

EAST VALLEY

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



FEATURED AGENT

## Jean Grimes

**SPONSOR SPOTLIGHT**

Mattamy Homes

**RISING STAR**

Hunter Kelley

**REAL STORY**

Nathan Remington

Photo Credit: Devin Nicole Photography

JUNE 2022



# WE ARE THE REALTOR ROOFERS!

• Tile • Shingle • Foam • Roof Certifications



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

-JEFF B.  
Google Review



"Experience You Can Trust"

**REQUEST A FREE ESTIMATE TODAY**

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



FOLLOW US ON



## better LENDERS better LOANS

YOUR TRUSTED  
MORTGAGE SOURCE

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



**LENDSMART**  
MORTGAGE

**(602) 757-2171**

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

10429 South 51st St Ste 255  
Phoenix, AZ 85044

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

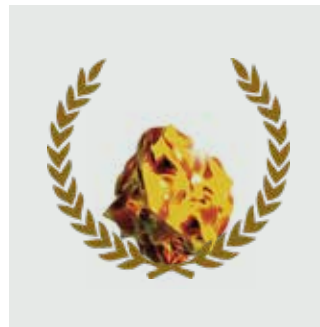




# TABLE OF CONTENTS



**06**  
Preferred Partners



**08**  
Golden Nuggets



**10**  
Sponsor Spotlight:  
Mattamy Homes



**16**  
Real Producers Spring Fling



**32**  
Featured Agent:  
Jean Grimes



**38**  
Coach's Corner



**40**  
Legal Corner



**44**  
Rising Star:  
Hunter Kelley



**50**  
Real Story:  
Nathan Remington



**52**  
Question of the Month



**57**  
WeSERV Monthly Update



**60**  
Top 300 East Valley



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

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

## MEET THE EAST VALLEY REAL PRODUCERS TEAM



**Jenni Vega**  
Owner



**Michele Jerrell**  
Operations Manager



**Dave Danielson**  
Writer



**Roger Nelson**  
Guest Writer



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



**Devin Egbert**  
Photographer



**Patrick McKinley**  
Photographer

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

Relocation  
Downsizing  
Estate Sales & Online Auctions  
Re-settling Liquidation



NEVER FORGET.  
Have a blessed Memorial Day.



Contact us for a free consultation!  
**480-257-7127**  
[caringtransitionscentralaz.com](http://caringtransitionscentralaz.com)



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

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

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



[CHAD@AZCHOICEINSPECTIONS.COM](mailto:CHAD@AZCHOICEINSPECTIONS.COM)  
480-304-0114  
[azchoiceinspections.com](http://azchoiceinspections.com)





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AIR CONDITIONING

911 Air Repair  
Ray Nieves  
(480) 360-1234

BUILDER

Mattamy Homes  
Katie Smith  
(480) 302-6080 x101

CABINETRY & DESIGN

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

DUMPSTERS-  
HOA-FRIENDLY

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

HEALTH INSURANCE

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

HOME INSPECTION

22 Home Inspect  
Aaron Westman  
(480) 506-6610

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

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

Home Team  
Inspection Service  
Ron Riley  
(480) 702-2900

Inspections Over Coffee! (AZ)  
(602) 962-5282  
www.homeinspections  
overcoffee.com/  
phoenixhomeinspection

Stratton Inspection  
Services LLC  
Paul Stratton  
(480) 215-7264

Taylor Made  
Inspection Service  
Patrick Taylor  
(480) 521-0054

HOME RENOVATION

Curbio  
(810) 300-9432  
Curbio.com

HOME WARRANTY

Choice Home Warranty  
Sharp Chen  
(949) 426-5450

First American  
Home Warranty  
Kathryn Lansden  
(480) 338-1983

Old Republic  
Home Protection  
(925) 963-4726  
www.orhp.com

HVAC

AZTech Mechanical  
Amanda Price  
(480) 262-0274

INSURANCE

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

LAW FIRM

HGPL Law  
John Lohr Jr  
(480) 991-9077

MORTGAGE

Agave Home Loans  
Jack Zoellner  
(602) 325-5135

Bison Ventures  
Brandon Bialkowski  
(480) 603-5901

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

Fairway Independent  
Mortgage Corporation  
Michael Pehrson  
(602) 799-1324

LendSmart Mortgage  
Eric Kinneman  
(480) 477-8464

Nova Home Loans  
Chris Lawler  
(520) 577-4774

United American Mortgage/  
Harward Mortgage  
Team LLC  
Scott Harward  
(480) 223-2265

Watermark Home Loans  
Nick Watland  
(602) 821-5214

MOVE MANAGEMENT AND  
LIQUIDATION SERVICES

Caring Transitions  
Tina Patterson  
(480) 257-7127

MOVERS

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

PHOTOGRAPHY

Devin Nicole Photography  
Devin Egbert  
(480) 440-9997

PROPERTY MANAGEMENT

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

REAL ESTATE  
PHOTOGRAPHY

Listing Ladder  
Patrick McKinley  
(480) 430-8353

ROOFING

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

Eco Roofing Solutions  
Eric Perry  
(480) 695-7736

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

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

SHORT TERM RENTAL  
PROPERTY MANAGEMENT

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

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

TITLE AGENCY

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

Premier Title Agency  
Marla Calley  
(602) 491-9606

Security Title

Sue Reagan  
(602) 919-8355

VIDEO PRODUCTION

B-Real Productions  
Brandon Morgan  
(480) 652-8887

VIDEO SERVICES

Permanent Estate  
Jason Crittenden  
(480) 999-9880



**RoofStar ARIZONA, INC.**

**FOR SALE**

*We help our Real Estate® Agents meet deadlines and close sales! Quotes for home sale transactions are our priority.*

*Whether you are in need of a roof inspection for your buyer or a BINSR response for your seller, we have you covered.*

**Call us today! (480) 426-1915**

**“We’ll tell you the *Truth* about your Roof”**

☎ 480-426-1915    📍 4639 E Virginia St #101, Mesa, AZ 85215    🌐 www.roofstararizona.com



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

# 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,**  
**Dorrmatt**

"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!



# curbio

## Let us do the work for you.



### FIX FIRST, PAY LATER

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

### POWERED BY TECH

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

### TURNKEY CONCIERGE

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

Learn more with our free on-demand  
overview webinar!

curbio.com | 844-944-2629







» sponsor spotlight



# Mattamy Homes

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 home-site 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.









