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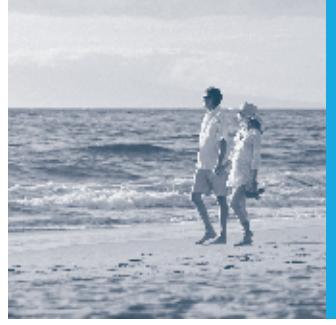
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## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Jenni Vega**  
Owner



**Michele Jerrell**  
Operations Manager



**Dave Danielson**  
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**Roger Nelson**  
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**John L. Lohr Jr.**  
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**Devin Egbert**  
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PRESENTS

# Golden Nuggets



**Jean Grimes,**  
*Russ Lyon Sotheby's  
International Realty*  
“Life is better with a dog.”  
All my dogs are rescue dogs! I do a lot and support rescues! Payton, my big dog, came from Lovepup, and Faith came from Animal Welfare League. Wyatt, our littlest dog, was rescued from a breeder. I'm a huge animal lover!

“Sometimes you will never know the *value* of a moment until it becomes a *memory*.” – Dr. Seuss.  
This is another quote I love! My dad passed away last year from cancer. I miss him every day and wish I had more time.



**Hunter Kelley,**  
*Limitless Real Estate*  
“How you do anything is how you do everything.”



**Nathan Remington,**  
*Dorrmat*  
“There is no such thing on earth as an uninteresting subject; the only thing that can exist is an uninterested person.”  
– G.K. Chesterton

Life is about being interested in people, ideas, things. We always have to be learning in real estate. Things change every week, and if you are not interested, you cannot learn. We live in a fascinating world filled with amazing people who have great stories to tell. Keep on being interested!

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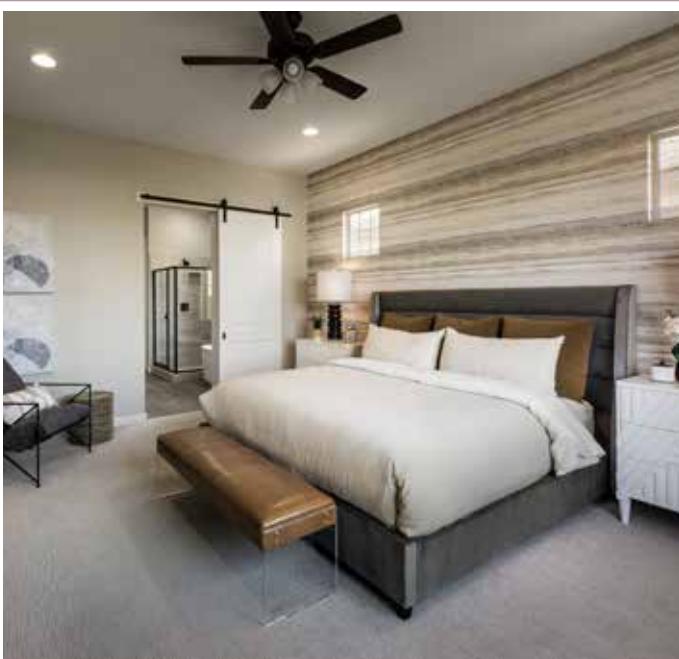
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Thoughtfully Designed New Homes and Communities Throughout Phoenix,  
with new Communities Arriving Soon in the East Valley

*Now that your client has decided they're ready for a new, never-been-lived-in home, the most important decision they'll make is who to trust with their new home construction. As North America's largest privately-owned homebuilder, Mattamy Homes has been thoughtfully creating places people want to call home for over 40 years under the guiding principle of its founder, Peter Gilgan. It's called the Mattamy Way – an approach to home and community design that prioritizes how people really live throughout every hour of every day.*

Here in Phoenix, you'll find Mattamy communities stretching across the valley, with neighborhoods in the most desirable locations in Litchfield Park, Peoria, Avondale, Surprise, and opening soon near Anthem, in the Town of Queen Creek, and in San Tan Valley. In Mattamy communities throughout the valley, you'll find a mix of to-be-built homesites and homes ready to start construction or already under construction, making it easy for your clients to find a home that will be move-in ready on their timeline.

In late 2022, Mattamy will introduce two new communities to the east valley. Empire Pointe in the Town of Queen Creek and Pinnacle at San Tan Heights in San Tan Valley will debut newly developed floorplans in both communities, including single and two-story designs. Empire Pointe will feature a central amenity with a fitness center, outdoor pool and spa, sports courts, and walking trails. Pinnacle will be located within the San Tan Heights master-planned community, where residents will benefit from the established amenities and conveniences of the master plan and area. Interest lists are forming for both communities now.

As land development gets underway on the east valley communities, Mattamy continues to actively sell in Phoenix, with communities like Azure Canyon in Litchfield Park featuring a mix of homesite and floorplan





...

sizes. Azure Canyon offers single-family living from 1,972 to 4,100 square feet, a wonderful community environment, and flexible architectural options to meet today's ever-changing lifestyles, including the option for RV garages on select homes. With access to both I-10 and the Loop 303 nearby, this wonderfully convenient location is second to none.

Avondale is home to Roosevelt Park, a gated community of single-family homes perfect for families and couples alike. A sparkling pool and park are centrally located at the heart of the community, so you won't have to go far to enjoy a family picnic, birthday celebration, or afternoon swim. Commuting throughout the valley is made simple, with great access to the I-10 less than one mile away. A range of homesite and floorplan sizes means there's truly a home for everyone, from 1,460 to over 2,400 square feet.



New to Surprise, Aria Ranch features two series of homesite sizes and a range of floorplans, from 1,627 to over 2,800 square feet, with a convenient location not far from the Loop 303 and a wonderfully natural setting near the White Tank Mountains. This community is perfectly situated near established shopping, dining, and entertainment and offers easy access to schools, employment centers, and more.

Just opened in Peoria, adjacent to the Vistancia masterplan, is Sereno. Nestled into and up the base of the mountainside, Sereno offers a unique topography that can't be beaten. Three series of homes offer a wide range of living with 13 floorplans to choose from, 1,627 to over 3,430 square feet. Wide-open spaces in a desert setting create an appealing environment to call home.

Opening summer 2022, Sendero Crossing will feature two series of homes adjacent to Anthem, just off the I-17 in the north valley. The community is bordered by natural desert on three sides, creating a unique untouched setting for its residents. Its close proximity to shopping, restaurants, schools, and major employment centers makes it an ideal place to call home, as well as its close proximity to Lake Pleasant Regional Park for outdoor and watersport enthusiasts.

In Phoenix, you're never far from a Mattamy home. You'll find communities in great locations across the valley with homes designed for every stage of life, including your clients. Visit [www.mattamyhomes.com/phoenix](http://www.mattamyhomes.com/phoenix) for more information on currently selling Phoenix-area communities, coming-soon locations, and quick-move-in home opportunities.



**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. Mattamy homes are going up across the valley in locations your clients want to call home, offering designer-inspired homes at varying stages of construction to meet their timing needs.

**Take an in-person or virtual tour of our models at any of our Mattamy Homes communities across Phoenix**

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**Avondale**  
**Roosevelt Park**  
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*From the low \$400s*

**Phoenix**  
**Sendero Crossing**  
I-17 & Anthem Way  
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**Queen Creek**  
**Empire Pointe**  
Corner of Empire Blvd.  
& Gary Rd.  
*Anticipated Arrival*  
Winter 2022  
*Register for Updates*

**San Tan Valley**  
**Pinnacle at San Tan Heights**  
Hunt Hwy & Thompson Rd.  
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For more information, or to schedule your private or virtual appointment, please visit [mattamyhomes.com/phoenix](http://mattamyhomes.com/phoenix).

**mattamyHOMES**



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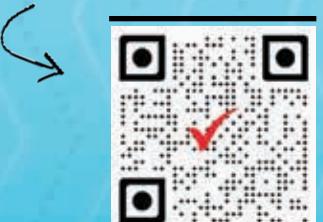
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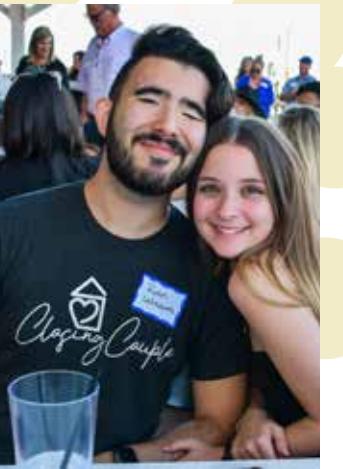
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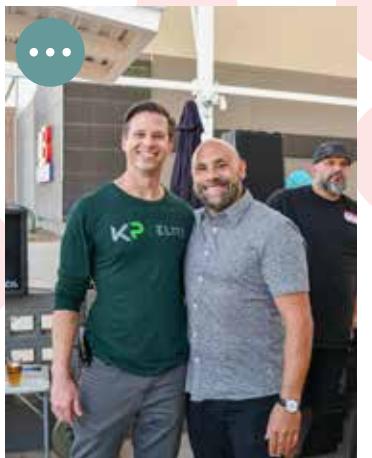
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# REAL PRODUCERS SPRING FLING

Photo Credit Patrick McKinley







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### **Spirit of Teamwork**

At the heart of that spirit is teamwork.

"Everybody on my team are well-trained professionals who have been in the business and who are very talented," Mike says.

Family is at the heart of life for Mike. He always looks forward to time with his two sons—Jacob and Jaxon, his girlfriend Karen and their two rescue dogs Tucker and Hazy Girl."

"They are my world," Mike emphasizes. "I work very hard so we can get away to some of our favorite places like Rocky Point Mexico, California and our vacation home in the Mid-West."

Giving back comes naturally for Mike, as well. Mike comes from a long line of veterans.

"My Father was a combat pilot in Vietnam. I have several Uncles who also fought in the Vietnam War. My Grandfather was an Army Combat Veteran in the Korean War where he fell in love with a Military Nurse who he married after the war, my Grandmother. I love helping veterans. There's not enough that can be done for them," Mike says. "I do a lot of credit repair and put them on the path to purchasing a home or a refinance. I will do whatever it takes to accommodate their Lending needs."

### **Fairway Independent Mortgage**

One of the best things you and your clients can hope for when you work with someone is to receive a level of service and expertise that reduces friction and helps you get to the closing table as soon as possible.

That's what you get with Mike Pehrson — known as Arizona Mortgage Mike — and Fairway Independent Mortgage.

Mike is Senior Loan Officer and Fairway Independent Mortgage ... a resource that goes the distance for you and your clients.

"I have over 15 years of mortgage lending experience," Mike says. "I genuinely care about every single client who works with us. As a result, our team works extremely hard to make sure that they send us a 5-star rating. Each "5" that we get represents happy people — and referrals for the future."

