

EAST VALLEY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



2022 Fourth Annual **AWARDS WINNERS**

SPONSOR SPOTLIGHT
Nova Home Loans, Chris Lawler

ON THE RISE
Matt Veronica

REAL STORY
Marge Peck

Photo Credit: Devin Nicole Photography

MARCH 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



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.



LEND **SMART**
MORTGAGE

(602) 757-2171

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

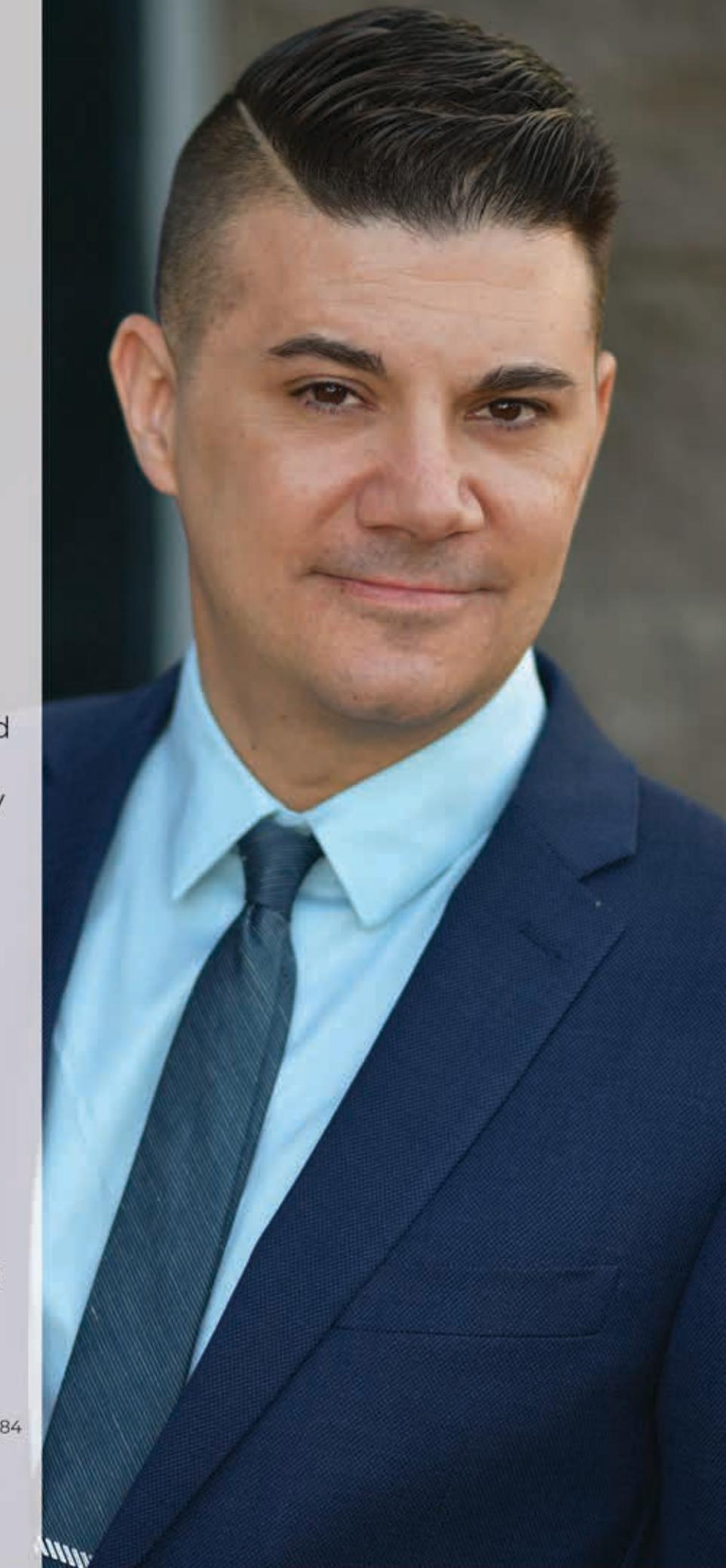


TABLE OF CONTENTS



06

Preferred
Partners



10

Golden
Nuggets



12

Sponsor
Spotlight:
Chris
Lawler
and Nova
Home
Loans



16

East
Valley Real
Producers
Fourth
Annual
Awards
Winners



24

Fourth
Annual
Awards
Nights



32

Whiskey
Row: The
Place to Be



34

Coach's
Corner



36

Real Story:
Marge Peck



40

Rising Star:
Matt
Veronica



46

Question
of the
Month



49

WeSERV
Monthly
Update



50

Top 300
East Valley



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

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

MEET THE EAST VALLEY REAL PRODUCERS TEAM



Jenni Vega
Owner



Michele Jerrell
Operations Manager



Dave Danielson
Writer



Roger Nelson
Guest Writer



Chris Reece
Guest Writer



Devin Egbert
Photographer



Patrick McKinley
Photographer



**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



**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 50256, 877/869-2904, 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 A (6/20)



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

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

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

Watermark Home Loans
Nick Watland
(602) 821-5214

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

SHORT TERM RENTAL PROPERTY MANAGEMENT

Landmark Title
I Trip Vacations
Megan Rodriguez
(480) 695-1585
www.LTAZ.com

Permanent Estate
Jason Crittenden
(480) 999-9880

BUILDER

Mattamy Homes
Katie Smith
(480) 302-6080 x101

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

Farm Bureau
Financial Services
Nikki Schaal LUTCF, Agent
(480) 279-1874

MOVE MANAGEMENT AND LIQUIDATION SERVICES

Caring Transitions
Tina Patterson
(480) 257-7127

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

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

Premier Title Agency
Marla Calley
(602) 491-9606

CABINETRY & DESIGN

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

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

LAW FIRM

HGPL Law
John Lohr Jr
(480) 991-9077

MOVERS