# 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

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

**Avondale Roosevelt Park**  
401 N. 109th Drive,  
Avondale, AZ 85323  
From the low \$400s

**Pheonix Sendero Crossing**  
I-17 & Anthem Way  
Anticipated Arrival Summer 2022  
Register for Updates

**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.  
Anticipated Arrival Fall 2022  
Register for Updates

**Surprise Aria Ranch**  
13230 N. 174th Lane  
Surprise, AZ 85388  
From the mid \$400s

**Peoria Sereno**  
28597 N. 133rd Lane  
Peoria, AZ 85383  
From the mid \$400s



For more information, or to schedule your private or virtual appointment, please visit [mattamyhomes.com/phoenix](http://mattamyhomes.com/phoenix).



## LIKE A FATHER, WE'LL HAVE YOUR BACK!

Family Owned & Operated, Right Here in the Valley!

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



- MORE INSPECTORS = Quick Availability with US!
- SAME DAY REPORTS - On Site Too!
- 200% SATISFACTION GUARANTEE!
- 24/7 Online Scheduling & Full-Time Office Staff
- Residential, Commercial, New Construction
- Sewer Scoping, Termite, Mold & Radon Testing

**SCHEDULE TODAY!**  
24/7 ONLINE: [CHECKLISTAZ.COM](http://CHECKLISTAZ.COM)  
**480.741.1267**

Scan to add us to your Mobile Contacts!



✓ **Checklist**  
Inspections

→ ARIZONA'S PREMIER HOME INSPECTORS SINCE 1998!

# CAMELBACK MOVING INC.





Wishing All Fathers a  
**HAPPY FATHER'S DAY**

We Love Our  
**VIP** Partner Program



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

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

(Membership is Free to Licensed Realtors®)



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



US DOT #1635834





# REAL PRODUCERS SPRING FLING

Photo Credit Patrick McKinley











# THANK YOU TO OUR SPONSORS!



## 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.

"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.

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."

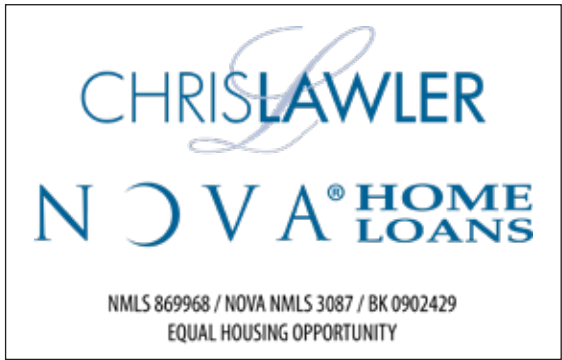
Giving back comes naturally for Mike, as well. Mike comes from a long line of veterans.

"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."

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](mailto: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 it's 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)**





### Cardinal Financial

When you're looking for a

lender-partner, there are so many options. At Cardinal Financial, we value our relationships and partnerships. By offering a wide variety of products, fostering a seamless process, integrating our proprietary technology, and building a team of experienced staff, we're working to be the lender-partner of all your needs!



### Landmark Title

When you need a seasoned profes-

sional, that understands the complex nuances of commercial and residential title and escrow services, we've got you covered. At Landmark Title, we realize that every real estate deal is unique, so when it comes to representing our clients, we take a personal approach to make sure your needs are met.



### Stratton Inspection Services

When you think refresh-

ingly different, think Stratton Inspection Services. Choosing the right real estate agent to represent you in buying, building, or selling your home will always set you up for a positive experience and peace of mind. It is just as equally important to choose the right home inspector when purchasing one of the biggest investments of your life. At Stratton Inspection Services we share the same goals as the buyer and the agent. Our professional team of inspectors and stellar office staff focus on top of the line customer service and always place importance in easing the way and supporting the process. We want you to love the home you live in. Our priority is to make sure you have a great home buying and living experience from start to finish.



### Farm Bureau Financial Services

At Farm Bureau Financial Services, we're here to help you **plan** for what's to come, **protect** what matters most, and **invest** in your future. We offer a

wide range of insurance and financial products including auto insurance, home insurance, life insurance, business insurance, financial planning services, investment planning, annuities, estate planning, college funding options and retirement planning. We're proud of our reputation for helping in ways that smartphone apps and computer programs simply can't.



### iTrip Vacations

#### i Trip Vacations

Wouldn't you like to earn 3-5 times more money with your rental property? Megan and Peter with iTrip Vacations do exactly that for owners across

the valley. They are experts in turning investment properties into highly sought-after destinations for travelers from all over the world. Their expertise in all things short term rentals will ensure investor homeowners get more money, more attention, and more time with their full-service property management program. Megan and Peter love helping Real Estate agents answer the big question; 'How much can I make?'. Their proprietary software gives agents and investors real numbers on earnings so they can make fast informed decisions. Call them today for help with your clients!



### Inspections Over Coffee

Inspections Over Coffee has worked with top producing residential and commercial agents in multiple states since before 2006. They use every technology

possible to ensure an inspection that far exceeds what you've come to expect, even seeing behind walls, providing recall reports and property history... And the final report is the most technologically advanced and easy-to-use report in the industry.



### AzTech Mechanical

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

further inspection from a licensed contractor. That is where AzTech Mechanical can step in the process and assure the sale or purchase transaction goes smoothly. On your next real estate transaction keep AzTech Mechanical in mind. We offer inspections, repairs, installations and allow for payment through escrow.



### Listing Ladder

At Listing Ladder, we take care of all your real estate listing needs to

free you up to grow your business. We take stunning HDR, wide-angle photos that tell the story of your listing. We don't miss anything. You'll get multiple angles of all the rooms in the house as well as numerous angles of the exterior. Personable and friendly staff and quick turn times! Oh, and we answer the phone!