### **At the Top**

Fairway Independent Mortgage has a can-do spirit of creating results that is reflected in its full-range of products.

"We have a wide spectrum of products," Mike explains.

"We are a correspondent lender offering everything from down payment assistance to jumbo loans and beyond. If there's a way to do a loan, we'll find it for you."

"Our company was voted the number one mortgage bank to work for ... six straight years. It's a family atmosphere. We have the ability to close deals in six days where another lender may decline."

When Mike talks about his team members, the pride he has in them comes through loud and clear.

"The people on my team are top-notch. Everyone is super ... the best in the business. We have our own in-house underwriting. I also have a processor, and an assistant," Mike explains. "We communicate very well. Everything is very fluid and seamless. We communicate continuously through our CRM. Our goal is always to get so much information that our partners and clients never have to ask. We have their backs 100 percent."

### **Focusing on Relationships**

As Mike explains, his team is all about focusing on relationships.

"I think it really comes down to the fact that we love having the ability to help people any way we can," he smiles.

When you talk with Mike, it's easy to see the amount of care and compassion he feels and works with. It's all part of providing exceptional service and going the distance.

**For More Information about Fairway Independent Mortgage:**  
**Website:** [www.AZMortgageMike.com](http://www.AZMortgageMike.com)  
**Phone:** 602-799-1324  
**Email:** [Mike.Pehrson@FairwayMC.com](mailto:Mike.Pehrson@FairwayMC.com)



## Nova Home Loans - Chris Lawler

There's a spark that true leaders have ... a drive to help others thrive.

That's the power at work with Chris Lawler, who serves as Senior Vice President and Branch Manager with NOVA Home Loans.

The passion Chris has for lifting others up is unmistakable.

"The love I have for what I do is a mix of educating my clients on what's going to be in their best interests in terms of purchasing a home and also mentoring my team on how they can grow as professionals," Chris says.

"I want to give the best advice for our clients and I also like to mentor the team we have and how they can be better professionals and help them continually improve their craft."

### A Heritage of Leadership

NOVA Home Loans has been a force in the industry since getting its start about 40 years ago. Today, it is the largest privately held mortgage company in Arizona, having gotten its start in Tucson.

Chris has been with NOVA Home Loans for the past 13 years. After starting as a receptionist, Chris rapidly rose through the ranks to work in the company's insurance sales side, then on to work as a Loan Officer for five years. Following that, Chris created his own team ... leading to his current role as VP and Branch Manager.

### Building Strong Bonds

Consistency and long-term relationships are key to helping people achieve their dreams.

"We focus on giving our clients the best combination of service, rates and fees we can. We want to give you financial advice based on your scenario and your budget," Chris says.

"Through that conversation, we talk with clients about what they can qualify for and here's what their max is ... trying to be an advisor. Sometimes the best rate isn't always the best scenario for them."

### Winning Teamwork

Joining Chris on his team are three other Loan Officers, along with a Personal Assistant and a Transaction Coordinator.

Together, they form a powerful force to serve residents across the region. Each year, the team averages about 450 to 500 deals.

### Family Foundation

Away from work, Chris treasures time with his wife, Caitlin, and their four children — 7-year-old, Olivia; 6-year-old, Camden; 4-year-old Makena; and 4-year-old, Ryland.

"Caitlin was an Adoption Case Manager before she and I got married. We are super involved with organizations that support foster children and adoption," Chris says. "Every deal we close on the team, we donate \$50 to an organization that supports foster children and adoptions."

In his free time, Chris has a variety of interests. He likes to brew beer at home. He also looks forward to camping trips and vacations with his family, as well as spending time outdoors.

### Reaching Real Results

Chris talks with pride about his team's record of results with clients.

"When we're working with someone, we don't take no for an answer. We are very adamant that if we get a referral from a referring partner, we are going to call that lead 10 times within 10 days and really try to educate the consumer on how what we're doing with them is going to provide benefits long-term for them and their family," Chris explains.

### A Feeling Like Family

The family feel that exists on the NOVA Home Loans team extends in all directions.

"We don't treat our deals like they are just loan numbers, files or clients. We treat them like they are our own family," Chris says.

#### For More Information about NOVA Home Loans:

**Cell: 520.260.4846**

**Email: chris.lawler@novahomeloans.com**



## State 48 Roofing

Can a roof be sexy? According to client feedback that State 48 Roofing has received, it definitely can be.

CEO Jason Payne smiles when people asks about his #SexyRoofStatus hashtag that sprang out of work done with a satisfied client.

"As we got started with this business, we had finished a roofing job for an older lady," he remembers. "We finished the work, and as she came out to look at her new roof, she smiled with excitement and said, 'Hey, that's a sexy-looking roof.'"

That genuine comment of joy stuck with Jason. It represents the kind of feeling he and his team go after — when clients know without a doubt that they have received quality and value.

That's the very clear vision Jason had in mind when he applied 10 years of roofing industry experience and opened State 48 Roofing 18 months ago.

### Growing Forward

Growth has been tremendous. In fact, State 48 Roofing delivers its honest, straightforward brand of roofing expertise with six crews, including three full roofing crews, and three repair crews, along with two other sales representatives in addition to Jason, three office staff members, a two-person production team, and about 20 crew members in the field.

"Our team is very, very good, and they are paid more than other roofers. The reason for that is that they are really the cream of the crop. Each of our team members has been in the roofing business for at least 10 years."

Jason and his team take their role in protecting the interests of their clients very seriously.

"I love working with people and finding solutions to their problems. Very seldom do people call and say I want a new roof. About 90 percent of the time, when they call us, they have a real need," he explains. "Roofs are expensive. We take pride in being the one that people feel comfortable calling."

### Streamlined Process

Reaching out and involving the State 48 Roofing team is easy.

"People can call or visit our website to contact us. We'll come out to the property, get up on the roof, take images and video, produce a report/proposal and send it to the client. And we do all of that with options, with a range of shingles that match the owner's plans for the property," Jason emphasizes. "We don't offer a one-size-fits-all approach. We're honest and straightforward. If the roof is shot and needs to be replaced, we'll say that. If, on the other hand, it needs a few repairs, that's the message a client will hear."

### Value-Added Advantages

All inspections State 48 Roofing complete are done for FREE. And, to make things even more attractive and value-filled, clients who are selling their property who need roofing work done can pay for their repairs/replacement through escrow.

Jason enjoys what he does. At the same time, he also has a passion for discussing it and educating other people, including REALTORS®. In fact, he routinely posts video content that covers a full range of informative topics addressing everything from roofing types and materials to how to figure ballpark pricing for an impending deal. You can follow Jason (@State48Roofing or @JasonTheRoofer) on Facebook, Instagram, YouTube and TikTok.

Away from work, Jason and his wife, Heidi, enjoy time spent with their five children in his hometown of Gilbert. In fact, Jason is a third-generation native of Arizona.

Free-time favorites for Jason and his family include trips to Mexico, Disneyland, the dunes, camping the mountains and, as he says, "any sport with a ball."

With a desire to grow, be the best and deliver quality, Jason and the team at State 48 Roofing are making a difference that is truly a game-changer.

### For More Information About State 48 Roofing:

**Phone: 602-309-1591**

**Website: [www.State48Roofing.com](http://www.State48Roofing.com)**



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AzTech Mechanical is a locally owned and operated HVAC business offering services valley wide. Home inspection often find concerns with the HVAC system and require

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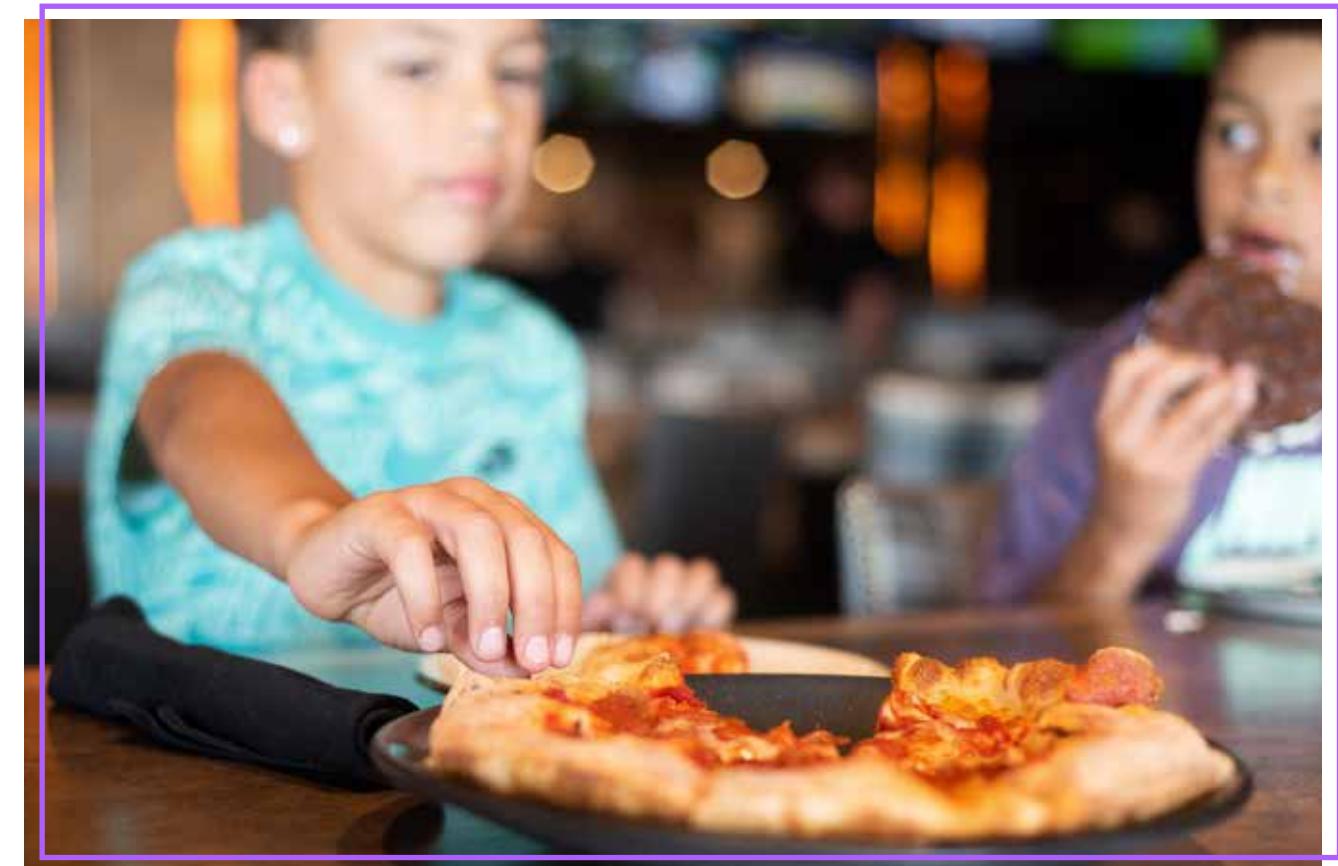
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# THE GOAT

## REWARDING AND APPETIZING SPACE

By Dave Danielson

As the world opens up again in the wake of the pandemic, people are out and about again ... connecting, communicating, networking and enjoying life together ... in person.

