’s greatest abilities is his ability to negotiate with amazing results. “Many of my clients save tens of thousands of dollars per transaction,” he elaborates. “I think the best negotiations are accomplished through a fair and honest approach.”

He also is very familiar with reading the fine print of contracts. This ability can be greatly attributed to his background as a paralegal. That unique background allows him to have a firm understanding of real estate law, and it enables him to use that to his client’s advantage.





...

“I have learned from some of the best and brightest agents and investors in the industry. Sharing that information with clients and agents has helped change many lives,” he shares. “I am excited to continue growing my team and enter into different spaces in the industry. I have been working on a few other businesses I am excited to announce in the near future. I am also finishing up my broker licensing.”

#### OFF THE CLOCK

When not working, Karsten takes that time to be with his family. His wife, who he has been with for 10 years, and their two children, Sweden and Kallahan. “We also have a Doberman, Kowboy, and two cats, Garfield and Duchess,” he shares.

“I have an amazing wife who has helped me build my business into what it is today. We met in high school and have been together for almost 10 years now.”

Although business is important, family comes first. “I am always learning and growing in my real estate business, but personal growth is most important to me. Being the best husband and father is above everything else.”

As made clear by the fact that Karsten is continuing the family business, Karsten is part of a family-first business. “Through that philosophy, our agents and clients have become family. We are there for one another, personally and professionally. We work hard so we can enjoy time with our loved ones.”

#### CONTINUING TO RISE

Karsten makes sure always to give back to the world around him. His main focus in that regard is the industry around him. As said before, Karsten has learned much from others in the industry, so he wants to keep that trend going by sharing what he knows with his team in hopes that they can share with their own teams in the future.

With that in mind, Karsten puts that goal in a simple line of advice. “Find someone who has what you want and learn from them. Figure out ways to get connected and provide value.”

Congratulations to Karsten Colin, this month’s Rising Star. The moment you choose to work with Karsten, you know that his connections are now your connections.

“I don’t think I have ever focused on success. I think success comes from hard work, authenticity, and dedication. For me, success is having the ability to spend time with my wife and kids.”

“

*Find someone who has what you want and learn from them. Figure out ways to get connected and provide value.*

”



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» review with chris reece

# What Kind of “SHOW” are You Putting On?

**Lead singers fascinate me. Always have. Don’t get me wrong, I know that lead singers don’t exist without the music behind them, but for some reason, I’ve always been drawn to the way they can give a voice to music. Earlier this year, I had the pleasure of going to two epic concerts: Tool in January and Imagine Dragons in March. Both bands were beyond fantastic, but the lead singers were a different story.**

**I’ll start by saying this is my opinion and only that. So, metal fans, take a deep breath — I know this comparison will be hard to hear. Both lead singers have vocal pipes that are a complete gift. Both have insanely talented band members and have the ability to go from soft melodic music to downright hard rock, fist-pumping riffs, so bear with me.**

**Tool’s “frontman” is Maynard James Keenan, and Imagine Dragons’ singer’s name is Dan Reynolds.**

**The stages:** Tool had two raised platforms for Maynard to sing from. Both were slightly set back from each side of the massive drum kit. Dan from Imagine dragons had a giant runway with multiple paths that ran up the middle of the floor so he could interact with the crowd.

**Here’s the comparison:** Imagine Dragons left nothing on the table! He sang and danced all night! Tool’s Maynard disappeared from stage multiple times and, during one 15-minute song that was heavily instrumental, sat behind the drum kit for 10 minutes while his band played one of their epic 15-minute metal songs. I only know he sat behind the kit because of the vantage point of my seats.

I know this makes me sound as if I’m dissing on the Tool show. That is not the case. They played amazing songs and sounded phenomenal. They were just as heavy as I remember them being. Maynard just sang tired, and they didn’t play very many fan favorites. He doesn’t talk much to the crowd between songs, and

when he does, it’s usually a sarcastic joke or two about the town he’s in. Most of the longtime fans know this and brush it off as humor. A long time ago in an interview, I read that he stated that he stays in the background because he wants the Tool experience to be about the whole band and not just one member. Maynard sees his voice as another instrument. The intriguing thing to me about Maynard being the “frontman” is the longer he’s the voice, the further back on stage he goes. This spans all the shows I’ve seen since 1997. He doesn’t want the main lights on him and is often in the dark. So, the conclusion most make is that he just wants to be in the background. No harm, no foul. But he dresses up for every show. Make-up, costumes, and the whole thing. He’s a character for sure.

Imagine Dragons have a massive multi-pathed walk-way and an extra circular stage for their lead singer because he can’t stay in the back! Since seeing Dave Grohl with Foo Fighters interact with the audience when they opened for the Red Hot Chili Peppers, I’ve never seen such an energetic singer! Dan was running, dancing, and singing the *whole* show. In fact, he barely left the stage at all; even during the few encores, he remained on stage waiting for his bandmates to return. A number of times, he poured out to the crowd how thankful he and they were for coming out to the show. It seemed that every time a fan would reach out from the crowd, he’d bend over to take their hand while not missing a note. And talk about pipes! Hitting the notes he hit while running and dancing were incredible. I left that show exhausted for him.