## PREMIER TITLE AGENCY

# LED BY INDUSTRY VETERANS

## OVER 42 YEARS OF COMBINED EXPERIENCE



**JERRY CALLEY**  
PRESIDENT



**TANNER HERRICK**  
EXECUTIVE VICE PRESIDENT

## OFFICE LOCATIONS

**MAIN OFFICE: BILTMORE**  
2910 E Camelback Rd #100  
Phoenix, AZ 85016

**BULLHEAD CITY**  
2580 Highway 95 #110  
Bullhead City, AZ 86442

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

**PARADISE VALLEY**  
5203 E Lincoln Dr  
Paradise Valley, AZ 85253

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

**CHANDLER**  
2065 S Cooper Rd #1  
Chandler, AZ 85286

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

**TUCSON**  
1760 E River Rd #302  
Tucson, AZ 85718





# 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.



**Contact The GOAT Today!**  
**Website: [www.Goatmesa.com](http://www.Goatmesa.com) | Phone: 480-572-0604**



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

## REASONS TO CALL US FOR YOUR NEXT INSPECTION

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

## 360° HOME BUYER SNAPSHOT

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

## AGENT GOODIE BAG

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

**HOME INSPECTIONS  
STARTING AT \$299**



**Curt Kloc, CMI, Founder**  
Inspections Over Coffee  
602-962-JAVA (5282)  
InspectionsOverCoffee.com  
phoenix@inspectionsovercoffee.com



# DON'T PUT YOUR HEAD IN THE SAND

Give Mike a Call to Help!

## A ONE-STOP SHOP FOR YOUR CLIENTS

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

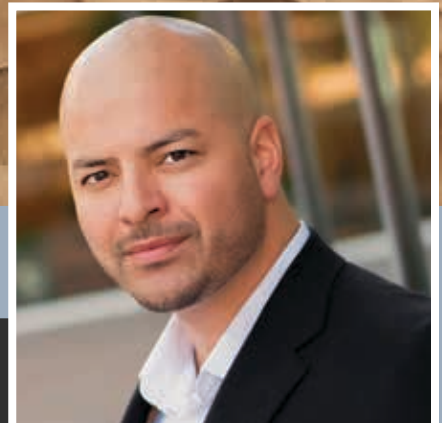
**25+ YEARS  
OF SERVING  
COMMUNITIES**



**MIKE PEHRSON**

Instagram icon @az\_mortgage\_mike | #AZMortgageMike

**Mike Pehrson**  
Senior Loan Officer



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



# GRIMES

# JEAN



Photo credit:  
Devin Nicole Photography

▶▶ featured agent  
By Dave Danielson

## 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 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

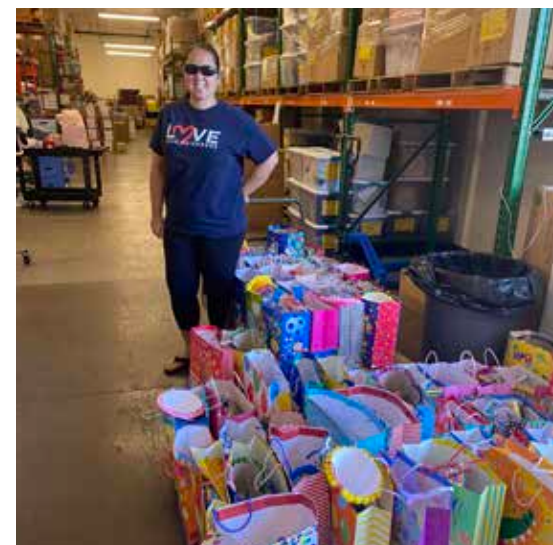
Those who have had the chance to work with Jean trust her. They count on her friendly, outgoing nature and the way she enters into a true, collaborative partnership with her clients to find solutions to their needs.

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

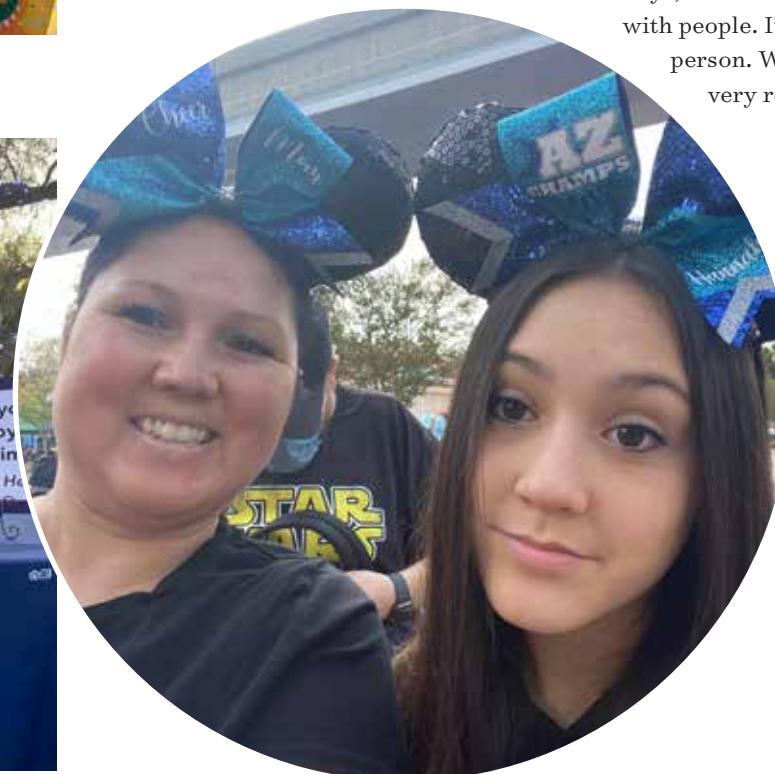
“Networking is a really big part of what I do,” she says. “I do client events twice a year to keep in touch with people and see them up close and personal.”

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.”



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.







# PERMANENT ESTATE

MEDIA & MARKETING



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

P: (602) 999-9880

W: [VIMEO.COM/PERMANENTESTATE](https://vimeo.com/permanentestate)

## We Inspect It Like We're Buying It!



**TAYLOR MADE**  
INSPECTION SERVICE, PLLC



Home Buyer  
Inspections



Pre-Sale  
Inspections



Home Warranty  
Inspections



Pool & Spa  
Inspections

Detailed reports get better results. Find out why. [taylormadeinspection.com](https://taylormadeinspection.com)

**IT'S  
EASY!**

**Call us (480) 521-0054 or book online!**

LICENSE NUMBER: 57195 • InterNACHI Standards of Practice • InterNACHI Code of Ethics



## INFORMED MORTGAGE LENDING



**BISON VENTURES**  
—THE BRAVATEAM—

**Brandon Bialkowski**

Producing Branch Manager

NMLS #1399505

p: 480-603-5901 e: [brandonb@bisonventures.com](mailto:brandonb@bisonventures.com)

**Vanessa Accra**

Senior Loan Officer - Team Lead

NMLS #1612399

p: 480-734-1571 e: [vanessaa@bisonventures.com](mailto:vanessaa@bisonventures.com)

[www.bisonventures.com](https://www.bisonventures.com)