Luckily, the region has a new restaurant that opened this past January with a truly rewarding and appetizing space. It's called The GOAT.

### Massive Experience

Located in the heart of Bell Bank Park, The GOAT is

a hunger-satisfying anchor that's part of the largest sporting entertainment venue in America.

Danny Sanchez is General Manager of The GOAT.

As he says, "Bell Bank Park stretches across 325 acres, while Disney World is 260 acres. That gives you an idea of just how large the space is."

With that in mind, The GOAT is similarly big when it comes to comparisons with other venues.

"The GOAT is a 17,000-square-foot sports bar and we have 107 TVs and a 600-person capacity. We're proud to be the largest sports bar in Arizona," Danny says.

"As we created The GOAT, we really wanted it to be a place for athletes to come and get a full meal ... a place where athletes and families could come in between games and get quality food and great service," Danny explains.

### Delicious Dining

Those who visit The GOAT are treated to a deliciously varied menu.

"We are a gastro pub with variety," Danny explains.

"For example, we have salads such as our strawberry field kale dish. We also have power bowl dishes focused toward athletes with healthy super foods, along with pizza, sandwiches and burgers."

Danny and the rest of The GOAT team enjoy welcoming guests as one of the region's premier destinations.

### Passion for Service

The passion Danny has for his work is easy to see.

"One of the things I enjoy the most is on the weekends when I see all of the athletes and their families who come here. As a dad of a 7-year-old and a





5-year-old, it's great to know that we are a fun destination for families to come to. We do a lot of large team events," Danny points out.

"It's a really good feeling. It's like we are Disneyland for sports. Everything out here is state-of-the-art with a great family environment out here."

#### **Prime Real Estate Destination**

The sprawling space, delicious food and remarkable service can also combine to make The GOAT a prime destination for your next real estate event.

"We are able to hold corporate events. We offer more than just sports here. We are also an entertainment venue. Plus, we can help with outside sponsorships and networking events," Danny says.

"The GOAT is a great place to network with endless possibilities for your group."

**“**

As we created The GOAT, we really wanted it to be a place for athletes to come and get a full meal ... a place where athletes and families could come in between games and get quality food and great service.



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# GRIMES



Photo credit:  
Devin Nicole Photography

## Building on Forward Momentum

The process of making connections and fostering relationships involves care, time, and dedication.

The results are powerful all the way around.

Jean Grimes is one who excels at building those relationships.

### Trusted Guide

As a REALTOR® with Russ Lyon Sotheby's International Realty, Jean is adept at building on forward momentum by continuing to be a resource and a trusted guide for her clients today and tomorrow.



...

"When I think about what I do, my business is really relationship-based," Jean explains.

"I like to stay in touch with notes, phone calls, and text messages. They call me the postcard queen. Part of what I do is farming a couple of communities. Every time I get a listing, I send out a postcard, and that leads to another lead. Plus, I like to partner with HOAs in some cases, as well."

### Finding Her Path in the Profession

Jean grew up in Tucson, AZ, and has lived in Phoenix since 1996. She earned her real estate license in April 2005. Prior to that, she found success in property management.

"I managed apartment complexes for a period of time before I got into real estate," she remembers.

"I started working for my broker, Cathy Green. We were originally working together at Century 21 ... and I have stayed with her throughout my career and moved to Russ Lyon."

### Gaining Ground

Throughout her career, Jean has continued learning, growing, and creating success for those she serves.

Last year, she faced adversity when her father passed away. Despite that difficult chapter, she was still able to record 25 transactions in 2021.

This year, she's on target to complete between 30 and 40 transactions.

Jean specializes her work in the East Valley, as well as in the Phoenix and Scottsdale areas.

As part of that, she enjoys working with first-time homebuyers, new construction, move-up buyers, 55+, second home, and investment buyers.

“  
“

When I think  
about what I do,  
my business is really  
relationship-based



Photo credit:  
Devin Nicole Photography



Jean heads up the SEV Russ Lyon Charitable Foundation. At one of their quarterly events, they stuffed and donated 70 birthday bags to AZ Helping Hands.



realproducersmag.com

...

Jean is relocation certified, and she also enjoys her work with military relocation.

#### Driven to Reach Excellence

When you see a leading force in the industry like Jean, it's natural to wonder what motivates and drives her to reach lofty results.

The answer is simple.

“My family, including my husband of 17 years, John, and our two girls—15-year-old Hannah and 11-year-old Emma — are my inspiration,” she says with a warm smile.

#### Family Highlights

In her free time, Jean looks forward to family game night and time with their three dogs.

They also like to go on vacations together, as well as support Hannah in cheerleading competitions on road trips.

When it comes to giving back to her community around her, Jean does a lot with charities. She serves as

the head of V Corps ... in turn, she enjoys supporting Arizona Helping Hands this year, as well as supporting groups that support foster kids and animal shelters.

#### Trusted Expertise

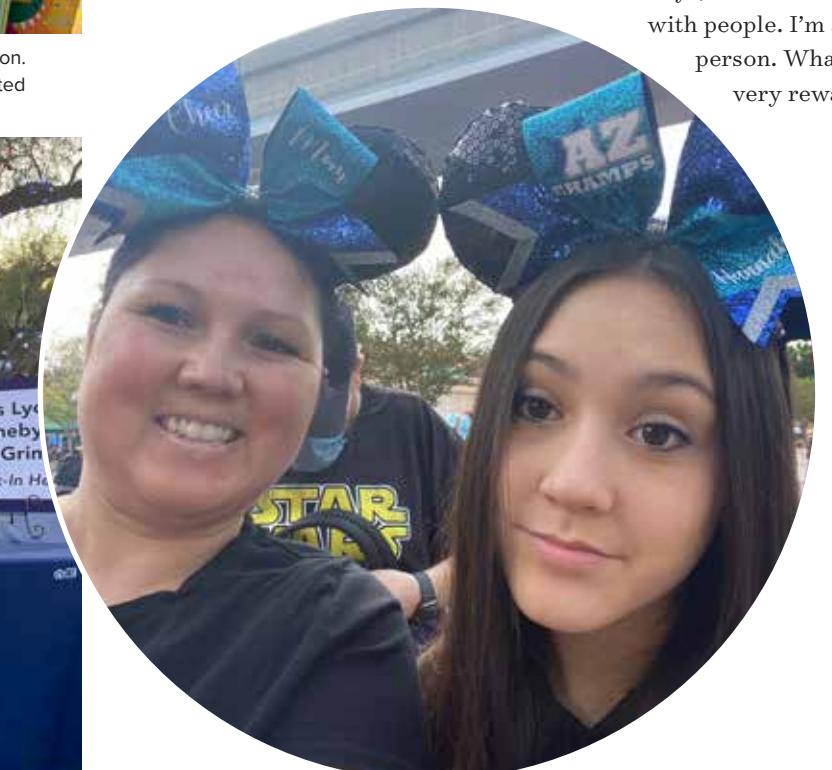
Those who have had the chance to work with Jean trust her. They count on her friendly, outgoing nature and the way she enters into a true, collaborative partnership with her clients to find solutions to their needs.

Of course, a big part of what she does is maintain close connections with her clients.

“Networking is a really big part of what I do,” she says. “I do client events twice a year to keep in touch with people and see them up close and personal.”

When it comes to establishing — and then building — on forward momentum, Jean naturally reaches out to learn about her clients, what their needs are and how she can help them achieve their results.

As she says, “I love interacting with people. I’m a people person. What I do feels very rewarding.”





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## coach's corner

By Wayne Salmans



# 85% of What You Do ... On a daily basis doesn't need to be done!

(At least not by you.)



One of the most freeing experiences you can have is to gain clarity on what your top activities are.

We are bombarded on the daily with requests, emails, tasks, invitations... It can be exhausting.

We struggle knowing what to say yes to and what to say no to.

The most effective leaders in the world follow a simple filter method we call the Activities Filter.

When a request or to-do comes across their desk, they run it through this filter:

### DELETE –

- Is this a must-do action?
- Is this in alignment with my goals or a distraction?
- Would it be the end of the world if this doesn't get done?
- Can I just delete this?



### Matt Askland

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### AUTOMATE / SYSTEMIZE –

- Is there a technology or tool that could do this for me?
- Could I automate this? Like setting up monthly auto shipping?
- Could I create a template to make this easier?

### DELEGATE –

- Am I the only one who can do this task?
- Is this the highest and best use of my time?
- Who would love to do this and is better at it than me?

### MINE –

- These items are in alignment with my goals.
- These are the critical only I can do, top 10% items.
- I will be proud looking back a month from now knowing I did these key actions.

### LAST STEP –

- Do it now, or put it in your schedule to complete at a specific time.
- The secret to time management is priority management.
- Use this filter to help discover the most important things only you can do.

### GAIN MORE MOMENTUM?

Download the 30-Day Momentum Toolbox at <https://www.theheronation.com/momentum>. The tools you need to gain momentum.

*WAYNE SALMANS is an author, speaker, and business coach. In the past decade, he has coached and trained over 6,000 entrepreneurs, awarded 30 under 30 by REALTOR® Magazine, and ranked one of the top coaches in the world.*

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# Ways To Prevent Property From Going To Probate



Frequently, REALTORS® contact me because they have a property under contract and are set to close escrow, but one of the owners or the owner passed away. The REALTOR® may be in panic mode as they do not want to lose the deal, and they ask me what can be done. Unfortunately, if the owner does not have a proper estate plan, the escrow may have to be delayed to allow the owner's interest in the real property to be transferred through probate to the owner's personal representative, who can legally convey valid title. Sometimes that process requires a court hearing, and often that delay results in the cancellation of the contract.

## WHAT IS PROBATE, AND WHY SHOULD WE AVOID IT?

Probate is a superior court proceeding where the court appoints a personal representative of the estate of a deceased person. The representative is responsible for paying the estate's debts and distributing any leftover assets. Generally, an owner's estate will need to be probated if they die and only have a will or die intestate (without a will). In Arizona, there are four different ways to probate an estate whether the decedent died with a will or without a will: (1) a "small estate probate," (2) "informal probate," (3) "formal probate," and (4) "supervised probate." A small estate probate most likely won't be

available as the equity in the real estate must be valued at less than \$100,000; one of the other types of probates will have to be implemented. Whether the real property has to go through informal probate, formal probate, or supervised probate, the process can be time-consuming and expensive and could cause a serious delay or cancellation of a real estate closing.