**A little background:** I’ve seen Tool about a dozen times live, and I know just about every word to every song. With Imagine Dragons, I only recognize their hits mainly because they’re one of Heidi and Emma’s (my oldest daughter) favorite bands, and Imagine Dragons is on regular rotation on airplay at our house. In fact, I was curious why I was even going to the Dragons show. Those ticket prices are for real fans. Well, I left that show a real fan by the way they played.

To be fair, Tool has been in business for about three times as long as Imagine Dragons. And again, I can’t stress this enough. I am comparing two singular events from completely different genres with two totally different fan bases.

Both have beyond incredible voices. Both are incredible bands, and both have immense fan bases. One dresses up and stands in the back; one wears

loose-fitting clothes so he can run around and dance in them. Both are in shape. One sang his heart out and performed every single song, and they played the hits for the fans. The other sang from the back in the dark and played a few hits but mostly a lot of the obscure songs they wanted to play. The band around Tool played their hearts out while Maynard sang tired and as though he had to be there. The other sang like he couldn’t believe that he had the opportunity to sing in front of us.

One of the bands was in the middle of their tour, while for the other, it was their last show before a three-week break. Maybe Imagine Dragons played their hearts out because it was almost time to rest?

I enjoyed every moment of each show. But there is something about seeing someone leave everything on stage. I felt like I got every dollar’s worth of that performance. The Tool tickets were given to me as a gift. Do you think that could play a part in this comparison?

Okay, Chris, you’ve got a weird obsession with lead singers. Why compare these two dudes and tell us about it? BECAUSE it made me ask this question of myself. What show am *I* putting on? The tired one hiding in the back just dressing up? Or am I running full force into life, giving everything I’ve got for those around me?

Am I operating tired?

What gift do I naturally possess that I am not giving its full capability?

When I remember these two shows all this time later, I know how I felt after each one. One felt like he was going through the motions, and the other put on a show I’ll never forget. One sang songs he wanted to play, and the other played songs for the crowd. How am I leaving people feeling after my interactions?

Where am I going through the motions? Even in the things I’m naturally good at, where have I gotten lazy? And how — for the love of God — do I shake off the feeling of “here I go again,” of “same old, same old”? More showings ... Another night of cooking dinner ... More laundry ... I mean, these bands sing the same songs every night; how do they keep the passion alive? I get why Maynard wants to be in the back. I do. He wants to be left alone. At the end of the day, I want to be left alone, too, sometimes. But my life is a life surrounded by people, and for people, so my life doesn’t allow that. Spoiler alert: yours doesn’t either, FYI. I know very much that my family and clients pay top dollar for the Chris Reece show. All of you deserve an Imagine Dragons show *every time*!

Sometimes you have to let the band carry you while you’re dressed up in the dark.

I answer a lot of questions every day. I just counted my texts from Monday: 55 different people with different conversations. That doesn’t include emails! Did every person get an Imagine Dragons response, or was I just a Tool?

Walking away from the shows, I felt different. On one side, it was super cool that Tool played obscure stuff that really never got a lot of live attention. At the same time, there were three songs they played that I really wanted to hear. But after leaving Imagine Dragons, I wanted to download each album and read the singer’s lyrics. What are the words from all of that passion he poured out on all of us?

It comes to the question: what is in the way of Maynard’s best performance? He dressed up? He showed up? Where is his best performance?

What’s in the way of my best performance?

I’m scared. I’m scared of putting it all out there. I’m scared I’m not doing enough. I’m scared I’m not working hard enough. I’m scared that if I put it all out there that I’ll fail miserably. I’m scared I’m not a good dad or a good husband. I’m scared I’m not a good REALTOR® for my clients at times.

Honestly, I think most people have these fears, too, and they hold us back from the show of our lives.

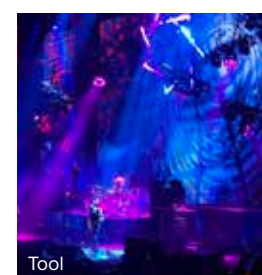
If I’m being honest, I’ve been hiding behind the drum kit, letting the band (all of my family and all of you) carry me. I’ve been the guy dressed up in a costume in the back, in the dark, afraid to give you my best show because it’s going to cost me everything to lay it out there. It should cost you everything too. Guess what — the real fans will always come to watch you play.

Tool, I’ll be there for your show.

Imagine Dragons, I’ll be there, too.

Your old and new fan, thanks for reading.

Chris Reece







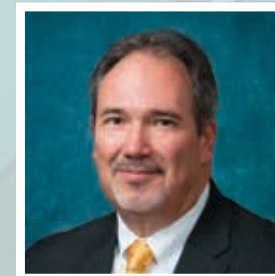
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**NATE KNIGHT**  
*ProSmart Realty*  
I was born and raised in Arizona and absolutely love living here! What I love most about living in Arizona is that in just a few hours, you can be in the mountains and enjoy the cooler weather or play in the snow. It is always nice escaping reality for a few days to recharge and escape.



**JEANIE TEYECHEA**  
*Opportunity 2 Own RE*  
I am sure most people would say “the weather.” Of course, having great weather year-round is a bonus, but I love all the options you have in Arizona. Between the lakes being so close to amazing hiking options, we really have it all. Then, to top it off, you can drive less than two hours to get into the “cooler weather” like in Payson, Pine, etc., and you even get snow in the winter! It’s the most versatile place, in my opinion!