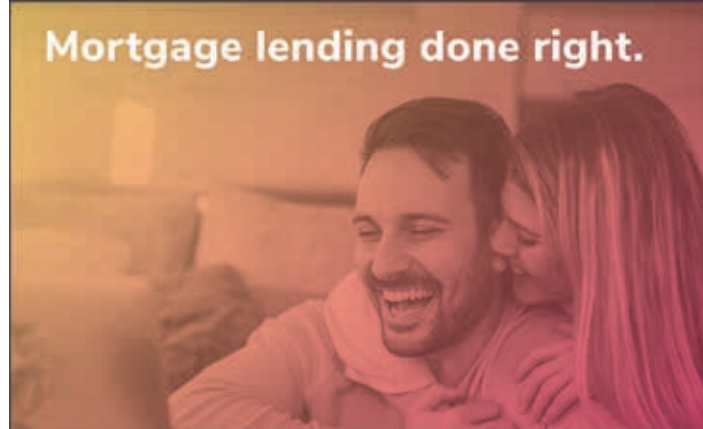
## coach's corner

By Wayne Salmans



# 85% of What You Do ... On a daily basis doesn't need to be done! (At least not by you.)

## Mortgage lending done right.



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



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

**CARDINAL**  
FINANCIAL COMPANY, LIMITED PARTNERSHIP

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

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?

### 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.*

*Wayne is the coach leader's call when they are done with one size fits all answers and know they deserve a custom tailor plan to help them get where they want to go faster and with fewer bruises.*

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



At Stratton inspections our honest and direct approach, coupled with our over the top prompt customer service allows us to successfully perform not just a superior inspection but also a relaxed and positive atmosphere.



Home Inspection Reports Include:

- Building Component Checklist
- Digital Color Photos
- Emailed PDF Report
- Executive Highlights Summary
- Miscellaneous Observations
- Delivered In 24 Hours

**STRATTON**  
INSPECTION SERVICES LLC

**480-215-7264**

INSPECTIONS@STRATTONINSPECTIONS.COM | WWW.STRATTONINSPECTIONS.COM  
3303 E. Baseline Road # 119 | Gilbert, AZ 85234

Licensed & Insured | Supra Key (Lockbox) Access | Professional, Dependable, and Reliable | Highly Recommended



# Ways To Prevent Property From Going To Probate



## legal corner

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

**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.

### WHAT IS A BENEFICIARY DEED?

A beneficiary deed allows real property to be automatically transferred to a new owner when the current owner dies without the need for probate. With a beneficiary deed, even though the document is recorded while the owner is still alive, the title does not pass to the grantee until the grantor dies. A beneficiary deed is sometimes referred to as a "transfer on death deed," or TOD deed. While living, the owner still has complete control over their property, can alter or revoke the beneficiary deed at any time or sell the property – the sale revokes the beneficiary deed. Special language is required to ensure that the deed qualifies as a beneficiary deed under A.R.S. § 33-405.

The advantage of a beneficiary deed is that it is easy and inexpensive to prepare. One disadvantage of a beneficiary deed is that it is public record, so everyone would know the grantor's wishes which they may want to keep private. The second disadvantage is that it only deals with the owner's real estate and would not address any of their other assets. However, for someone that does not want to spend the time or money on a comprehensive estate plan, a beneficiary deed in conjunction with a simple will may be enough. Beneficiary deeds are not generally recommended for owners of properties with joint tenants and are better suited for properties owned by people that are single or hold title as tenants in common or couples who can agree on the disposition of their property and hold it as community property or community property with a right of survivorship. If owners who own title in joint tenancy or community property wish to use a beneficiary deed and can

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®*



HELPING CLIENTS FOR NEARLY 30 YRS.,  
providing fast mortgage approvals any day of the week on a wide  
variety of loan programs. **Call us at 480-586-3222!**



**Scott Harward** | NMLS# 188539 | LO-0912055  
**Spencer Harward** | NMLS# 2018058 | LO-1013072

TeamScott@UAMCO.com | UAMCO.com 4425 E Agave Rd. Phoenix, AZ 85044





## TCT Property Management Services, LLC

TCT is a full service property management company with a team that is big enough to handle all your commercial and residential needs, but small enough to deliver personal service.