## WHAT ARE THE WAYS A PROPERTY OWNER CAN AVOID PROBATE?

In Arizona, there are three ways a property owner can effectively avoid probate if they just take a little bit of time and effort to plan. A property owner can record a beneficiary deed,

title the property in the name of a revocable or irrevocable trust, or the owner could title the property in the name of a limited liability company or other corporate entity.

agree on beneficiaries, a beneficiary deed may be suitable. But, if they cannot agree, they should consider an alternative probate avoidance tool.

## WHAT IS A TRUST?

A revocable living trust in Arizona, as in most states, is a legal document that allows an owner to transfer legal ownership of assets, including real estate, during the owner's lifetime into a trust as part of the estate planning. With a living trust, a property owner who is also the trustee of the trust can continue to use and control the real estate or trust estates during the owner's life. After the owner's death, the assets in the living trust are transferred to those people the owner chose as beneficiaries. Under federal law, transfer to a revocable living trust does not violate the due on sale clause in a deed of trust or mortgage. (A due on sale clause is a clause that allows the lender to accelerate the loan if the property owner transfers the property out of the owner's name.) The main advantage of a living trust is to avoid probate proceedings, but it may have other advantages like avoiding or minimizing gift and estate taxes and maintaining the privacy of the trust creator's (settlor's or trustor's) wishes about the disposition of the creator's assets. The main disadvantage to a revocable living trust is that creditors of the owner's estate can still make a claim on the trust's assets while the owner is alive and potentially after the owner passes away. The other type of trust is an irrevocable trust. The advantage to an irrevocable trust is that, generally, creditors of the owner cannot make a claim on the trust assets if it is set up before the creditors' claims arise. The main disadvantage, as the name implies, is that an irrevocable trust generally cannot be changed, and the creator of the trust loses control over the assets in the trust, so it does not allow the same flexibility as a revocable living trust.

## CAN I TRANSFER MY REAL PROPERTY INTO A LIMITED LIABILITY COMPANY OR OTHER CORPORATE ENTITY TO AVOID PROBATE?

Generally, yes. A limited liability company (LLC) is a legal entity that separates the assets of an individual from the debts and obligations of a company. Forming an LLC in Arizona is a multi-step process that starts with the completion of the articles of organization, which are then filed with the Arizona Corporate Commission. The key to avoiding probate through an LLC or some other corporate entity is making sure there are two or more members or a manager that is different than the deceased owner, and the operating agreement for the LLC endows those members or manager with the power to deal with the LLC's real estate. If an LLC only has one member or manager and that person passes away, no one will be left to operate the company or transfer the property at the close of escrow. Another potential issue when transferring real property to an LLC or corporate entity is that transferring to any entity could trigger a due on sale clause of a mortgage or deed of trust recorded against the property. Most lenders do not check title after making a loan, so they may never be aware that a property owner transferred the property into an LLC. However, the best approach may be to contact the lender to get permission to transfer to the entity before doing so.

At Hymson Goldstein Pantiliat & Lohr PLLC, we can help prepare these types of documents to help avoid probate. However, if an owner did not have the foresight or the opportunity to properly plan for an untimely demise, we also have skilled and trained litigators that can handle the probate litigation. At Hymson Goldstein Pantiliat & Lohr PLLC, *Our Business Is Your Peace of Mind®*

▶ legal corner

By John L. Lohr Jr.,  
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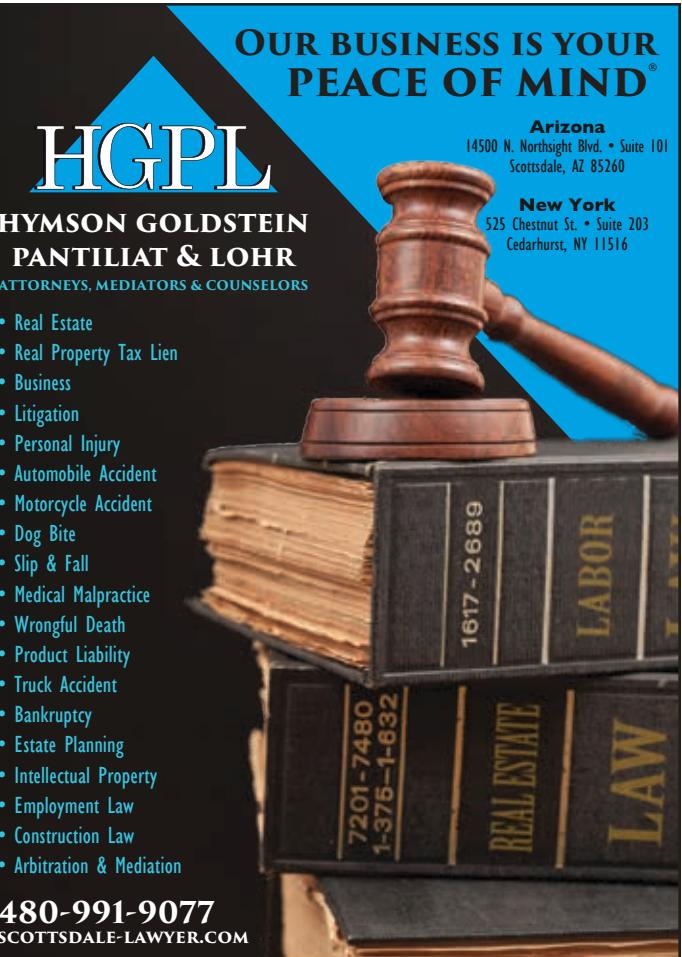
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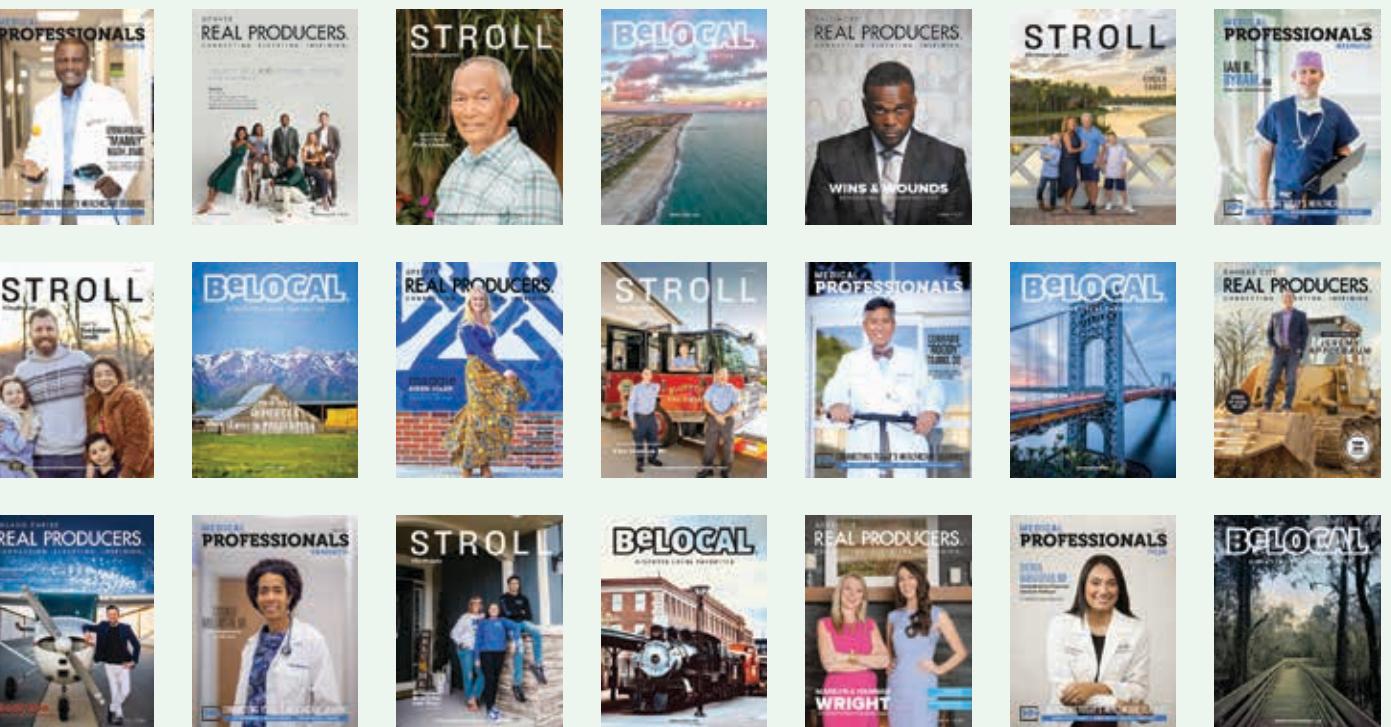
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# HUNTER KELLEY



Photo Credit: Devin Nicole Photography

## The Land Man

**A**t the heart of every real estate transaction is the timeless and solemn ownership of land or real property ... the thing that has inspired countless people since the beginning of time.

One who has quickly established himself through his efforts is Hunter Kelley.

As a REALTOR® with Limitless Real Estate and this month's Rising Star, Hunter has already earned the nickname the Land Man.

Real estate seems to almost be part of his DNA in many ways.

"My family has been in real estate for four generations. My great grandfather sold real estate in Laguna Beach. They called him the Land Man. That's where I got the nickname here. My grandmother is a REALTOR®, my mom was a REALTOR®, and my aunt is a REALTOR®. Plus, my other grandmother sold real estate for a time, as well," he smiles.

"It's something I've always wanted to do. I knew I would get my real estate license."

He did just that in 2021.

### FIRST STEPS

Prior to starting his adventure in the business, Hunter worked for his family's construction company, focusing on grading and paving parking lots.

As he made the transition into the business, Hunter says it was a bit slow at first. In fact, he actually lost money on his first deal.

"As I got my start, I kept working in construction for a bit," he says. "It took me four months before I closed my first deal."

### ENJOYING THE JOURNEY

There are many elements of his new career that Hunter appreciates.

As he says, "I love waking up and being able to do whatever I want ... having the freedom that comes with it ... you can't beat it. That flexibility is so important."

### FAMILY FIRST

Away from work, Hunter's world has been grounded and, at the same time, elevated by his family. "They have been a huge help to me. I was working for them when I was doing construction. My mom helped me get started in real estate," he smiles. "I'm thankful for them."

After Hunter's start, he spared little time establishing a strong reputation for results. In fact, by the end of his first year in the business, he ranked third in sales in his office.