**LAUREN SATO**  
*West USA Realty*  
Everything is just a short drive away: skiing in the mountains, camping in the woods, water sports in not-too-cold lakes, golf and outdoor sports galore, hiking/biking... everywhere! Okay, no ocean, but other than that...we are blessed to live here!



**CINDI DEWINE**  
*Russ Lyon Sotheby's International Realty*  
Love October through May the most but truly year-round living with a pool in the summers!



**JASON BOND**  
*My Home Group Real Estate*  
The thing I love most about living in Arizona is the quality of life and the people. I have lived in various states, and immediately upon moving to Arizona, you notice how friendly and happy everyone is. People smile and greet you, they hold the door open for you, they let you merge in traffic, and the list goes on and on. Arizona is by far the best place my wife and I have lived, and we would never live anywhere else.



**ALISHA ANDERSON**  
*West USA Realty*  
The year-round options for travel and visiting beautiful places. In the summer, it’s easy to get out of the heat by going just a few hours north or east, and in the winter so many beautiful desert places to visit south and west.



**NICK KIBBY**  
*Keller Williams*  
I love all the sporting events that are hosted all year round in the valley.



**CHRIS TILLER**  
*Russ Lyon Sotheby's International Realty*  
I love the diversity. The people, landscape, and opportunity are expansive. It’s both entrepreneurial and traditional. You can meet people from all over the world or someone whose last name is on the street signs. I’ve seen a Ferrari cruise by a cowboy riding a horse. On the same day, I can snowboard, waterski, see a ballet, and shoot a gun.

...



...



**TRISH CARROLL**  
AveNew Realty Inc.

I love Arizona because we DO get all four seasons. It is a quick three-hour drive north to catch some cooler weather in the summer with shade from a ponderosa pine, build a snowman in the winter, and hit the slopes. We have so many options for landscapes in Arizona; it's up to you to explore all these great places in Arizona without having to fly anywhere.



**JANINE IGLANE**  
Keller Williams Realty East Valley

I love living in Arizona. I love the heat, I know I'm weird that way, but I would much rather be hot than cold. Just ask my team! I love how clean it is here. I love our wide freeways. I love the people. And I especially love that we can take our boat out and be at the lake in 30 minutes!



**LAUREN WOOD**  
Realty One Group

I'm sure many people feel the winters are the best part of living in Arizona. I would agree but would like to add its proximity to so many other places like California, Las Vegas, and Mexico, not to mention a quick trip to Northern Arizona for cooler weather.



**DARWIN WALL**  
Realty One Group

Everything but the summers! Haha.



**HEATHER RODRIGUEZ**  
eXp Realty

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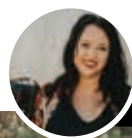


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## ► weserv monthly update

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

# WeSERV Congratulates our Good Neighbor Award Winners

Serving our surrounding communities is a critical mission here at the West and SouthEast REALTORS® of the Valley. Our leaders make it a point to help in any capacity. Recently, WeSERV had the pleasure of awarding five members our Good Neighbor Award.

These incredible REALTORS® have demonstrated their commitment to their communities by giving their time and money to charities they hold dear. They consistently change lives by sharing their time and talents to help others. Below are the five award recipients and their incredible stories. Congratulations again to the winners.

### GLENN HUTCHINSON | Marie Marshall and Associates Real Estate

Glenn was one of the Lung Transplant Support Organization, Inc. (LTSO) founders, which was created in 2008. The organization's mission is to support lung transplant patients, patient caregivers, and the medical professionals who care for them. They inform and educate patients on resources available beyond their personal medical insurance coverage, including but not limited to housing, medical and financial assistance. Their goal is to provide new patients with a community of fellow transplant recipients who understand their journey and can assist by sharing and encouraging in a positive and supportive manner. Glenn serves as the chairman of the board and CEO and oversees assistance to dozens of patients each year, many of who would not otherwise receive the transplant. He also plans and organizes an annual golf tournament as a principal fundraising activity for the charity.

### MANDI SATER | Flores Realty One Group - Mandi Flores Real Estate Team

Mandi gives her time and compassion to Foster Arizona. The nonprofit organization is a housing program for foster youths who have aged out of the foster system and are learning to navigate becoming adults. Most were never adopted and never got a forever home, but they can be a part of this program until they turn 21-years old. Mandi, through Foster Arizona, works with the young adults by:

- Mentoring Young adults who aged out of foster care
- Prepping housing units for them to live
- Spending time and teaching connections
- Showing them their resources
- Leading them to adulthood