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




### OUR BUSINESS IS YOUR PEACE OF MIND®

## HGPL

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

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

**480-991-9077**  
SCOTTSDALE-LAWYER.COM



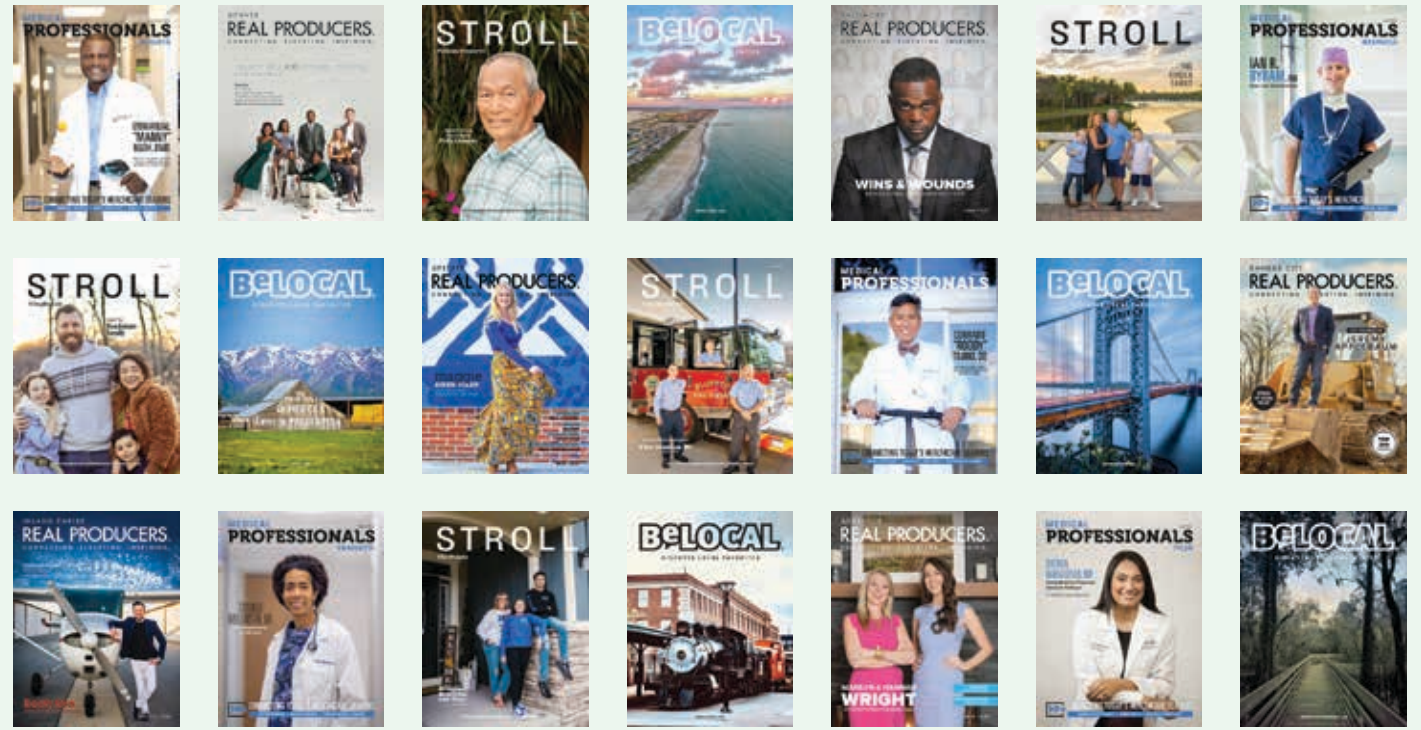




## THE N2 COMPANY®

CONNECT WITH YOUR IDEAL CLIENTS

n2co.com





# HUNTER KELLEY



Photo Credit: Devin Nicole Photography

## The Land Man

► rising star  
By Dave Danielson

**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.

...





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.

“

IF YOU TAKE CARE OF PEOPLE AND ARE HONEST WITH THEM, THINGS WORK OUT. IT HAS BEEN VERY REWARDING.

”

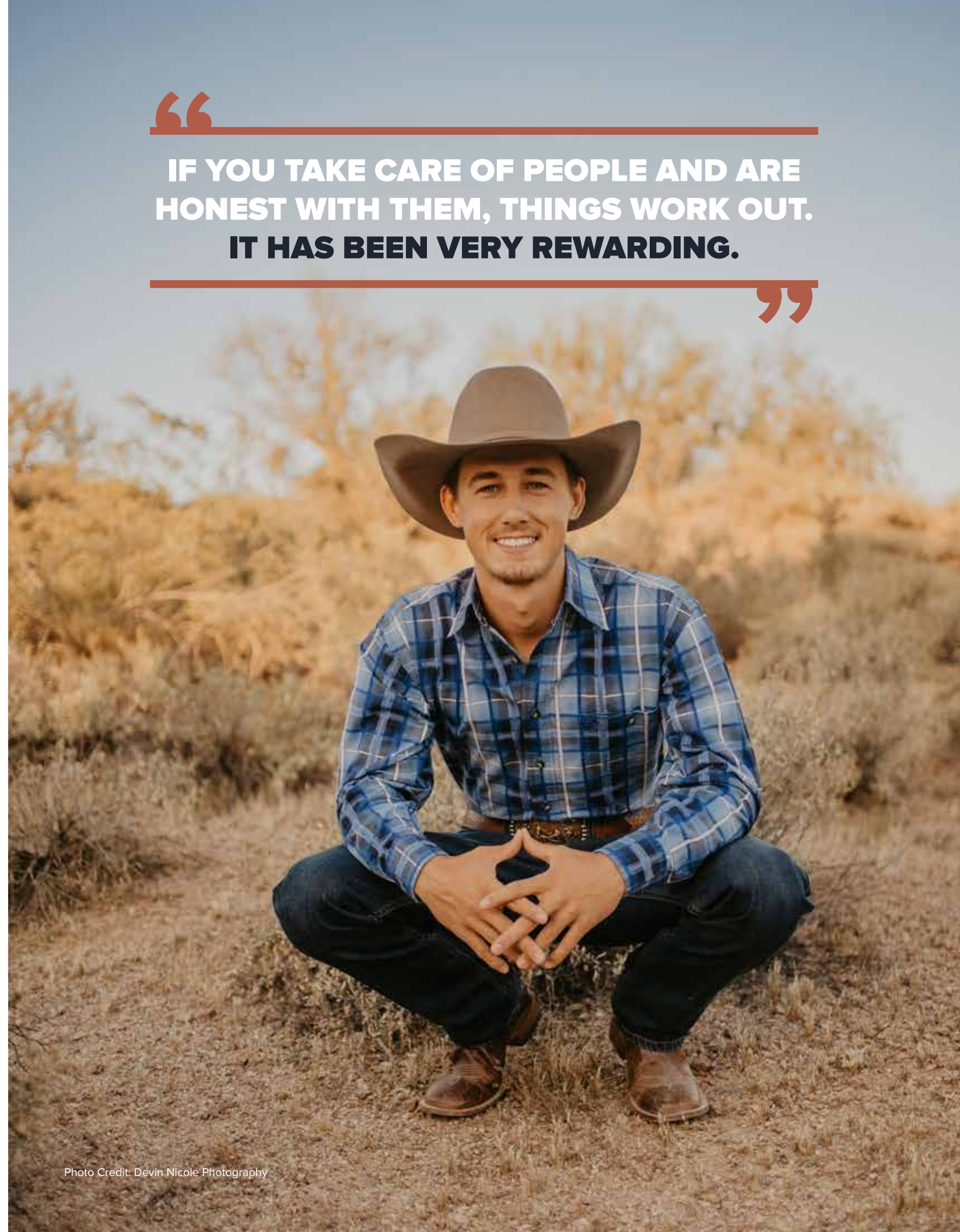


Photo Credit: Devin Nicole Photography





INSPECTION  
REPORTS  
SHOULD BE  
**CLEAR!**

Proudly serving the East Valley! | 24/7 Support

WHEN EXPERIENCE MATTERS.  
TRUST THE PROFESSIONALS  
22 HOME INSPECT

Contact Us

westman.a@22homeinspect.com

480-506-6610

22homeinspect.com

Visit us online and schedule an inspection today!

**CHOICE**   
Home Warranty



Email: sharp@chwpro.com  
Cell: (949) 426-5450  
Realtor Portal: www.CHWPro.com  
Real Estate Customer Service  
888-275-2980

Re-Key | Multi-Year Discounts | Sellers Coverage

#MAKETHESHARPCHOICE

**SHARP CHEN**  
Senior Account Executive



itripvacations

Let the rental property experts  
manage your property this  
**Summer.**



**Join Our Realtor  
Referral Program**

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

**Valley-wide Property Management**

List your property. Do less. Earn more. Win-win.