One of the reasons Hunter is known as the Land Man is that he specializes mostly in land deals and vacant land.

He's kept it rolling, too. In fact, as of May 5, Hunter had recorded 25 sides for about \$7.2 million in sales volume.

• • •

► rising star  
By Dave Danielson



Like almost everyone who enters the business, Hunter remembers having some initial doubts.

"At first, I wondered how, at age 19, I would be able to convince people to help them with their real estate deals. But my age has actually turned out to be the biggest advantage for me," he explains.

"When I show up to meet someone, they know that I'm young. But, at the same time, they know that I know what's going on. If you take care of people and are honest with them, things work out. It has been very rewarding."

#### ACTIVE LIFE

Away from his work, Hunter has a real passion for being outdoors, including hunting, fishing, flying his paramotor, and roping steers.

When it comes to making a difference in his community, Hunter likes to support scholarships for students at Queen Creek High School. He also is a big fan of the

people involved in volunteering for and running the World's Oldest Junior Rodeo in Florence.

#### PURPOSE AND PASSION

When you talk with Hunter, it's clear that you've met someone who has a strong purpose and passion for life.

Through his early success, Hunter plans to continue building and working for the future. At the same time, he holds deep gratitude for those around him.

"There is my girlfriend, Cloee, who is awesome, along with my friends and family, including Jay Scott, and my Broker, Blake," he smiles. "I really want to thank them for pushing me along and give them credit for getting me to where I am today."

Hunter Kelly is on his way forward. And he's not slowing down. He's on a mission to help people take part in one of the world's timeless rites of passage ... as the Land Man.

“

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”

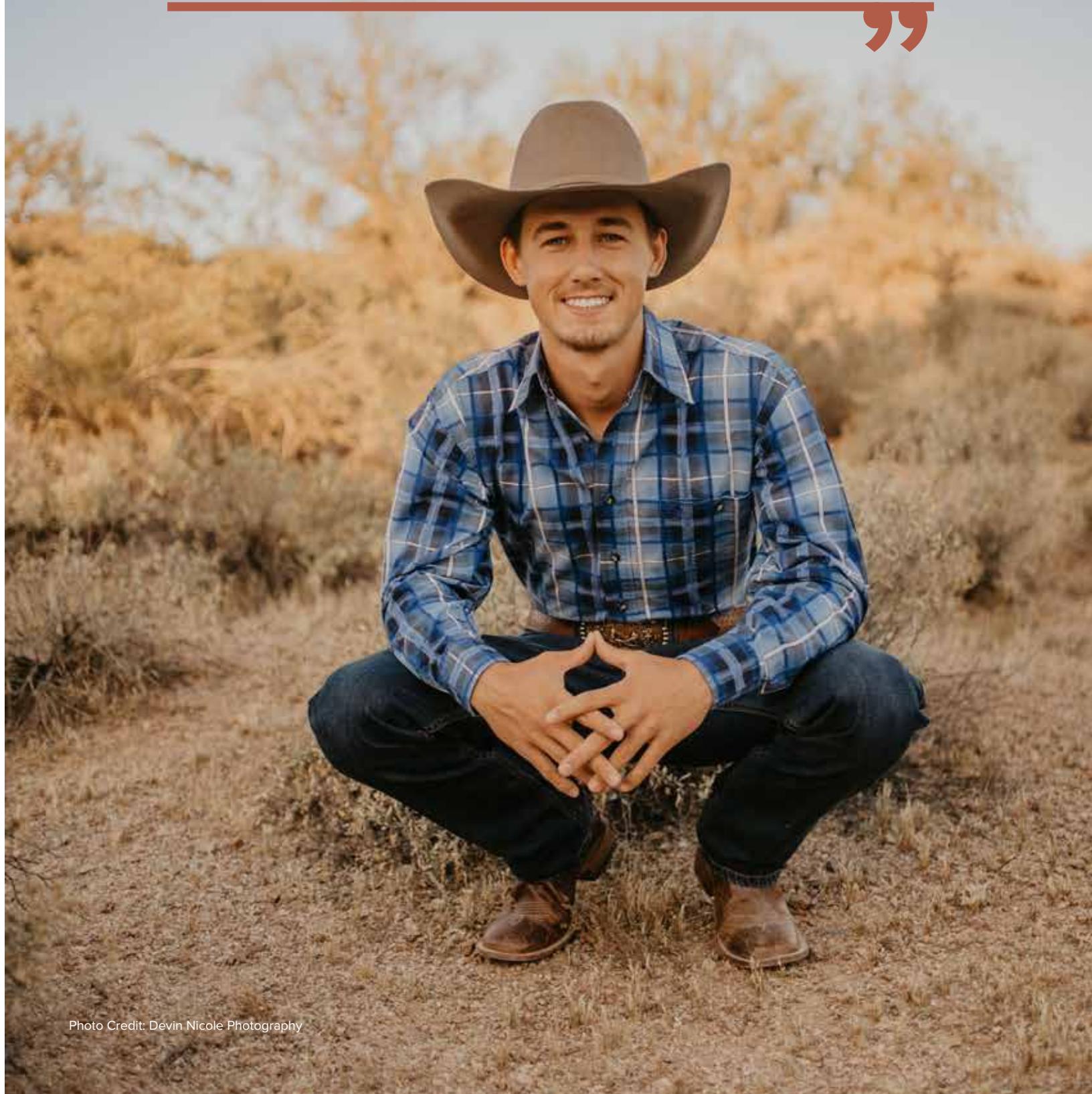


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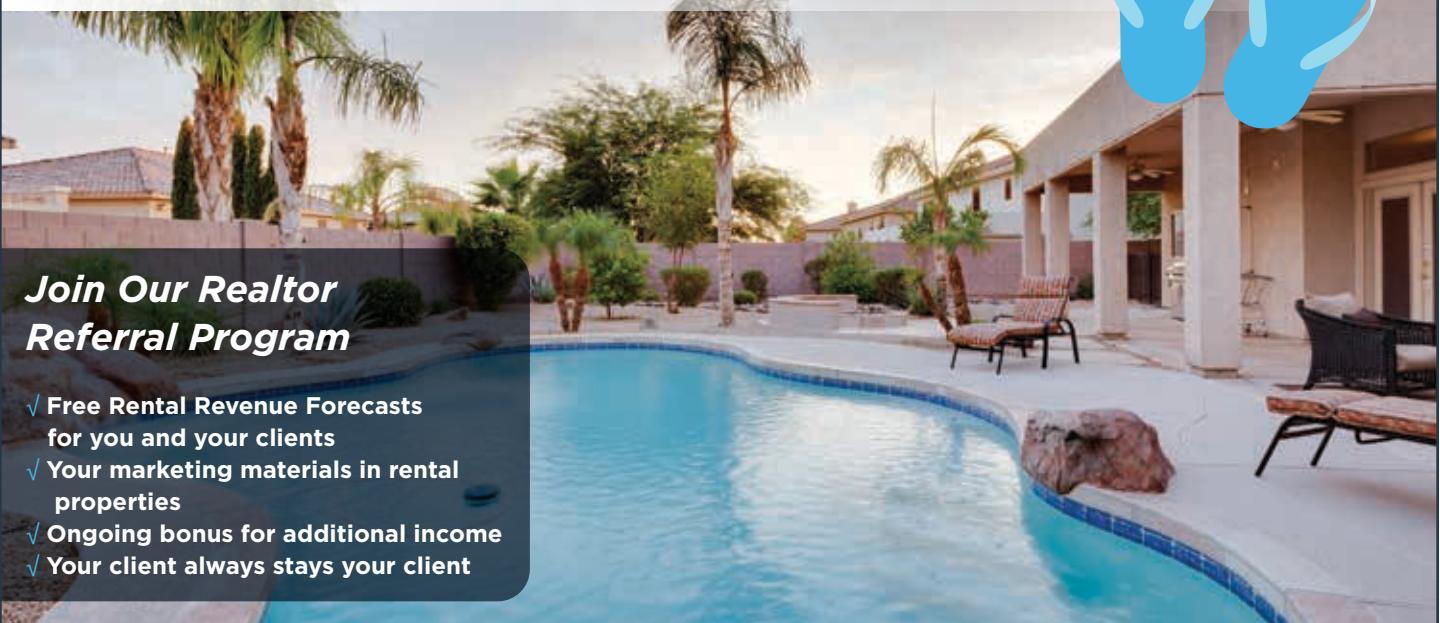
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# Nathan REMINGTON

## LEADING WITH LIFELONG LEARNING

Education is a powerful tool. Without it, we stay where we're at today. But with it, we pick up new ideas and new ways of moving forward in life.

That's something that Nathan Remington knows all about.

As a REALTOR® and recruiter with Dorrmat and as a former teacher, Nathan leads the way with lifelong learning.

"I love helping people out. I got into teaching because I felt like it was helping. Real estate is another business where I feel like you're helping somebody with something they really need that's important," Nathan says.

"And you are still teaching; you're educating people on the market, prices, and strategies. I get to do what I love doing and teaching ... and I also get to spend time with people and have a lot of flexibility."

### BUILDING A CAREER AND FAMILY

Nathan earned his license six years ago. His prior teaching path was one he shared with his wife, Natalie.

Through time, they built their family through the gift of foster children. In January 2016, they welcomed Joshua into their family. Soon after, they brought his brother, Samson, to live with them, as well.



► real story

By Dave Danielson



"I LOVE  
GETTING TO  
BE A PART OF  
THAT PROCESS,  
THE JOY AND  
EXCITEMENT  
WHEN THEY  
FINALLY GET  
A HOUSE,"

“ ”

"That got me thinking about other things I could do. I had some family members who had been in real estate, and we had bought a place by that time, a duplex," Nathan says.

"I thought it made sense for me to get my license so that when we're buying a place and instead of paying somebody else, I could be the buyer's agent. So when we had summers off as a teacher, I was able to get my license and started doing it on the side part-time."

In time, Nathan and Natalie welcomed two more foster children into their home.

"At that point, things got really busy, and I was able to go full-time in real estate, to give us more money and flexibility to be there for our children's appointments and activities," he says.

### SIGNS OF SUCCESS

Nathan has continued to learn and grow in his work as a REALTOR®. In fact, in 2021, he closed 29 transactions, which was a record for him.

As he says, "I'm looking forward to just continuing to grow and do more every year."

### FAMILY FOUNDATION

Away from work, family is at the heart of life for Nathan. He and Natalie treasure time with their children.

In his free time, Nathan loves being outside.

"Right now, I'm kind of obsessed with buying plants and different kinds of vines that I'm planting in my yard," he says.

Other favorites are playing with his children, watching sports, going to the park, and hanging out with their dogs.