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

DUMPSTERS- HOA-FRIENDLY

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

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

MORTGAGE

Caliber Home Loans
Brandon Bialkowski
(480) 603-5901

PHOTOGRAPHY

Devin Nicole Photography
Devin Egbert
(480) 440-9997

GLASS SERVICES

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

Inspection Service
Patrick Taylor
(480) 521-0054

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

PROPERTY MANAGEMENT

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

HEALTH INSURANCE

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

Curbio
(810) 300-9432
Curbio.com

HOME WARRANTY

Choice Home Warranty
Sharp Chen
(949) 426-5450

REAL ESTATE PHOTOGRAPHY

Listing Ladder
Patrick McKinley
(480) 430-8353

HOME INSPECTION

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

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

LendSmart Mortgage
Eric Kinneman
(480) 477-8464

ROOFING

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

CAMELBACK MOVING INC.



We Love Our
VIP *Realtor®
Program*



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

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

(Membership is Free to Licensed Realtors®)



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



US DOT #1635834

Call or text us for a quote!
(480) 440-2193



Residential · Commercial
Window & Sun Screen Cleaning



**JUSTIN
KNAPP**
Owner/Operator

1stglasswindowcleaners@gmail.com



@1stGlassWindowCleaners

**HAPPY
St. Patrick's
Day**

**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



Detailed reports get better results. Find out why. taylormadeinspection.com

**IT'S
EASY!**

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

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



@realproducers

25 YEARS OF SERVING COMMUNITIES



- A one-stop shop for your clients
- ✓ Fixed-rate mortgages
- ✓ Adjustable-rate mortgages
- ✓ Jumbo mortgages
- ✓ Reverse mortgages
- ✓ VA lending products
- ✓ FHA

**Mike Pehrson
Senior Loan Officer**

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



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

Golden Nuggets



Jody Sayler,
Just Selling AZ

To make a difference you have to be the best at what you do. To achieve being the best means you treat your business as a business your customers are drawn to. Go to work each day from 9-5 and provide the best customer service your clients expect. Your success is measured by your client's success.