### CYNDI WILSON | West U.S.A. Realty

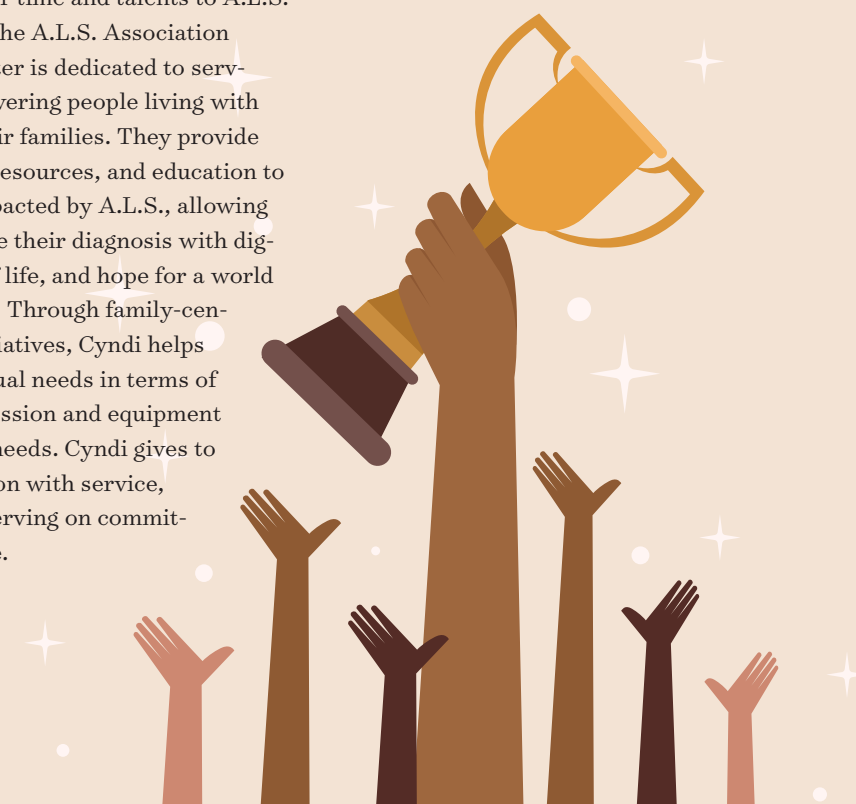
Cyndi gives her time and talents to A.L.S. Association. The A.L.S. Association Arizona Chapter is dedicated to serving and empowering people living with A.L.S. and their families. They provide free support, resources, and education to Arizonans impacted by A.L.S., allowing them to endure their diagnosis with dignity, quality of life, and hope for a world without A.L.S. Through family-centered care initiatives, Cyndi helps assess individual needs in terms of disease progression and equipment and resource needs. Cyndi gives to the organization with service, fundraising, serving on committees, and more.

### JAMES GOODMAN | The Goodman Taylor Team, Keller Williams Realty Sonoran

James gives his time and talents to Humbly Offering Positive Encouragement (HOPE) for the Homeless. HOPE for the Homeless is dedicated to supporting this segment of our population through their addiction recovery journey. HOPE for the Homeless organizes recovery meetings and supports those meeting attendees with food, blankets, clothes, new socks/underwear, toiletries, and other necessities. The ultimate mission is to have an inpatient recovery rehab dedicated to serving the homeless. James raised over \$20,000 in 2021 for this organization, which led to thousands of HOPE Bags distributed to those in need.

### LISA PIZZUTI | Built by Referral Realty

Lisa gives her time to the Sun Lakes Fire Department. In her words, "She has been involved with raising funds for the fire department for four years, meeting residents in the community to help promote fundraising." The Sun Lakes Fire Department has hosted multiple community designer purse bingo events within the Sun Lakes Community. The firefighters help model the purses and sell bingo cards. The event has sold out since October 2019 and has raised more than \$28,000.







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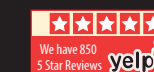
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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–May 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
1	Derek Dickson	Offerpad	157,383,859	292
2	Daniel P Noma	Venture REI, LLC	111,975,166	233
3	Frank Vazquez	Venture REI, LLC	78,021,866	153
4	Yvonne C Bondanza-Whittaker	Realty ONE Group	51,055,534	109
5	Karl Tunberg	Hague Partners	46,133,862	78
6	Nick & Kristy DeWitz	Hague Partners	43,994,947	76
7	Mary Jo Santistevan	Berkshire Hathaway HomeServices AZ	43,154,509	66
8	Darwin Wall	Realty ONE Group	34,104,755	49
9	Kenny Klaus	Keller Williams Integrity First	31,043,638	56
10	Rebecca H. Rains	Berkshire Hathaway HomeServices AZ	30,513,932	70
11	Shanna Day	Keller Williams Realty East Valley	28,728,608	35
12	Rick Metcalfe	Canam Realty Group	28,477,322	63
13	Shannon Gillette	Launch Real Estate	27,770,868	55
14	Lacey & Drew Lehman	Realty ONE Group	27,460,826	50
15	Carol A. Royse	Keller Williams Realty East Valley	26,012,225	39
16	James & Jim Carlisto	Hague Partners	25,397,500	55
17	Jacqueline Shaffer	Offerpad	25,145,900	54
18	Mindy Jones	Keller Williams Integrity First	24,831,295	45
19	Garrett Lyon	eXp Realty	23,742,427	41.5
20	Eric Brossart	Keller Williams Realty Phoenix	22,061,308	27.5
21	Tyler Blair	My Home Group Real Estate	20,783,750	41
22	Charlotte Young	Keller Williams Realty Sonoran Living	19,879,890	37
23	Justin Cook	RE/MAX Solutions	18,527,500	21
24	Thomas Popa	Thomas Popa & Associates LLC	18,374,500	13.5
25	Radojka Lala Smith	eXp Realty	18,233,000	25
26	Rebekah Liperote	Redfin Corporation	18,035,000	25
27	Lorraine Ryall	KOR Properties	16,936,500	20
28	Blake Clark	Limitless Real Estate	16,857,409	23
29	Velma L Herzberg	Berkshire Hathaway HomeServices AZ	16,648,500	19
30	Russell Mills	Close Pros	16,634,500	19
31	John Hrimnak	Hague Partners	16,495,872	30
32	Bob & Sandy Thompson	West USA Realty	16,420,000	22
33	Chris Allen	Hague Partners	16,276,000	25.5
34	Jody Sayler	Just Selling AZ	16,064,900	31