### GIVING BACK

When it comes to giving back, Nathan and Natalie like to support their local schools. "We feel like teachers don't get enough credit or enough pay, and we try to be supportive of them as much as we can," he says.

They also like to support foster care programs with AZ Friends of Foster Care and Child Crisis.

### PASSION FOR PEOPLE

Those who know Nathan appreciate the way he takes a genuine interest in them ... coupled with the passion he has for people and his role in helping them through real estate.

"I love getting to be a part of that process, the joy and excitement when they finally get a house," Nathan says.

"And so then once they close on a house, I like staying in touch with them to let them know I'm here to help them."

Congratulations to Nathan Remington for putting his dedication and drive to work each day on behalf of those around him. Step by step, he continues leading with lifelong learning.

# Where is your favorite place to vacation or visit?



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**MARGIE WILSON,**  
*Hometown USA*

Durango, CO! Been visiting since I was a little girl as my dad sold recreational land in that area. It is an awesome playground for kids and adults alike.



**KATHY CAMAMO,**  
*Amazing AZ Homes*  
Florida or Tennessee!



**JEANIE TEYECHEA,**  
*Opportunity 2 Own RE*

I am from Oregon, so I LOVE to go back to my roots, hitting all of our favorite hot spots along the way! My husband and I travel along the Oregon coast from California and always stop to camp, but our favorite is Winchester Bay! Right outside of Florence, OR, this magical place is where you can fish, crab, and ride off into the dunes for days! I can't say enough about the beauty and how special it really is! It's a must-see for anyone going by the Oregon coast!



**CINDI DEWINE,**  
*Russ Lyon Sotheby's International Realty*  
My favorite place to vacation is Hawaii!



**DARWIN WALL,**  
*RealtyOne Group*  
San Diego



**CASSANDRA J MUELLER,**  
*eXp Realty*  
My family and I love to go on cruises. A cruise to anywhere is fun for the kids and adults. We are headed to Alaska in June and Hawaii in October, both on cruise ships!



**ANNETTE HOLMES,**  
*United Brokers Group*

We love to visit Cabo San Lucas! It is where the desert meets the ocean! You get the feel of Hawaii without the high humidity and the long flight, and you might run into Sammy Hagar!



**ANN ADAMS,**  
*Ann Adams & Associates Realty*

I love to travel to Clear Lake, Iowa. It's quiet and beautiful with that wonderful small-town atmosphere. Every year for the Fourth of July, we visit my parents' lakefront home in Clear Lake, Iowa. There are fireworks, a typical small-town parade with tractors, and local businesses. Then on the lake, there is sailing, boating, skiing, and fishing. We visit every year, and to me, this trip is better than any tropical vacation or other destination. Simple, quiet, and beautiful. It's my favorite spot to visit.



**DAWN MATESI,**  
*Locality Real Estate*

As everyone reading this magazine knows, getting away is so important for a recharge, but so very hard to do! I try to go somewhere at least once a year with limited cell phone and/or internet coverage. In this day and age, that's getting harder. But my favorite spot is on a catamaran somewhere in the Caribbean! My husband and I got our sailing certifications during COVID and love to charter boats and unplug. My all-time favorite spot is St. Vincent and the Grenadines. We island-hopped from Bequia to Mustique to Canouan to Union Island. The scuba diving was fantastic — it was like swimming in an aquarium!

...

...



**CRISTINA PULIDO,**  
*Launch Real Estate*

Playa del Carmen, Cancun, Mexico, has been my favorite place to vacation. I've returned multiple times, once with my husband pre-babies, and we had a great time dancing at Coco Bongo. This place has great nightlife for those who want to be entertained with tons of celebrity impersonators. It's the place to go! Now with two kids, we enjoy the beautiful white sand beaches, visiting cenotes, zip-lining through Xcaret, and swimming with the dolphins. Tulum's ruins are my ultimate favorite, with all the traditions, ancient rituals, amazing food, and turquoise blue beaches. It's definitely a dream!



**CHRIS TILLER,**  
*Russ Lyon Sotheby's International Realty*  
We have small kids, so Balboa Island in Newport Beach, CA, is perfect.



**LAUREN WOOD,**  
*Realty One Group*

My favorite vacation spot is actually any all-inclusive hotel in the summer. I love being able to relax by the pool or beach without an agenda!



**YALIN CHEN-DORMAN,**  
*Realty One Group*

My favorite place to vacation with my family is Hawaii! We've been traveling to different islands in Hawaii for years as a family. It's still within the country, and just 4-5 hours of flight, and you're in paradise! The sound of ocean waves, the smell of island breeze, the pineapple rum out of a coconut — just to name a few of my favorite things in Hawaii! What not to love about Hawaii? None!



**NICK KIBBY,**  
*Keller Williams*  
St. Maarten

*Devin Nicole Photography*

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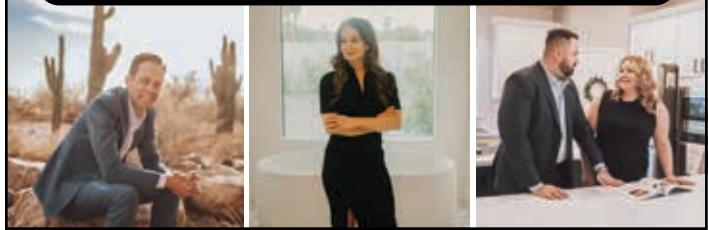
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► weserv monthly update

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

# WeSERV Celebrates the **TOP 40 UNDER 40** Real Estate Agents

Each year, WeSERV's Young Professionals Network group has the distinct honor of announcing the top 40 Under 40 real estate agents, rising stars, teams, and mega teams. These incredible REALTORS® are among the elite real estate professionals in the state. They have dedicated countless hours to bettering their business and ensuring their clients' needs are met before and after closing. In addition to their drive and determination for real estate, these agents have a passion for serving their communities. They understand the importance of lending a helping hand to those in need and prioritize their time toward volunteerism. The association is proud to congratulate all of the 2022 Young Professionals Network 40 Under 40 Award recipients.

#### 40 Under 40 Individual Winners

Chelsea Anderson - Keller Williams Realty East Valley  
Gina Bennett - Hunt Real Estate  
Alexandria Clark - eXp Realty  
Scott Cook - RE/MAX Solutions  
Steve Coons - Springs Realty  
Brittnie Douglas - Corcoran Platinum Living  
Erin Dugan - Coldwell Banker ROX Realty  
Rachel Duran - HomeSmart  
John Ely - Rely Real Estate LLC  
Dawn Forkenbrock - eXp Realty  
Carly Gibbs - Keller Williams Realty East Valley  
Addyson Golembiewski - Delex Realty  
Ben Graham - Infinity & Associates Real Estate  
Ty Green - Coldwell Banker Realty  
Bryce Henderson - Four Peaks Brokerage Company  
Jennifer Jenkins - Brokers Hub Realty  
Kelley Kemmis - American Allstar Realty  
Antonyos Korkes - My Home Group  
Jenna Marsh - Realty Executives  
Brittany Meyer - DPR Realty LLC  
Atif Musharbash - One Covenant Group Real Estate  
Shane Peterlin - Century 21 Seago  
Hudson Robison - R-House Realty  
Kamber Stoltz - DPR Realty  
Audrey Tolley - Realty ONE Group

#### 40 Under 40 Team Winners

CALZACO at My Home Group  
The Ehlen Team, RE/MAX Alliance Group  
Elite Results Team  
Gillette Group  
The Goodman Taylor Team  
Knight and Associates  
The Morton Team  
O'Neal Team at West USA Realty  
Realty Network Group at Realty Executives  
Relevate

#### 40 Under 40 Mega Team Winners

KP Elite  
Impact Real Estate  
The Lancer Group  
The Live to Give Team  
The Steadfast Group

#### 40 Under 40 Rising Star Winners

Joel Gold Smith - Delux Realty  
Chantel Gutierrez- Perkinson Properties LLC  
Matthew Veronica - Keller Williams Integrity First/  
Kenny Klaus Real Estate Solutions

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–April 30, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
1	Derek Dickson	Offerpad	\$145,090,009	268
2	Daniel P Noma	Venture REI, LLC	\$100,759,416	209.5
3	Frank Vazquez	Venture REI, LLC	\$72,643,816	143.5
4	Yvonne C Bondanza-Whittaker	Zillow Homes Inc	\$51,055,534	109
5	Karl Tunbert	Hague Partners	\$39,071,362	59
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices AZ Properties	\$33,818,315	56
7	Darwin Wall	Realty ONE Group	\$33,462,755	43
8	Kristy DeWitz	Hague Partners	\$31,834,947	55
9	Shanna Day	Keller Williams Realty East Valley	\$28,097,074	32
10	Nick DeWitz	Hague Partners	\$26,406,047	39
11	Kenny Klaus	Keller Williams Integrity First	\$25,916,638	47
12	Jacqueline Shaffer	Offerpad	\$24,702,900	53
13	Lacey & Drew Lehman	Realty ONE Group	\$22,659,526	42
14	Rebecca Hidalgo Rains	Berkshire Hathaway HomeServices AZ Properties	\$22,392,020	54
15	Garrett Lyon	eXp Realty	\$21,480,427	37.5
16	Carol A. Royse	Keller Williams Realty East Valley	\$20,978,125	32.5
17	Mindy Jones	Keller Williams Integrity First	\$20,931,653	38
18	Shannon Gillette	Launch Real Estate	\$20,668,000	41
19	Rick Metcalfe	Canam Realty Group	\$19,972,322	48
20	Jim & James Carlisto	Hague Partners	\$19,414,500	41
21	Tyler Blair	My Home Group Real Estate	\$17,123,500	34.5
22	Charlotte Young	Keller Williams Realty Sonoran Living	\$16,476,890	30
23	Bob & Sandy Thompson	West USA Realty	\$15,680,000	21
24	John Hrimnak	Hague Partners	\$15,201,372	27
25	Velma L Herzberg	Berkshire Hathaway HomeServices AZ Properties	\$14,968,600	17
26	Russell Mills	Close Pros	\$14,717,000	16
27	Radojka Lala Smith	eXp Realty	\$14,603,000	19
28	Thomas Popa	Thomas Popa & Associates LLC	\$14,195,700	10.5
29	Eric Brossart	Keller Williams Realty Phoenix	\$14,052,308	17.5
30	Lorraine Ryall	KOR Properties	\$13,919,500	16
31	Brett Worsencroft	Keller Williams Integrity First	\$13,771,750	12
32	Jody Sayler	Just Selling AZ	\$13,559,000	26
33	Shawn Camacho	United Brokers Group	\$13,426,000	19.5
34	Chris Allen	Hague Partners	\$13,108,000	20