Tiffany Mickolio,
My Home Group

"At the end of the game, all the pieces go back into the same box." The real estate world is a small world, and abundance, growth, and masterminding with others will always get you the furthest.



Nick Kirby,
Keller Williams

"Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it." —Michael Jordan



Leila Woodard,
My Home Group
"Realize deeply that the present moment is all you have. Make the NOW the primary focus of your life." —Eckhart Tolle, *The Power of Now*



Ty Lusk,
Keller Williams Integrity First Realty
Live in gratitude and continually remind others of their greatness.



Zachary Cates,
Revelation Real Estate eXp

Without trials, there can be no perseverance. Anything worthwhile typically isn't easy, but through Christ, we can do all things (Mark 10:27; with man nothing is possible, but through God, ALL things are possible).



Mike Mazzucco,
Copper 48

"I can't relate to lazy people. We don't speak the same language. I don't understand you. I don't want to understand you." — Kobe Bryant



Lauren Wood,
Realty ONE Group

If you became a real estate agent to make money, you're in it for the wrong reason. Real estate agents should be focused on helping people, making connections, and building the community.



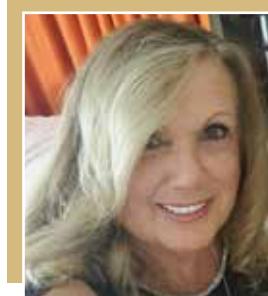
Matt Chick,
Impact Real Estate

You are worth what you create.



Blake Clark,
Arizona Limitless Real Estate

What you're doing in the short term to make yourself comfortable is killing your potential.



Marge Peck,
ProSmart Realty

Life is about choices.



Matt Veronica,
Keller Williams Integrity First Realty

"Pay attention to who you're with when you feel the best" and "Sell the problem you solve, not the product you have."



Chris Lawler,
Nova Home Loans

"Family is not an important thing. It's everything." —Michael J. Fox

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

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



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

ARIZONA'S CHOICE HOME INSPECTIONS, LLC
CHAD@AZCHOICEINSPECTIONS.COM
480-304-0114
azchoiceinspections.com

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

Relocation
Downsizing
Estate Sales & Online Auctions
Re-settling Liquidation



Caring Transitions
Senior Relocation • Downsizing • Estate Sales

Contact us for a free consultation!
480-257-7127
caringtransitionscentralaz.com



Chris LAWLER

and Nova Home Loans



The Lawler Family

► sponsor spotlight

By **Dave Danielson**

Leading by Lifting Others

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. This year, Chris and his team will close an estimated \$130 million in volume.

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 Makenna; 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.

"Plus, we are very process-oriented. After every call, our referring partners get an update. We treat every referral we get as gold."

A Feeling Like Family

The family feels 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.

"So if we don't feel like something is in their best interest, we won't recommend it. We will support our clients' decisions. But we are open to sharing our expertise. We really try to hone in