**PETER SOUTH**

Serving Tempe, South Phoenix,  
Avondale, Goodyear, and Buckeye

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

**MEGAN RODRIGUEZ**

Serving Mesa, Chandler, Gilbert,  
Gold Canyon, and Queen Creek

480-660-6469  
Megan.Rodriguez@itrip.net  
mesa.itrip.co





# Nathan

» real story  
By Dave Danielson

# REMININGTON

## 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 Dormat 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.



“  
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?



**kitchentune-up**

*Your clients deserve  
A Beautiful Kitchen*

**Kitchen Tune-Up of Gilbert**  
480.304.2732  
kitchentuneup.com

0% interest plans available for qualified homeowners

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

**Relacing & Redooring**  
Cabinet Painting  
New Cabinets  
Wood Restoration  
And More

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



**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 play-ground 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*

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

**Summer is HERE! Call for your Seasonal photos!**

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



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

Instagram Facebook @DEVINNICOLEPHOTOGRAPHY



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



**SECURITY**  
TITLE AGENCY

COMMITTED TO *Excellence*



The Grand Canyon State is headquarters to Security Title Agency, Inc, one of Fidelity National Financial's largest and most dynamic title brands and team of title professionals. STA provides title insurance, underwriting, escrow and closing services, account servicing and default services to residential, commercial and industrial clients, lenders, developers, attorneys, real estate professionals and consumers.

STA has been servicing the real estate community in Arizona for over 42 years, closing all types of real estate transactions with an exceptional level of customer service. In addition to our commitment to closing homes for the residents of Arizona, our team can provide commercial services throughout the US. By determining risks and providing solutions to obstacles, the STA commercial teams are able to successfully close some of the most sophisticated transactions.

STA is the largest of the Fidelity National Title Group (FNTG) brands in Arizona, and for convenience purposes, our 22 offices are strategically located throughout this scenic desert state.

4722 N. 24<sup>th</sup> St. #200 • Phoenix, AZ 85016 • 602-266-3298

**N2**  
GIVES

**\$3 MILLION**

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

The N2 Company – the company behind this publication and 850+ others like it – is financially committed to end human trafficking.

**FOR EVERY AD WE SELL, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

A GIVING PROGRAM BY  
THE N2 COMPANY



Visit [n2gives.com](https://n2gives.com) to learn more about our giving program.





►► 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



## YOUR MARKETING BUNDLE INCLUDES:

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

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

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





DRONE

HOME TOURS

MARKETING VIDEOS

PODCAST

TIK TOK AND REELS

Take your business to the next level with

**video marketing & social media management**





480.808.8991

B\_REALVIDEOS

ADMIN@BREALVIDEOS.COM

*American Standard®*

HEATING & AIR  
CONDITIONING





OLD REPUBLIC HOME PROTECTION

Your home warranty company should work as hard as you do.



We're grateful to support you and your clients with superior home warranty coverage.

Contact us to learn more.



**Yvette Myer**  
Senior Account Executive  
800.282.7131 Ext. 1246  
C: 480.244.8485  
YvetteM@orhp.com  
my.orhp.com/yvettemyer



**Tara Carter**  
Senior Account Executive  
800.282.7131 Ext. 1243  
C: 480.707.7779  
TaraC@orhp.com  
my.orhp.com/taracarter

People Helping People

This is a paid advertisement.



HELLO Summer

**Health Insurance Questions?**

Open for Enrollment 365 Days a Year



**Need Insurance? Karla Can Help**

**Insurance Experts Team**

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

Individual, Families, Seniors, Small Groups



**Arizona's Best Locally Owned & Operated HVAC Services because Your Clients Choose The Best!**

(480)262-0274 • [aztechaz.com](http://aztechaz.com)  
  [aztechmechanical](https://www.facebook.com/aztechmechanical)





# 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 Saylor	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

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

## DID YOU KNOW?

An AC unit should have preventative maintenance performed **every year**. Get homes sold faster by getting systems repaired **before** the inspection.

MAINTENANCE • REPAIR • INSTALLATION

IN-HOME ESTIMATES FOR ALL SYSTEM REPLACEMENTS



911-ac.com • 480.360.1234

WE OFFER DISCOUNTS FOR MILITARY, FIRST RESPONDERS AND TEACHERS.

0% Financing For All New Systems!





# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–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
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 Gottlieb	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

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

### Mortgage lending done right.





## CARDINAL

FINANCIAL COMPANY LIMITED PARTNERSHIP, NMLS 66247



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

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

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



# TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1–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
101	Geoffrey Adams	Realty ONE Group	\$8,005,250	14
102	Bryce A. Henderson	Four Peaks Brokerage Company	\$7,999,000	11
103	Keith M George	Coldwell Banker Realty	\$7,964,998	23
104	Matthew S. Potter	Stunning Homes Realty	\$7,829,100	13.5
105	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	\$7,809,264	6.5
106	Denver Lane	Balboa Realty, LLC	\$7,757,465	11.5
107	Kelly Khalil	Redfin Corporation	\$7,736,050	13.5
108	Matthew Allen Veronica	Keller Williams Integrity First	\$7,730,256	13.5
109	Brandon Alsayed	Delex Realty	\$7,720,000	5
110	Robyn Brown	My Home Group Real Estate	\$7,596,900	10
111	Lauren Wood	Realty ONE Group	\$7,558,650	10
112	Carol Gruber	eXp Realty	\$7,527,250	16
113	Betsey L. Birakos	Jason Mitchell Real Estate	\$7,492,500	13
114	Catherine Merlo	Berkshire Hathaway HomeServices AZ Properties	\$7,463,900	12
115	Robin R. Rotella	Keller Williams Integrity First	\$7,420,225	13.5
116	Michael Ratzken	Two Brothers Realty	\$7,415,250	10
117	James Bill Watson	Keller Williams Realty Sonoran Living	\$7,398,000	11.5
118	Eric Ford	My Home Group Real Estate	\$7,376,550	17