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
35	Justin Cook	RE/MAX Solutions	\$12,856,700	17
36	Rodney Wood	Realty ONE Group	\$12,557,850	19
37	Karen C. Jordan	Thomas Popa & Associates LLC	\$12,537,389	10
38	Carey Kolb	Keller Williams Integrity First	\$12,451,502	23
39	Blake Clark	Limitless Real Estate	\$12,217,209	18
40	Rebekah Liperote	Redfin Corporation	\$12,175,000	16
41	Yalin Chen Dorman	Realty ONE Group	\$11,717,830	22
42	Tina M. Sloat	Tina Marie Realty	\$11,097,000	19
43	Thomas L Wiederstein	Redfin Corporation	\$10,989,950	16.5
44	Amy Laidlaw	Realty Executives	\$10,919,700	10
45	Tiffany Gobster	My Home Group Real Estate	\$10,717,400	4
46	TJ Kelley	Keller Williams Integrity First	\$10,471,064	15.5
47	Kathleen Scott	Redfin Corporation	\$10,385,910	9
48	Tiffany Carlson-Richison	Realty ONE Group	\$10,336,180	14
49	Allen R Willis	Ensign Properties Corp	\$10,232,200	19
50	Nathan D Knight	ProSmart Realty	\$10,206,400	19

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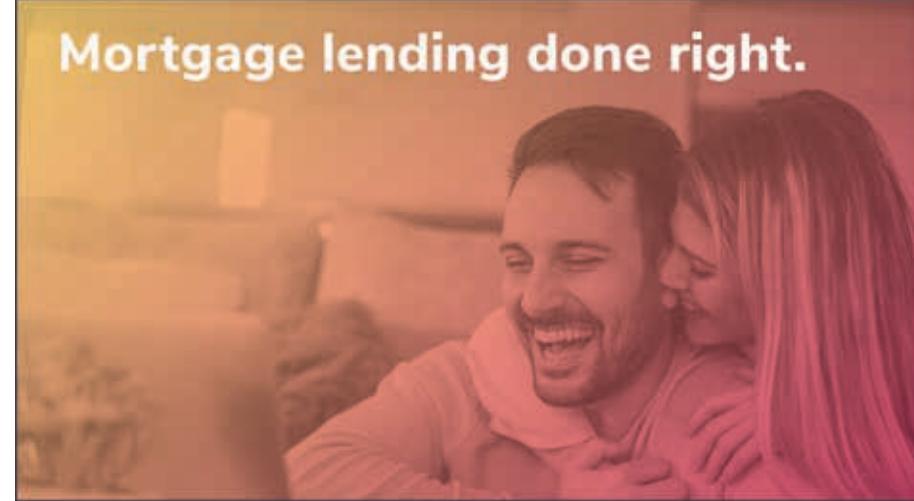
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#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
51	Mark Captain	Keller Williams Realty Sonoran Living	\$10,201,500	12.5
52	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	\$10,189,441	15.5
53	Jason L Bond	My Home Group Real Estate	\$10,028,500	16
54	Heather Openshaw	Keller Williams Integrity First	\$9,963,750	16
55	Chantel Gutierrez	Perkinson Properties LLC	\$9,953,000	23
56	Anne Zangl	Russ Lyon Sotheby's International Realty	\$9,897,500	4
57	Gordon Hageman	My Home Group Real Estate	\$9,894,872	15
58	Delaney S Rotta	Launch Real Estate	\$9,723,000	5
59	Pamm Seago-Peterlin	Century 21 Seago	\$9,714,000	12
60	Ben Leeson	Keller Williams Integrity First	\$9,681,750	14.5
61	Adam Prather	Russ Lyon Sotheby's International Realty	\$9,679,500	9
62	Richard Harless	AZ Flat Fee	\$9,677,800	14.5
63	Shawn Rogers	West USA Realty	\$9,606,499	15.5
64	Vivian Gong	West USA Realty	\$9,491,400	16
65	Chun Crouse	RE/MAX Fine Properties	\$9,432,980	18
66	Brian Christopher McKernan	ProSmart Realty	\$9,369,300	24
67	Russell Wolff	My Home Group Real Estate	\$9,255,000	3
68	Benjamin Arredondo	My Home Group Real Estate	\$9,186,200	17
69	Kimberly C Smith	RETSY	\$9,150,000	1
70	Jason Crittenden	Realty ONE Group	\$9,149,950	17
71	Richard Johnson	Coldwell Banker Realty	\$9,122,500	16
72	Dustin Posey	Property Hub LLC	\$9,102,700	21
73	Mike Mendoza	Keller Williams Realty Sonoran Living	\$9,075,000	12
74	Marjan Polek	AZ Flat Fee	\$9,020,800	13.5
75	Scott R Dempsey	Redfin Corporation	\$8,951,950	13.5
76	Alexander M Prewitt	Hague Partners	\$8,922,500	15.5
77	Angela Tauscher	Rover Realty	\$8,902,000	7
78	Michael Kent	RE/MAX Solutions	\$8,890,500	19.5
79	Beverly Berrett	Berkshire Hathaway HomeServices AZ Properties	\$8,854,216	15
80	Angel Ureta	North & Co	\$8,845,000	3
81	Kirk A DeSpain	Call Realty, Inc	\$8,835,927	14
82	Stacy Hecht	RE/MAX Desert Showcase	\$8,676,250	8
83	Chris Anthony Castillo	CPA Advantage Realty, LLC	\$8,600,000	3
84	Kelly Saggione	eXp Realty	\$8,572,400	11.5

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
85	Brian Davidson	Hague Partners	\$8,561,700	18
86	Chris Baker	Hague Partners	\$8,486,500	12.5
87	Ashlee Renee Castro	My Home Group Real Estate	\$8,436,000	19
88	David M Cline	Keller Williams Realty East Valley	\$8,421,000	6.5
89	Zack Alawi	Sloan Realty Associates	\$8,416,736	18.5
90	Henry Wang	eXp Realty	\$8,345,250	11
91	Eric Dixon	On Q Property Management	\$8,311,500	13
92	Mondai Adair	Keller Williams Realty Sonoran Living	\$8,285,000	7
93	Robert Reece	United Brokers Group	\$8,279,500	16.5
94	Elizabeth A Stern	Farnsworth Realty & Management	\$8,255,500	19
95	Debi Gotlieb	Key Results Realty LLC	\$8,227,300	12
96	Angela Larson	Keller Williams Realty Phoenix	\$8,213,800	22
97	Joe Carroll	HomeSmart	\$8,156,340	11.5
98	Mary Newton	Keller Williams Integrity First	\$8,109,300	21
99	Sharon D Steele	Russ Lyon Sotheby's International Realty	\$8,061,500	5.5
100	Lauren Sato	West USA Realty	\$8,037,900	16

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–April 30, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22	#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
101	Geoffrey Adams	Realty ONE Group	\$8,005,250	14	119	v	Keller Williams Integrity First	\$7,353,500	9.5
102	Bryce A. Henderson	Four Peaks Brokerage Company	\$7,999,000	11	120	Heather Christine Morales	Homie	\$7,302,500	13
103	Keith M George	Coldwell Banker Realty	\$7,964,998	23	121	Katie Lambert	eXp Realty	\$7,280,750	11.5
104	Matthew S. Potter	Stunning Homes Realty	\$7,829,100	13.5	122	Grady A Rohn	Keller Williams Realty Sonoran Living	\$7,239,500	10.5
105	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	\$7,809,264	6.5	123	Carin S Nguyen	Keller Williams Realty Phoenix	\$7,120,349	12.5
106	Denver Lane	Balboa Realty, LLC	\$7,757,465	11.5	124	Janine M. Igliane	Keller Williams Realty East Valley	\$7,089,399	10
107	Kelly Khalil	Redfin Corporation	\$7,736,050	13.5	125	Matthew Kochis	Keller Williams Realty East Valley	\$7,086,275	14
108	Matthew Allen Veronica	Keller Williams Integrity First	\$7,730,256	13.5	126	Lindsay M Bingham	My Home Group Real Estate	\$7,052,000	12
109	Brandon Alsayed	Delex Realty	\$7,720,000	5	127	Jack Cole	Keller Williams Integrity First	\$7,040,000	10
110	Robyn Brown	My Home Group Real Estate	\$7,596,900	10	128	Kathryn R Arter	Realty ONE Group	\$7,040,000	10
111	Lauren Wood	Realty ONE Group	\$7,558,650	10	129	Jesse Wintersteen	ProSmart Realty	\$7,040,000	14
112	Carol Gruber	eXp Realty	\$7,527,250	16	130	Jim Sobek	Weichert, Realtors-Home Pro Realty	\$7,026,500	8.5
113	Betsey L. Birakos	Jason Mitchell Real Estate	\$7,492,500	13	131	Michaelann Haffner	Michaelann Homes	\$6,977,000	12
114	Catherine Merlo	Berkshire Hathaway HomeServices AZ Properties	\$7,463,900	12	132	Katrina L McCarthy	Hague Partners	\$6,934,700	11
115	Robin R. Rotella	Keller Williams Integrity First	\$7,420,225	13.5	133	Jody Poling	AZ Seville Realty, LLC	\$6,924,500	7
116	Michael Ratzken	Two Brothers Realty	\$7,415,250	10	134	S.J. Pampinella	Redfin Corporation	\$6,908,000	10
117	James Bill Watson	Keller Williams Realty Sonoran Living	\$7,398,000	11.5	135	John Evenson	eXp Realty	\$6,901,400	13
118	Eric Ford	My Home Group Real Estate	\$7,376,550	17	136	David Clinton Hoefer	Century 21 Arizona Foothills	\$6,892,500	9.5
<b>Disclaimer:</b> 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><b>THANK YOU TO OUR CLIENTS FOR POSITIVELY IMPACTING OUR GROWTH!</b></p> <p>As A Result, Landmark Title Invites You To Join Us In Our Impactful Lives Series.</p> <p>There are times in our lives that we can look back and see someone else's footprints in the sand. In some manner, they have carried us and impacted our lives. Perhaps there were times when others found your footprints in the sand. We encourage you to share your stories in our Impactful Lives series.</p> <p>Reach out to us at <a href="mailto:Impactfullives@LTAZ.com">Impactfullives@LTAZ.com</a> to share your story and enter your charity of choice into a drawing for a chance to win a donation from Landmark Title. Drawings will be done on a quarterly basis.</p>									
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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–April 30, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
151	Brandi Samples	Long Realty Partners	\$6,685,000	10
152	Patricia A Dropping	Bayer Realty	\$6,665,000	4
153	Gina Donnelly	ProSmart Realty	\$6,659,500	10
154	Christy Rios	Keller Williams Integrity First	\$6,640,500	8.5
155	Kyle Zwart	My Home Group Real Estate	\$6,628,750	8.5
156	Chris Benson	NextHome Alliance	\$6,620,240	12.5
157	Stacy Lynn Hinke	Realty ONE Group	\$6,606,750	2
158	Dawn Carroll	Lori Blank & Associates, LLC	\$6,604,000	10
159	Caitlin Bronsky	My Home Group Real Estate	\$6,590,000	6
160	Michelle Rae Colbert	Keller Williams Integrity First	\$6,586,500	13.5
161	Annette E. Holmes	United Brokers Group	\$6,575,000	10
162	Julia Anne Brummer	Zillow Homes Inc	\$6,557,000	14.5
163	Eleazar Medrano	HomeSmart	\$6,543,450	10.5
164	Royal Henry	Cactus Mountain Properties, LLC	\$6,499,500	18
165	Jody Mallonee	Hague Partners	\$6,495,900	11
166	Katherine R. Littell	My Home Group Real Estate	\$6,483,687	13.5
167	Chris Lundberg	Redeemed Real Estate	\$6,473,720	8
168	Brock O'Neal	West USA Realty	\$6,463,000	8.5
169	Erin Ethridge	eXp Realty	\$6,429,050	9.5
170	Paul Pastore	Infinity & Associates Real Estate	\$6,420,500	6
171	Jill Stadum	My Home Group Real Estate	\$6,412,000	9
172	Eve Tang	Keller Williams Realty Sonoran Living	\$6,412,000	9.5
173	Frank Gerola	Venture REI, LLC	\$6,394,640	12
174	Kevin McKiernan	Venture REI, LLC	\$6,394,640	12
175	Thomas Dempsey Jr	DPR Realty LLC	\$6,391,026	17
176	Jason Zhang	Gold Trust Realty	\$6,390,888	9.5
177	Joseph J. Tropple	Realty ONE Group	\$6,388,400	9
178	Heintje Tjahja	HomeSmart	\$6,387,000	11
179	Zeb Adams	My Home Group Real Estate	\$6,369,250	5.5
180	Leonard Behie	Realty Executives	\$6,351,100	13
181	Pierre Wilson	Russ Lyon Sotheby's International Realty	\$6,320,000	4
182	Laura Beatty	Redfin Corporation	\$6,311,000	13
183	Renee' Merritt	Keller Williams Arizona Realty	\$6,304,340	7
184	Aartie Aiyer	Aartie Aiyer Realty LLC	\$6,298,900	9