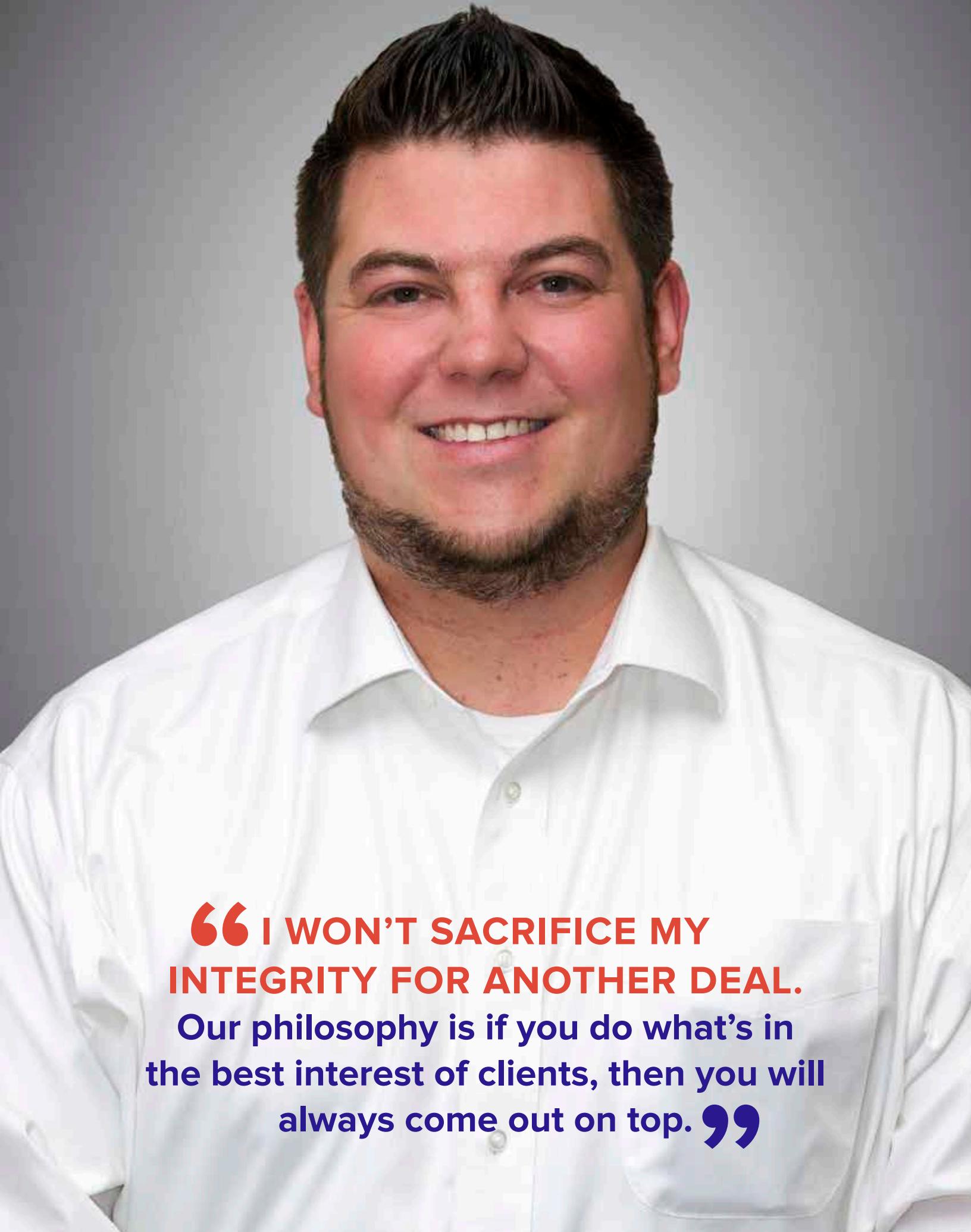
on what's in the client's best interest. I want to sleep at night. I won't sacrifice my integrity for another deal. Our philosophy is if you do what's in the best interest of clients, then you will always come out on top."

CHRIS LAWLER
NOVA[®] HOME LOANS

NMLS 49948 / NOVA NMLS 3087 / BK 0902429

EQUAL HOUSING OPPORTUNITY

For More Information about
NOVA Home Loans:
Cell: 520.260.4846
Email: chris.lawler@novahomeloans.com



“I WON’T SACRIFICE MY INTEGRITY FOR ANOTHER DEAL.
Our philosophy is if you do what’s in the best interest of clients, then you will always come out on top. ”

EAST VALLEY REAL PRODUCERS 2022 Fourth Annual Awards Winners



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

For us at Real Producers, there's nothing quite like the feeling of having the chance to celebrate your achievements.