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
35	Shawn Camacho	United Brokers Group	15,729,400	23.5
36	Dustin Posey	Property Hub LLC	15,478,300	35
37	Carey Kolb	Keller Williams Integrity First	15,032,402	27.5
38	Rodney Wood	Keller Williams Integrity First	14,961,350	23
39	Nathan D Knight	ProSmart Realty	14,620,936	26
40	Tiffany Carlson-Richison	Realty ONE Group	14,574,680	19
41	Aartie Aiyer	Aartie Aiyer Realty LLC	14,561,342	7
42	Jody Poling	Seville Realty, LLC	14,265,400	13
43	Tina M. Sloat	Tina Marie Realty	13,957,000	24
44	Karen C. Jordan	Popa & Associates LLC	13,862,389	11
45	Yalin Chen-Dorman	Realty ONE Group	13,716,630	26
46	Brett Worsencroft	Keller Williams Integrity First	13,681,750	12
47	Gig Roberts-Roach	Coldwell Banker Realty	13,175,538	23
48	S.J. Pampinella	Redfin Corporation	12,933,000	17
49	Richard Harless	AZ Flat Fee	12,718,300	19
50	Jason Crittenden	Realty ONE Group	12,673,900	21.5

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–May 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
51	Scott R Dempsey	Redfin Corporation	12,625,450	19.5
52	Alexander M Prewitt	Hague Partners	12,530,000	21
53	W. Russell Shaw	Realty One Group	12,495,850	22
54	Marc Slavin	Realty ONE Group	12,273,250	8
55	Gordon Hageman	My Home Group Real Estate	12,270,372	19
56	Keith M George	Coldwell Banker Realty	12,055,998	34
57	Richard Johnson	Coldwell Banker Realty	11,964,500	21
58	Heather Openshaw	Keller Williams Integrity First	11,913,750	20
59	Beverly Berrett	Berkshire Hathaway HomeServices AZ	11,851,173	19
60	TJ Kelley	Keller Williams Integrity First	11,834,057	17.5
61	Thomas L Wiederstein	Redfin Corporation	11,827,950	18.5
62	Mike Mendoza	Keller Williams Realty Sonoran Living	11,780,000	16
63	Tiffany Gobster	My Home Group Real Estate	11,687,400	5
64	Pamm Seago-Peterlin	Century 21 Seago	11,683,000	16
65	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	11,671,441	17.5
66	Heather Christine Morales	Homie	11,616,500	19
67	Benjamin Arredondo	My Home Group Real Estate	11,594,700	22
68	Amy Laidlaw	Realty Executives	11,575,200	12
69	John Evenson	eXp Realty	11,538,850	15.5
70	Shawn Rogers	West USA Realty	11,499,499	19.5
71	Mondai Adair	Keller Williams Realty Sonoran Living	11,462,990	13
72	Vivian Gong	West USA Realty	11,295,300	19
73	Daniel Brown	My Home Group Real Estate	11,195,000	12
74	Allen R Willis	Ensign Properties Corp	11,022,200	21
75	Kirk A DeSpain	Call Realty, Inc	10,985,927	17
76	Jason L Bond	My Home Group Real Estate	10,958,500	17.5
77	Janine M. Iglane	Keller Williams Realty East Valley	10,950,399	15
78	Delaney S Rotta	Launch Real Estate	10,873,000	6
79	Kathleen Scott	Redfin Corporation	10,620,910	10
80	Michelle Rae Colbert	Keller Williams Integrity First	10,570,000	22
81	Chun Crouse	RE/MAX Fine Properties	10,518,980	20
82	Robin R. Rotella	Keller Williams Integrity First	10,498,125	19
83	Chantel Gutierrez	Perkinson Properties LLC	10,492,500	24.5
84	Matthew S. Potter	Real Broker AZ, LLC	10,486,600	19

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
85	Brian J Cunningham	eXp Realty	10,358,700	13
86	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	10,346,764	9.5
87	Mark Captain	Keller Williams Realty Sonoran Living	10,314,000	13
88	Ben Leeson	Keller Williams Integrity First	10,299,000	15.5
89	Michael Kent	RE/MAX Solutions	10,294,000	22
90	Chris Baker	Hague Partners	10,159,500	15.5
91	Brian Christopher McKernan	ProSmart Realty	10,089,300	26
92	Jack Cole	Keller Williams Integrity First	10,018,000	14
93	Adam Prather	Russ Lyon Sotheby's International Realty	9,944,950	9.5
94	Ashlee Renee Castro	My Home Group Real Estate	9,931,500	22.5
95	Anne Zangl	Russ Lyon Sotheby's International Realty	9,897,500	4
96	Aimee N. Lunt	RE/MAX Solutions	9,896,900	9
97	Frank Gerola	Venture REI, LLC	9,884,690	17.5
98	Kevin McKiernan	Venture REI, LLC	9,884,690	17.5
99	Catherine Merlo	Berkshire Hathaway HomeServices AZ	9,834,900	20
100	Angela Tauscher	Rover Realty	9,746,256	9