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
185	Travis M Flores	Keller Williams Integrity First	\$6,278,350	13
186	Elizabeth Rolfe	HomeSmart	\$6,261,500	8.5
187	Jennifer Felker	Infinity & Associates Real Estate	\$6,258,000	8
188	Paul Christoffers	American Realty Brokers	\$6,254,000	15
189	Daryl R Snow	Zillow Homes Inc	\$6,249,200	14
190	Lindsay A Mozena	Realty ONE Group	\$6,202,500	3
191	Harold Winey	Keller Williams Northeast Realty	\$6,200,000	2
192	Gary Chen	Arizona United Realty	\$6,174,900	9
193	Tyler Monsen	Hague Partners	\$6,138,500	10
194	Kirk Erickson	Schreiner Realty	\$6,131,500	10
195	Dallas Wormley	Metro Realty	\$6,126,500	8
196	Philip Dimas	Zillow Homes Inc	\$6,110,650	12
197	Sonia Silva	Zillow Homes Inc	\$6,083,000	12.5
198	James S Kuttner	RE/MAX Professionals	\$6,055,000	4
199	Sarah Gates	Keller Williams Realty Sonoran Living	\$6,036,590	9
200	LaLena Christopherson	West USA Realty	\$6,030,000	7

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# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–April 30, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
201	Janice Lawrence	RE/MAX Alliance Group	\$6,025,000	6
202	Heather M Mahmood-Corley	Redfin Corporation	\$6,000,000	13
203	Marcia S Nowell	eXp Realty	\$5,992,751	5.5
204	Jenna L. Marsh	Realty Executives	\$5,980,250	11
205	Eric Avdee	Keller Williams Realty Phoenix	\$5,958,399	8.5
206	Peg E Bauer	Cactus Mountain Properties, LLC	\$5,937,200	11.5
207	Adam Dahlberg	Hague Partners	\$5,922,250	11
208	David C Zajdzinski	eXp Realty	\$5,896,500	9.5
209	Amy N Nelson	Keller Williams Realty East Valley	\$5,871,000	6
210	Joshua Will Hogan	eXp Realty	\$5,857,500	10
211	William John Barker	HomeSmart	\$5,851,249	13
212	Mallory R. Dachenhausen	Elpis Real Estate Boutique	\$5,846,100	8
213	Anthony Guerrero	Russ Lyon Sotheby's International Realty	\$5,799,000	6
214	Gus Palmisano	Keller Williams Integrity First	\$5,782,800	11
215	Scott Cook	RE/MAX Solutions	\$5,756,500	10.5
216	Dawn M Forkenbrock	eXp Realty	\$5,743,500	12
217	Ben Swanson	Keller Williams Integrity First	\$5,729,000	13
218	Leila A. Woodard	My Home Group Real Estate	\$5,706,100	12
219	Cydni Comer	eXp Realty	\$5,700,000	4
220	Andrew Johnson	Delex Realty	\$5,681,602	2
221	Timothy Ehlen	RE/MAX Alliance Group	\$5,647,861	8.5
222	Kelly Henderson	Keller Williams Realty Phoenix	\$5,632,250	10
223	Judy Grieser	HomeSmart	\$5,621,900	6
224	Jaime L Blikre	My Home Group Real Estate	\$5,593,999	12.5
225	Dillon A Martin	Realty Executives	\$5,572,000	12
226	Lorri Blankenship	Carriage Manor Realty	\$5,571,400	37
227	Kimberley Stoegbauer	TomKat Real Estate	\$5,561,500	3.5
228	Jardin Ratzken	Two Brothers Realty	\$5,559,000	4
229	Sean Michael Walker	Realty ONE Group	\$5,546,150	6.5
230	Thomas Jovanovski	Delex Realty	\$5,534,000	8.5
231	Debbie Simmons	HomeSmart	\$5,525,000	5
232	Danny Kallay	Launch Real Estate	\$5,514,950	12
233	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$5,505,900	10
234	Marc Slavin	Realty ONE Group	\$5,491,250	5.5

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
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235 Kyle J. N. Bates  
My Home Group Real Estate  
\$5,486,050  
10

236 Tom Plyler  
West USA Realty  
\$5,485,000  
9

237 Johannes Rath  
Coldwell Banker Realty  
\$5,480,490  
8

238 Adam B Coe  
Delex Realty  
\$5,458,800  
11

239 Lisa Fonseca  
Lori Blank & Associates, LLC  
\$5,446,000  
8

240 Shar Rundio  
eXp Realty  
\$5,420,000  
10

241 Alice Ying Lin  
The Housing Professionals  
\$5,416,000  
9

242 Phillip Shaver  
eXp Realty  
\$5,406,500  
9.5

243 Len Nevin  
eXp Realty  
\$5,400,250  
8.5

244 Craig McGrouther  
Hague Partners  
\$5,394,000  
10

245 Travis Dutson  
Premier Real Estate Opportunities  
\$5,390,990  
11

246 Lisa A Dixon  
HomeSmart  
\$5,365,900  
12

247 Ryan Gehris  
USRealty Brokerage Solutions LLP  
\$5,356,000  
8

248 Melanie Nemetz  
Keller Williams Integrity First  
\$5,355,450  
8

249 Barbara Schultz  
Coldwell Banker Realty  
\$5,352,500  
11

250 Kimberly Healy-Franzetti  
West USA Realty  
\$5,334,000  
6

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



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# TOP 300 STANDINGS

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251	Steve Hueter	eXp Realty	\$5,332,000	8	269	Nicole W. Hamming	Glass House International	\$5,142,500	9
252	Aimee N. Lunt	RE/MAX Solutions	\$5,285,000	4	270	Steven Coons	Farnsworth Realty and Management	\$5,129,700	14.5
253	Christina Marie Kurtz	My Home Group Real Estate	\$5,278,500	12	271	David Larsen	West USA Realty	\$5,104,100	10
254	Christopher Brock Bittle	My Home Group Real Estate	\$5,259,325	10	272	Lisa M Harris	Hague Partners	\$5,103,500	11.5
255	Tim Esteban	HomeSmart	\$5,256,500	7	273	Andrew Bellino	Realty Executives	\$5,050,000	2.5
256	Kristina L. Sabo	United Brokers Group	\$5,251,500	8	274	Brian Kingdeski	Gentry Real Estate	\$5,048,250	10
257	Wendy J Macica	Home Centric Real Estate, LLC	\$5,219,900	12	275	Daniel Brown	My Home Group Real Estate	\$5,020,000	9
258	Sherri L. Stella	Russ Lyon Sotheby's International Realty	\$5,199,000	8	276	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	\$5,016,100	6
259	Nate Randleman	Infinity & Associates Real Estate	\$5,193,540	9	277	Cheri Smith	Weichert, Realtors-Home Pro Realty	\$5,004,000	9
260	Leslie K. Stark	Realty ONE Group	\$5,190,000	3	278	Christy Meek	My Home Group Real Estate	\$4,988,900	10
261	Susan Hallamore	HomeSmart	\$5,184,000	3	279	Liza Deyden-Drake	West USA Realty	\$4,972,500	6
262	Amber Adams	Stunning Homes Realty	\$5,181,500	9	280	Kiran Vedantam	Kirans and Associates Realty LLC	\$4,949,000	6.5
263	Amanda O'Halloran	DRH Properties, Inc	\$5,181,300	11.5	281	Kristi Hinkle	Offerpad	\$4,933,500	10
264	Bryan W Pankau	Keller Williams Integrity First	\$5,178,000	8	282	Damian Godoy	My Home Group Real Estate	\$4,932,600	10.5
265	Sarah A Nash	ProSmart Realty	\$5,172,000	8	283	Trisha A. Carroll	Avenew Realty Inc	\$4,926,900	12
266	Jacquelyn E Shoffner	eXp Realty	\$5,169,500	9	284	Beth Rebenstorf	Realty ONE Group	\$4,924,790	8
267	Tammie Fischer	Offerpad	\$5,161,000	8.5	285	Scott Graff	eXp Realty	\$4,920,000	6
268	Ann Adams	Ann Adams And Associates Realty, LLC	\$5,160,000	8	286	Elmon Krupnik	Infinity & Associates Real Estate	\$4,912,500	7.5
<b>Disclaimer:</b> 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.									
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