As part of that, it's a distinct pleasure for us to recognize those who go above and beyond with a level of results that's truly special.

Winners were nominated by members of the Real Producers community and chosen based on 2021 sales numbers, as well as community and industry involvement.

CONGRATULATIONS TO THESE 2022 ANNUAL AWARDS WINNERS!

REALTOR® of the Year — Jody Sayler and Zach Cates
Rising Star of the Year — Mike Mazzucco and Tiffany Mickolio
Wow Award — Nick Kirby
Heart and Hustle Award — Leila Woodard and Ty Lusk
Team Leader of the Year — Lauren Wood and Matt Chick
Crushing it in Leadership — Blake Clark



REALTOR® OF THE YEAR **Jody Sayler**

Jody's Accomplishments Include:

- As an individual agent, from Dec. 1, 2020, to Dec. 1, 2021, Jody recorded 81 transactions representing \$36,679,300 in sales volume.
- Jody has participated in several community activities such as delivering treats to the elderly and partaking in a referral group.
- During the pandemic, Jody provided exceptional guidance to concerned homeowners and buyers who were frightened and uncertain about the market.

Jody enjoys staging her own listings and recently received her property staging certificate.

In Jody's words, "I learned from one of the best REALTORS® in the business, Steve Chader, and Keller Williams business models, on how to grow my business. I have grown my business to be serving of my client's needs which have resulted in massive amounts of repeat and personal referral business," Jody says. "I have learned that you have to listen to your client's needs, however demanding they may be, in order to be successful while fostering trusting, long-term relationships."



REALTOR® OF THE YEAR **Zach Cates**

2021 proved to be a challenging year for Zach, but one in which he faced head on and conquered. Despite becoming an Ostomy patient, he managed to find purpose in his diagnosis. His recent career and personal highlights include:

- Sold over 20 million in real estate while working just five months out of the year
- Founded a company called MyOstoMy to help ostomy patients live a better quality of life.
- Was a supporter with the Westphal foundation and Action for Life.

In Zach's words, "It's just nice to be thought of. I think with selling what I sold in about five months of working this year, I did pretty well," Zach says.

"The most important things for me include getting healthier, serving Christ, encouraging others, and letting my actions always speak louder than my words."

RISING STAR OF THE YEAR

Tiffany Mickolio

Tiffany continues to build on her record of achievement each day:

- She won two awards with My Home Group, and one for REALTOR® of the year for the Laughton Team.
- May 2021 *Real Producers* Featured Cover Agent

Tiffany says her greatest challenges have included balancing home and work life.

As she says, "In the past, I have struggled with not setting boundaries between my work life and my family life. My goal for 2022 is to set better boundaries while maintaining my 2021 success."

Tiffany has a heart for helping the community and frequently volunteers her time with feeding the homeless.

From Dec. 1, 2020, to Dec. 1, 2021, Tiffany recorded 101 deals representing \$50 million in sales volume.

"I'm driven and I love my job. I've spent the last few years going to every meeting, training, and seminar I could, and spent time with the best minds in the business to learn the ways that make me who I am," she says. "I am working on developing a small team of agents to work with and alongside me to grow our business and help even more families. I am working on being more involved in my community as well."



RISING STAR OF THE YEAR

Mike Mazzucco

Mike Mazzucco has recorded an impressive record of growth and contribution, with a number of impressive achievements along the way:

- WeSERV Platinum Sales Award (\$15.4+ million volume to qualify)
- 2020 President's Round-table Award
- Top 100 Agent Award at My Home Group
- Team was ranked #8 in production at My Home Group
- Oct 2021 *Real Producers* Featured Cover Agent

Mike states that his greatest challenges have included trying to find a balance between business and personal life. After having children, he implemented new habits and systems as time became much more limited.

As Mike says, "I am blessed to have a supportive wife that stands by me and also lets me chase down all my crazy ideas."