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–May 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
101	Grady A Rohn	Keller Williams Realty Sonoran Living	9,691,450	14
102	Lauren Wood	Keller Williams Integrity First	9,687,150	13
103	Craig McGrouther	Hague Partners	9,679,000	16
104	Michael Smith	West USA Realty	9,675,900	13
105	Marjan Polek	AZ Flat Fee	9,668,300	14.5
106	Sharon D Steele	Russ Lyon Sotheby's International Realty	9,589,000	7.5
107	Kelly Khalil	Redfin Corporation	9,584,050	17.5
108	Jennifer Felker	Infinity & Associates Real Estate	9,516,888	10
109	Carol Gruber	eXp Realty	9,492,250	21
110	Geoffrey Adams	Realty ONE Group	9,467,200	16.5
111	Katie Lambert	eXp Realty	9,454,250	15
112	Stacy Hecht	RE/MAX Desert Showcase	9,371,250	9
113	Elizabeth Rolfe	HomeSmart	9,346,000	11.5
114	Bryce A. Henderson	Four Peaks Brokerage Company	9,309,000	13
115	Chris Anthony Castillo	CPA Advantage Realty, LLC	9,295,000	4
116	Joe Carroll	HomeSmart	9,286,340	14
117	Russell Wolff	My Home Group Real Estate	9,255,000	3
118	Lauren Sato	West USA Realty	9,207,900	18

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
119	Kelly Saggione	eXp Realty	9,197,400	12.5
120	Kimberly C Smith	RETSY	9,150,000	1
121	Tammie Fischer	Offerpad	9,146,000	13.5
122	Henry Wang	eXp Realty	9,142,750	12
123	Kathryn R Arter	Realty ONE Group	8,996,000	12
124	Brian Davidson	Hague Partners	8,988,950	18.5
125	Danielle Bronson	Redfin Corporation	8,981,905	17
126	Dawn M Forkenbrock	eXp Realty	8,966,900	17
127	Karsten Kass Colin	Keller Williams Realty Sonoran Living	8,956,480	15.5
128	Sarah A Nash	ProSmart Realty	8,939,500	12
129	Denver Lane	Balboa Realty, LLC	8,931,559	14
130	Stacia Ehlen	RE/MAX Alliance Group	8,882,000	11
131	Eve Tang	Keller Williams Realty Sonoran Living	8,863,950	13
132	Angel Ureta	North & Co	8,845,000	3
133	Leslie K. Stark	Realty ONE Group	8,841,000	6
134	Eric Dixon	On Q Property Management	8,836,500	14
135	Robert Reece	United Brokers Group	8,829,500	17.5
136	Angela Larson	Keller Williams Realty Phoenix	8,823,800	24
137	Debi Gotlieb	Key Results Realty LLC	8,802,300	13
138	Mary Newton	Keller Williams Integrity First	8,749,300	23
139	Chris Lundberg	Redeemed Real Estate	8,693,220	11
140	Elizabeth A Stern	Farnsworth Realty & Management	8,620,500	20
141	Jesse Wintersteen	ProSmart Realty	8,607,900	17
142	Heather M Mahmood-Corley	Redfin Corporation	8,530,000	17
143	Carin S Nguyen	Keller Williams Realty Phoenix	8,523,349	15.5
144	Matthew Allen Veronica	Keller Williams Integrity First	8,481,756	15
145	Shar Rundio	eXp Realty	8,448,000	15
146	Katrina L McCarthy	Hague Partners	8,438,700	13.5
147	David M Cline	Keller Williams Realty East Valley	8,421,000	6.5
148	Zack Alawi	Sloan Realty Associates	8,416,736	18.5
149	Kelly Henderson	Keller Williams Realty Phoenix	8,393,250	15
150	Sarah Gates	Keller Williams Realty Sonoran Living	8,381,590	14