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



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

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

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

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



**LANDMARK**  
TITLE ASSURANCE AGENCY  
A Shaddock Company

**WHERE  
EXPERIENCE  
MATTERS.**

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

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
119	v	Keller Williams Integrity First	\$7,353,500	9.5
120	Heather Christine Morales	Homie	\$7,302,500	13
121	Katie Lambert	eXp Realty	\$7,280,750	11.5
122	Grady A Rohn	Keller Williams Realty Sonoran Living	\$7,239,500	10.5
123	Carin S Nguyen	Keller Williams Realty Phoenix	\$7,120,349	12.5
124	Janine M. Igliane	Keller Williams Realty East Valley	\$7,089,399	10
125	Matthew Kochis	Keller Williams Realty East Valley	\$7,086,275	14
126	Lindsay M Bingham	My Home Group Real Estate	\$7,052,000	12
127	Jack Cole	Keller Williams Integrity First	\$7,040,000	10
128	Kathryn R Arter	Realty ONE Group	\$7,040,000	10
129	Jesse Wintersteen	ProSmart Realty	\$7,040,000	14
130	Jim Sobek	Weichert, Realtors-Home Pro Realty	\$7,026,500	8.5
131	Michaelann Haffner	Michaelann Homes	\$6,977,000	12
132	Katrina L McCarthy	Hague Partners	\$6,934,700	11
133	Jody Poling	AZ Seville Realty, LLC	\$6,924,500	7
134	S.J. Pampinella	Redfin Corporation	\$6,908,000	10
135	John Evenson	eXp Realty	\$6,901,400	13
136	David Clinton Hoefer	Century 21 Arizona Foothills	\$6,892,500	9.5
137	Kraig Klaus	Keller Williams Integrity First	\$6,882,700	12
138	Mary Almaguer	Apache Gold Realty, LLC	\$6,875,550	19
139	Sharon Coffini	Keller Williams Realty Sonoran Living	\$6,867,400	6
140	Marci Burgoyne	Crown Key Real Estate	\$6,841,100	11
141	Brian J Cunningham	eXp Realty	\$6,818,700	9
142	Heidi S Spielman	My Home Group Real Estate	\$6,807,100	34
143	W. Russell Shaw	Realty One Group	\$6,804,750	14
144	Barbara A Shadoan	RE/MAX Classic	\$6,802,900	16
145	Ryan Meeks	My Home Group Real Estate	\$6,800,500	8
146	Austin J Merrell	Realty ONE Group	\$6,795,750	7
147	Benjamin Graham	Infinity & Associates Real Estate	\$6,788,333	11
148	Michael Smith	West USA Realty	\$6,753,400	9
149	Curtis Johnson	eXp Realty	\$6,736,150	15
150	Danielle Bronson	Redfin Corporation	\$6,697,005	14



# ecoroofing SOLUTIONS

WE'VE GOT YOUR  
CLIENTS COVERED.



Our two experiences with Eco Roofing Solutions were both excellent. We worked with owner Eric Perry who evaluated our situations and provided sound advice. - **Mike B.**



GET  
SOCIAL



**CONTACT US TODAY FOR AN ESTIMATE**

480.695.7736 | eric@ecoroofaz.com | Scottsdale, AZ | Mon - Sat: 8AM - 5PM

**OUR SERVICES** Commercial Roofing | Residential Roofing

One combined policy  
+ One deductible for it all  
**One super sigh of relief**



Get a SuperCheck® today and be prepared for whatever tomorrow may bring. **Contact me today.**



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

**FARM BUREAU  
FINANCIAL SERVICES**  
It's your future. Let's protect it.®

Securities & services offered through FBL Marketing Services, LLC, 5400 University Ave., West Des Moines, IA 50266, 877/860-2904. Member SIPC, Farm Bureau Property & Casualty Insurance Company, \*\* Western Agricultural Insurance Company, \*\* Farm Bureau Life Insurance Company \*\* West Des Moines, IA, \*\* Affiliates. \*Company provider of Farm Bureau Financial Services, PR PL 8 (6-20)

Your Local Resource



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

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

**Give Your Clients  
What They Want**

Did you know 77% of buyers believe home warranties are important? Clearly, they value the peace of mind and budget protection that comes with coverage, so give them what they want.

**Contact me for details**

\*Based on survey of 1,190 recent or prospective homebuyers in AZ, FL, NC, OH, OK, OR, TN, TX, UT, and VA conducted October 2021

firstamrealestate.com  
Phone Orders:  
800.444.9030



**First American  
Home Warranty**

## HOME LOANS MADE SWEET & SIMPLE.



**AGAVE**  
HOME LOANS

NMLS 1951574

**JACK ZOELLNER**  
NMLS #2057087  
www.AgaveHomeLoans.com  
**480.695.0871**



3230 EAST BROADWAY RD | SUITE B-220 | PHOENIX, AZ 85040 | 602.325.5135



# 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

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

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

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

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

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

**HOA Friendly Residential Bins**



# 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 Guerriero	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	Cyndi 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
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.



## HOMETEAM INSPECTION SERVICE. ACCURACY THAT TURNS FIRST-TIME HOME BUYERS INTO LIFELONG CLIENTS.

What if you looked at the home inspection phase as an opportunity rather than a hurdle? What if you had a team of expert inspectors who understood what's at stake? And what if the report they provided contained information that was not only accurate and thorough, but was written in a way that added value to your client relationship? This isn't a what-if scenario. It's simply a question of when you decide to make HomeTeam part of your team.

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

(480) 702-2900  
hometeam.com/eastvalley

Each office is independently owned and operated. ©2020 The HomeTeam Inspection Service, Inc.



# 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
251	Steve Hueter	eXp Realty	\$5,332,000	8
252	Aimee N. Lunt	RE/MAX Solutions	\$5,285,000	4
253	Christina Marie Kurtz	My Home Group Real Estate	\$5,278,500	12
254	Christopher Brock Bittle	My Home Group Real Estate	\$5,259,325	10
255	Tim Esteban	HomeSmart	\$5,256,500	7
256	Kristina L. Sabo	United Brokers Group	\$5,251,500	8
257	Wendy J Macica	Home Centric Real Estate, LLC	\$5,219,900	12
258	Sherri L. Stella	Russ Lyon Sotheby's International Realty	\$5,199,000	8
259	Nate Randleman	Infinity & Associates Real Estate	\$5,193,540	9
260	Leslie K. Stark	Realty ONE Group	\$5,190,000	3
261	Susan Hallamore	HomeSmart	\$5,184,000	3
262	Amber Adams	Stunning Homes Realty	\$5,181,500	9
263	Amanda O'Halloran	DRH Properties, Inc	\$5,181,300	11.5
264	Bryan W Pankau	Keller Williams Integrity First	\$5,178,000	8
265	Sarah A Nash	ProSmart Realty	\$5,172,000	8
266	Jacquelyn E Shoffner	eXp Realty	\$5,169,500	9
267	Tammie Fischer	Offerpad	\$5,161,000	8.5
268	Ann Adams	Ann Adams And Associates Realty, LLC	\$5,160,000	8