Mike gives back to the community in a number of ways, including donating commission checks to fund low-income tuition scholarships at local charter schools, and also sponsoring several low-income families in the Christmas Angel program.

From Dec. 1, 2020, to Dec. 1, 2021, Mike recorded 58 deals representing just under \$23,830,110.



Nick is driven to give those around him his absolute best. The results reflect his efforts.

- Featured in the April 2021 issue of *Real Producers* as a Rising Star
- Was recognized for winning 40 under 40 for the second time in WESERV.
- Was recognized for being in the top 1% in production in the state.
- Among the top 300 agents in East Valley Real Producers 2021 standings.
- Named top dual market agent in *East Valley Home Owners Magazine*.

A challenge for Nick has been, in his words, "Growing so fast that I haven't been able to keep up," he says. "I have since brought in assistants to help me focus on the 80/20. I only want to be working on revenue-generating activities."

WINNER OF THE 'WOW AWARD'

Nick Kibby

Nick gives back to the community by participating in toy drives, helping with One Mission and KW Red Day. He also is a 40 under 40 WESERV member and is on the Board of Directors there.

From Dec. 1, 2020 to Dec. 1, 2021, Nick recorded 57 deals representing \$26,874,300.

"I specialize in working online leads and have developed very efficient systems and processes to maximize my conversion rates and also leverage my time so I can focus on prospecting."

RISING STAR OF THE YEAR

Mike Mazzucco

Mike gives back to the community in a number of ways, including donating commission checks to fund low-income tuition scholarships at local charter schools, and also sponsoring several low-income families in the Christmas Angel program.

From Dec. 1, 2020, to Dec. 1, 2021, Mike recorded 58 deals representing just under \$23,830,110.



Leila is a dynamic example of what hard work and dedication can achieve.

From Dec. 1, 2020 to Dec. 1, 2021, Leila recorded 58 deals representing \$19,800,000.

Leila faced some significant health hurdles that she has worked through.

As she says, "I have experienced a lot of hard personal times with my health the last few years, and I could accomplish more before with my time than I can physically or mentally do now but I have not let it slow down my business, just the time I invest into it."

Leila has a heart for serving others. She has been involved as a leader in the industry with WESERV, SEVRAR, WCR, and NAR. She also donates a portion of each commission check to charity. The non-profits she has served in 2021 include ASA

Now, Foster Arizona, Eyes Like Mine Foundation, Jacobs Mission Community Center, Starbright Foundation, Vet Tixs, Branching Out Family Services, Gems Dress Up Closet, Shade Tree Academy, Metropolitan Youth Symphony, and Boy Scouts of America. Annually she volunteers around 200 hours of her time.

"I want to continue to be a leader in the industry, helping other agents succeed. My most favorite thing about having brokerages and being a team leader is helping other agents succeed and celebrating those successes. It is the best," she says. "I am so thrilled to see so many of my past agents become top producers and blossom."

TEAM LEADER OF THE YEAR

Matt Chick

The Impact Real Estate Team (led by Matt Chick) is a Team of the Year Award winner.

The team was established in 2021 and includes these individuals:

Mickey Galbraith	Samantha Jackson	Holly Salgado-Jackson
Justin Mercer	Marcos Melendez	Daila Nevarez
Andy Myers	Michelle Nankervis	Cynthia Arcilla
Sean Reichert	Elvis Kavanaugh	Nolan Kuhn
Imad Chamseddine	Brain Litherland	Danny Klein
Diane Robbins	Caleen Toby	Rebecca Moncado
Jessika Ufmzeff	Jelle Dijkuis	Nancy Valenzuela
Lindsay Wait	Tim Valdez	James Causey
Latoya Everett	Andrea Marrujo	kent Marshall
		Brittney Larson

The pride Matt feels in his team members comes through loud and clear. Along the way, the group was honored as a Top 40 Under 40 Team Team of the Year, the fastest-growing team in Arizona, as well as receiving multiple multiple top-performing agent of the year awards.