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–May 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
151	Ryan Meeks	My Home Group Real Estate	8,359,500	10.5
152	Jenna L. Marsh	Realty Executives	8,354,250	14.5
153	Sean Michael Walker	Realty ONE Group	8,353,150	8
154	Nate Randleman	Infinity & Associates Real Estate	8,316,040	14
155	William G Barker	HomeSmart	8,262,800	19.5
156	Timothy Ehlen	RE/MAX Alliance Group	8,239,511	13
157	Mikaela N Clark	Limitless Real Estate	8,170,200	11
158	Kyle J. N. Bates	My Home Group Real Estate	8,126,050	14
159	Kirk Erickson	Schreiner Realty	8,089,000	13.5
160	Heidi S Spielman	My Home Group Real Estate	8,082,465	42
161	Kyle Zwart	My Home Group Real Estate	8,081,250	10
162	Gus Palmisano	Keller Williams Integrity First	8,056,950	15
163	Randy Courtney	Weichert, Realtors - Courtney Valleywide	8,052,900	14
164	Matthew Kochis	Keller Williams Realty East Valley	8,047,775	16
165	William John Barker	HomeSmart	8,043,249	18
166	Joshua Will Hogan	eXp Realty	7,992,000	13.5
167	Erin Ethridge	eXp Realty	7,981,550	12.5
168	Wendy J Macica	Home Centric Real Estate, LLC	7,964,900	18
169	Marci Burgoyne	Crown Key Real Estate	7,932,100	13
170	Jennifer Bellinger	Russ Lyon Sotheby's International Realty	7,927,300	3.5
171	James Bill Watson	Keller Williams Realty Sonoran Living	7,913,000	12.5
172	Curtis Johnson	eXp Realty	7,861,650	18.5
173	Eric Ford	My Home Group Real Estate	7,856,550	18
174	Gary R Smith	Keller Williams Integrity First	7,836,000	10.5
175	Lindsay M Bingham	My Home Group Real Estate	7,782,000	13
176	Alice Ying Lin	The Housing Professionals	7,776,000	13
177	Caitlin Bronsky	My Home Group Real Estate	7,750,000	7
178	Kevin Dempsey	Dempsey Group Realty	7,738,570	13
179	Sharon Coffini	Keller Williams Realty Sonoran Living	7,727,400	8
180	Brandon Alsayed	Delex Realty	7,720,000	5
181	Heintje Tjahja	HomeSmart	7,719,000	13
182	Bill Olmstead	Keller Williams Realty East Valley	7,674,500	14.5
183	Bill Bulaga	Russ Lyon Sotheby's International Realty	7,670,000	4
184	Scott Graff	eXp Realty	7,647,000	11

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
185	Jaime L Blikre	My Home Group Real Estate	7,612,499	16
186	Adam Lee	My Home Group Real Estate	7,606,450	11
187	Eleazar Medrano	HomeSmart	7,600,350	12.5
188	Robyn Brown	My Home Group Real Estate	7,596,900	10
189	Amy N Nelson	Keller Williams Realty East Valley	7,552,000	9
190	Michaelann Haffner	Michaelann Homes	7,538,500	13
191	Kimberley Stoegbauer	TomKat Real Estate	7,526,500	4.5
192	Barbara A Shadoan	RE/MAX Classic	7,522,900	17
193	Dallas Wormley	Metro Realty	7,501,500	11.5
194	Betsey L. Birakos	Jason Mitchell Real Estate	7,492,500	13
195	Kraig Klaus	Keller Williams Integrity First	7,482,700	13
196	Jessica M Keigley	Keller Williams Integrity First	7,481,730	9
197	Natascha Ovando-Karadsheh	KOR Properties	7,450,856	8.5
198	David Clinton Hoefer	Century 21 Arizona Foothills	7,442,070	10.5
199	Michael Ratzken	Two Brothers Realty	7,415,250	10
200	Benjamin Graham	Infinity & Associates Real Estate	7,413,333	12

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Senior Account Executive



# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–May 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
201	Patrick Keon	Delex Realty	7,392,000	6
202	Chris Benson	NextHome Alliance	7,355,240	13.5
203	Dawn Carroll	Lori Blank & Associates, LLC	7,354,000	11
204	Adam Dahlberg	Hague Partners	7,346,000	13.5
205	Michael Allen Brown	Opendoor Brokerage, LLC	7,333,900	13
206	David C Zajdzinski	eXp Realty	7,333,000	11.5
207	Len Nevin	eXp Realty	7,307,750	12
208	Tara Hayden	Redfin Corporation	7,289,765	11
209	Royal Henry	Cactus Mountain Properties, LLC	7,289,500	20
210	Travis M Flores	Keller Williams Integrity First	7,265,300	15
211	Gina Donnelly	ProSmart Realty	7,239,500	11
212	Jacquelyn E Shoffner	eXp Realty	7,221,500	12
213	Patricia A Dropping	Bayer Realty	7,184,000	5
214	Brandi Samples	Long Realty Partners	7,160,000	11
215	Brock O'Neal	West USA Realty	7,133,000	9.5
216	Christy Rios	Keller Williams Integrity First	7,112,500	10
217	Jorge L Quijada	neXGen Real Estate	7,099,500	8.5
218	Scott Cook	RE/MAX Solutions	7,058,250	12.5
219	Annette E. Holmes	United Brokers Group	7,048,000	11
220	Jim Sobek	Weichert, Realtors-Home Pro Realty	7,026,500	8.5
221	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	7,024,050	8
222	Laura Beatty	Redfin Corporation	7,023,500	14.5
223	Gina McMullen	Redfin Corporation	6,999,000	12
224	Mary Almaguer	Apache Gold Realty, LLC	6,998,050	19.5
225	Barbara Schultz	Coldwell Banker Realty	6,997,500	14
226	Zeb Adams	My Home Group Real Estate	6,992,250	6.5
227	Jill Stadum	My Home Group Real Estate	6,987,000	10
228	Jason Zhang	Gold Trust Realty	6,975,888	10.5
229	Gary Chen	Arizona United Realty	6,974,900	10
230	Lindsay A Mozena	Realty ONE Group	6,967,500	4
231	Leonard Behie	Realty Executives	6,956,100	14
232	Amanda O'Halloran	DRH Properties, Inc	6,946,560	15
233	Sam Vega	Infinity & Associates Real Estate	6,925,000	9
234	Thomas Dempsey Jr	DPR Realty LLC	6,907,026	19