**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.



*"Very pleased with how smooth and easy it was to get my home loan refinanced with Watermark. They were able to lower my rate by 2%. Would absolutely recommend Watermark."*

**Nancy K.**

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





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

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 04/30/22	Total Unit Sales 01/01/2022 - 04/30/22
269	Nicole W. Hamming	Glass House International	\$5,142,500	9
270	Steven Coons	Farnsworth Realty and Management	\$5,129,700	14.5
271	David Larsen	West USA Realty	\$5,104,100	10
272	Lisa M Harris	Hague Partners	\$5,103,500	11.5
273	Andrew Bellino	Realty Executives	\$5,050,000	2.5
274	Brian Kingdeski	Gentry Real Estate	\$5,048,250	10
275	Daniel Brown	My Home Group Real Estate	\$5,020,000	9
276	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	\$5,016,100	6
277	Cheri Smith	Weichert, Realtors-Home Pro Realty	\$5,004,000	9
278	Christy Meek	My Home Group Real Estate	\$4,988,900	10
279	Liza Deyden-Drake	West USA Realty	\$4,972,500	6
280	Kiran Vedantam	Kirans and Associates Realty LLC	\$4,949,000	6.5
281	Kristi Hinkle	Offerpad	\$4,933,500	10
282	Damian Godoy	My Home Group Real Estate	\$4,932,600	10.5
283	Trisha A. Carroll	Avenew Realty Inc	\$4,926,900	12
284	Beth Rebenstorf	Realty ONE Group	\$4,924,790	8
285	Scott Graff	eXp Realty	\$4,920,000	6
286	Elmon Krupnik	Infinity & Associates Real Estate	\$4,912,500	7.5
287	Kristin A Ray	Infinity & Associates Real Estate	\$4,912,500	7.5
288	Sarah Anderson	RE/MAX Alliance Group	\$4,842,301	8
289	Bill Olmstead	Keller Williams Realty East Valley	\$4,828,500	9
290	Martin P Coppo	West USA Realty	\$4,828,000	4
291	Jorge L Quijada	neXGen Real Estate	\$4,817,000	5.5
292	Natascha Ovando-Karadsheh	KOR Properties	\$4,797,606	6
293	Van D. Welborn	Redfin Corporation	\$4,795,000	7
294	Naveen Kalagara	Kirans and Associates Realty LLC	\$4,779,000	5
295	Sara J Weller	Berkshire Hathaway HomeServices AZ Properties	\$4,771,000	7
296	Beth A. Heitkamp-Madson	Keller Williams Integrity First	\$4,766,700	10
297	Caleb Williams	My Home Group Real Estate	\$4,755,500	6
298	Rachel Krill	eXp Realty	\$4,743,000	9
299	Cory Whyte	Infinity & Associates Real Estate	\$4,714,680	5
300	Angel Ung	HomeSmart	\$4,710,000	5



# Inspections OVER COFFEE

GROUND NO GRIND

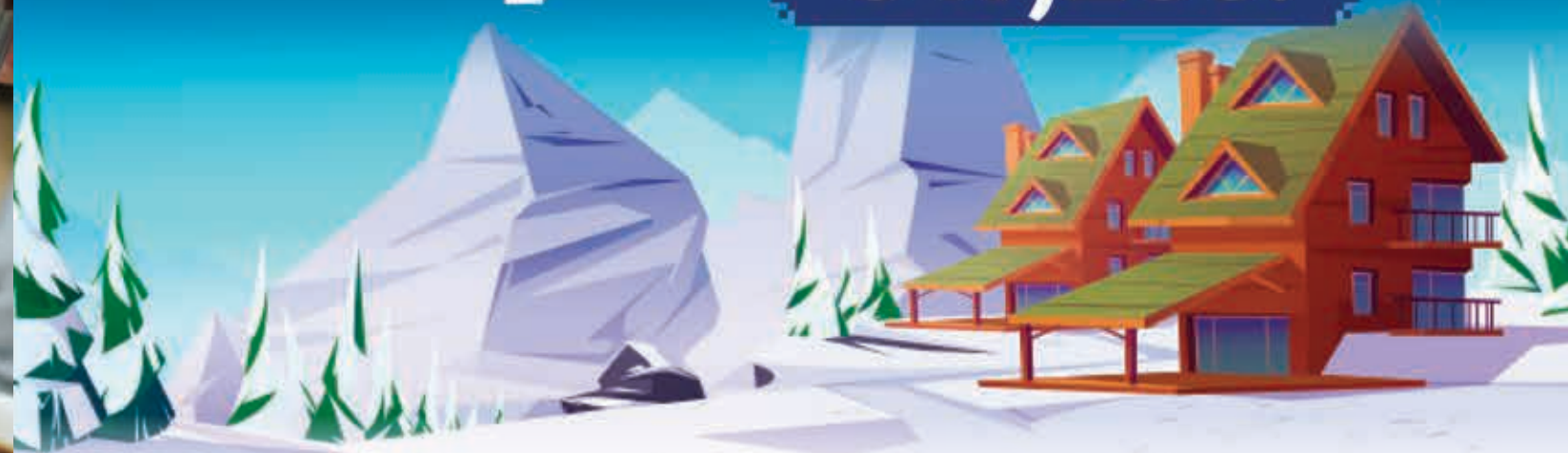
Feel confident moving forward on your new home purchase with  
the most thorough inspection in the industry!

*Scan Here to Learn More!*

**Curt Kloc, CMI, Founder**  
Inspections Over Coffee  
602-962-JAVA (5282)  
InspectionsOverCoffee.com  
phoenix@inspectionsovercoffee.com



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



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

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

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

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



#### CHRIS LAWLER

Senior Vice President / Branch Manager, NMLS 869968

Cell: 520.260.4846

chris.lawler@novahomeloans.com

www.lawlerteam.com

NOVA® HOME LOANS LAWLER TEAM

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

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

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

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





PROUDLY SERVING ARIZONA FOR OVER 10 YEARS



Sell homes *faster* with  
**#SEXYROOFSTATUS**



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

Complimentary inspections & appointment scheduling | [state48roofing.com](http://state48roofing.com)

602-527-8502

@State48Roofing