"We let every agent be themselves and our community drives the growth," he says. "Also every agent has the opportunity to not be one dimensional they can do retail, flip and wholesale and we teach them all three aspects."

TEAM LEADER OF THE YEAR

Lauren Wood

The Wood Real Estate Team (led by Lauren Wood) is a Team of the Year Award winner.

The team was established in 2019 and includes these individuals:

Rodney Wood
Lauren Wood
Cristy Holmes
Bill Christie
Angela Rushing
Joyce Kroff
Kristi Bickle
Ronda Peasel

Lauren leads by example and clearly takes joy in the opportunity she has to build and work with the team around her.

"Each of our team members gets to keep their own leads and stays as the main listing/buyers agent," Lauren says. "Our team was not designed for the team leader to make more money. It was designed with a true sense of team spirit in mind. We help each other, support each other and fill each other in on upcoming changes in the community. We are more like a family who works together."

The team stays engaged in building a stronger community, assisting with aid to military veterans, food drives, blood drives, community events, and more. In addition, the team puts together a Community Over Competition event each year for local REALTORS® to meet and greet and enhance relationships.

The team results were remarkable. From Dec. 1, 2020, to Dec. 1, 2021, the team recorded 166 units, representing \$81.3 million in sales volume.



@realproducers



HEART AND HUSTLE AWARD

Ty Lusk

Big achievements and impact begin with a larger-than-life vision for helping others. That's something that Ty Lusk possesses and shares with those around him.

"My goal is to positively impact 1 billion people," Ty emphasizes. "It's reachable through charitable work, continual positive interactions with others who pay that positivity forward, by playing music and connecting great people with varying needs and skill sets."

Ty leads by example when it comes to giving back ... proudly supporting numerous non-profits, including Jacob's Mission, United Food Bank, The Care Fund, Race for the Cure-MS, Affordable Christmas, Cloud

Covered Streets, PACC911, Phoenix Suit Project, and Salvation Army.

One of Tyler's most gratifying roles in the industry is positively affecting the outcomes that other agents have in life and business.

"It's a thrill to lead and train within the real estate industry while inspiring others to rise to their potential," he says with a warm smile.

"Everyone deserves an opportunity to shine, to be recognized and appreciated for their special talents. Together, we'll impact the world!"



CRUSHING IT IN LEADERSHIP AWARD

Blake Clark

Blake has definitely led by example during 2021.

As the head of the Blake Clark Team, formed in 2017, Blake leads by lifting others.

The members of his team include:

Blake Clark	Tyler O'Quinn	Katie Anderson
Mikaela Clark	Amy Pender	Cherie Mortensen
Paige Hargis	Sidney Willis	Britney Thorne
Kara Beecroft	Shannon Bolt	Hunter Kelley
	Justin Helvey	

As Blake says, his team's culture is its greatest asset.

"We have always been focused on making sure we attract the highest quality of talent, and people that fit in well with who we all are," Blake explains. "We want to make sure that we benefit from having new team members and talent joining our team as much as they benefit from us. We all also hold each other accountable to high standards, and constantly focus on challenging each other to push ourselves further."

When it comes to giving back to the community, Blake and his team do their part.

realproducersmag.com

"Every month we sponsor a home for a family in need through House Of Refuge, and also put on a large holiday toy and clothing drive for families in need, as well," he says. "We involve and invite all of our past clients to be a part of it, and it always brings a great turn out every year."

The team results were striking. From Dec. 1, 2020, to Dec. 1, 2021, the team recorded 187 units, representing \$82,793,847 million in sales volume.

"I believe my team sets the bar for what culture should look like, and we like to have fun while performing at a high level," he says. "We are always looking for new ways to be effective at what we do, and providing value and knowledge to others."