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
235	James S Kuttner	RE/MAX Professionals	6,872,066	6
236	Jody Mallonee	Hague Partners	6,868,400	11.5
237	J Marty Flowers	Realty ONE Group	6,852,000	7
238	Paul Christoffers	American Realty Brokers	6,851,800	17
239	Pierre Wilson	Russ Lyon Sotheby's International Realty	6,845,000	4.5
240	Steven Coons	Farnsworth Realty & Management	6,813,650	19
241	Kathy Camamo	Amazing AZ Homes	6,798,440	14
242	Austin J Merrell	Realty ONE Group	6,795,750	7
243	Eric Avdee	Keller Williams Realty Phoenix	6,788,399	10.5
244	Johannes Rath	Coldwell Banker Realty	6,776,490	10
245	Charles P. Turner	Keller Williams Integrity First	6,721,000	10
246	Phillip Shaver	eXp Realty	6,707,750	11.5
247	Susan K. Miller	Keller Williams Realty East Valley	6,685,900	12
248	Mark Palacio	eXp Realty	6,677,900	6
249	Lisa Fonseca	Lori Blank & Associates, LLC	6,676,000	10
250	Stacy Lynn Hinke	Realty ONE Group	6,606,750	2

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#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
251	Trisha A. Carroll	Avenew Realty Inc	6,577,900	16
252	Elmon Krupnik	Infinity & Associates Real Estate	6,570,225	11.5
253	Kristin A Ray	Infinity & Associates Real Estate	6,570,225	11.5
254	Sarah E Blanton	Divine Real Estate Group LLC	6,570,000	3
255	Kamaljit Kaur	HomeSmart	6,562,500	4
256	Julia Anne Brummer	Orchard Brokerage	6,557,000	14.5
257	Amy Peterson	eXp Realty	6,540,000	6
258	Anthony Guerriero	Russ Lyon Sotheby's International Realty	6,538,999	9
259	Peg E Bauer	Cactus Mountain Properties, LLC	6,513,200	12.5
260	Daniel A Baker	Russ Lyon Sotheby's International Realty	6,510,400	13.5
261	Sarah Anderson	RE/MAX Alliance Group	6,484,301	11
262	Katherine R. Littell	My Home Group Real Estate	6,483,687	13.5
263	Christina Marie Kurtz	My Home Group Real Estate	6,462,500	14.5
264	Kyle Gardner	My Home Group Real Estate	6,459,950	11.5
265	Janice Lawrence	RE/MAX Alliance Group	6,454,900	7
266	Paul Pastore	Infinity & Associates Real Estate	6,420,500	6
267	Joseph J. Tropicke	Realty ONE Group	6,388,400	9
268	Diane Bearse	Realty Executives	6,378,750	10.5

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#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 5/31/2022	Total Unit Sales 01/01/2022 - 5/31/2022
269	David Larsen	West USA Realty	6,374,100	12
270	LaLena Christopherson	West USA Realty	6,371,000	8
271	Shea M Hillenbrand	RIPL Properties	6,359,000	5
272	Mike Mazzucco	My Home Group Real Estate	6,346,804	12
273	Katherine Katz	United Brokers Group	6,335,500	11.5
274	Melanie Nemetz	Keller Williams Integrity First	6,323,950	9
275	Christopher Brock Bittle	My Home Group Real Estate	6,288,825	12.5
276	Kristi Reckard	Hague Partners	6,285,400	30
277	Liza Deyden-Drake	West USA Realty	6,282,500	9
278	Thomas Jovanovski	Delex Realty	6,273,500	10
279	Ben Swanson	Keller Williams Integrity First	6,272,000	15
280	Kimberly Lotz	Redfin Corporation	6,261,500	11.5
281	Daryl R Snow	Zillow Homes Inc	6,249,200	14
282	Justin C Brown	eXp Realty	6,239,000	5
283	Ryan D Bawek	eXp Realty	6,222,250	6.5
284	Harold Winey	Keller Williams Northeast Realty	6,200,000	2
285	Adam B Coe	Delex Realty	6,182,300	12.5
286	Leila A. Woodard	My Home Group Real Estate	6,172,100	13
287	Michael J Innes	Hague Partners	6,141,000	10.5
288	Tyler Monsen	Hague Partners	6,138,500	10
289	Danny Kallay	Launch Real Estate	6,125,950	13.5
290	Philip Dimas	Zillow Homes Inc	6,110,650	12
291	Tiffany Mickolio	My Home Group Real Estate	6,107,850	10
292	Lorri Blankenship	Carriage Manor Realty	6,091,400	41
293	Sonia Silva	Zillow Homes Inc	6,083,000	12.5
294	Jamie K Bowcut	Hague Partners	6,075,550	11
295	Jeffrey L. Franklin	Realty Executives	6,070,180	9
296	Damian Godoy	My Home Group Real Estate	6,069,600	13.5
297	Dillon A Martin	Realty Executives	6,057,000	13
298	Christine M Anthony	Russ Lyon Sotheby's International Realty	6,035,000	5
299	Heather Taylor	ProSmart Realty	6,033,980	8.5
300	Patrick Ravenstein	Jason Mitchell Real Estate	6,020,000	4



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