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



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

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

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

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

CHRIS LAWLER

Senior Vice President / Branch Manager, NMLS 869968

Cell: 520.260.4846

chris.lawler@novahomeloans.com

www.lawlerteam.com

**NOVA® HOME
LOANS** *LAWLERTEAM*

TOP 1% MORTGAGE ORIGINATORS
In America 2020

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

CHRIS LAWLER / SENIOR VICE PRESIDENT / BRANCH MANAGER / NMLS 869968 / NOVA FINANCIAL & INVESTMENT CORPORATION, DBA NOVA® HOME LOANS NMLS 53087 / BK 0907429 / EQUAL HOUSING OPPORTUNITY
255 S. ZONA 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 CFE #6036556. LOANS MADE OR ARRANGED PURSUANT TO A CALIFORNIA FINANCING LAW LICENSE. [HTTP://NMLSConsumerAccess.org/EntityDetails.aspx/Company/3087](http://NMLSConsumerAccess.org/EntityDetails.aspx/Company/3087)

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



**HOMETEAM INSPECTION SERVICE.
IT'S THE QUICKEST WAY
TO GAIN A CLIENT **FOR LIFE.****

Your clients loved this house the moment they saw it. And you wanted them to get it. But you also knew this was about more than one house. It was about building trust that would live beyond this transaction. Trust that would make you the real estate agent they always turn to. So you turned to us, and we went to work. A team of professionals quickly completed the inspection and provided a thorough, thoughtful, and accurate report. Which gave you and your clients what you needed to move forward. With this house. And the next one. And the one after that.

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



(480) 702-2900
hometeam.com/eastvalley

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



**ROOFSTAR
ARIZONA, INC.**

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

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

Call us today! (480) 426-1915

"We'll tell you the Truth about your Roof"

480-426-1915

928 E Javelina Ave Mesa, AZ 85204

www.roofstararizona.com



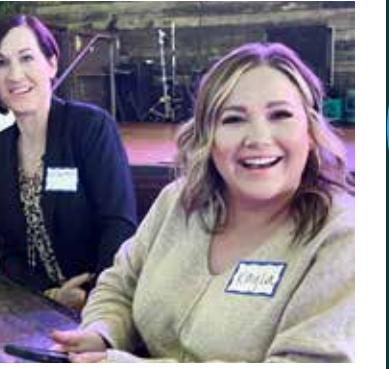
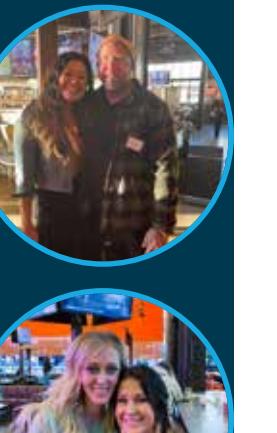
4th

ANNUAL

AWARDS NIGHTS

Photo Credit: Patrick McKinley





THANK YOU TO OUR SPONSORS!



NOVA HOME LOANS
Chris Lawler and NOVA Home Loans take pride in offering the best combination of rates, service, and fees. Starting as a receptionist for NOVA in 2009, Chris has excelled to become a Senior VP, Team Lead for the Lawler Team, and Branch Manager of the Chandler Arizona location for Nova Home Loans. Chris is professionally coached and takes pride in his sales process and understands what you, as REALTORS®, need in order to close more transactions and have more repeat clients and referrals. His team has a very strategic follow-up process with clients that includes a two-year-long lead to pre-approval drip campaign. They also have a seven-year follow-up plan for all past clients. Give Chris a call so he can show you how to elevate your business to the next level.



STATE 48 ROOFING
Sell homes faster with #SEXYROOFSTATUS. State 48 Roofing offers maintenance, repairs, refelts, replacements, installs, and new construction.



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!



HOMETEAM INSPECTION SERVICE
For over 30 years and over 1 million inspections, HomeTeam has listened to REALTORS® to provide the fastest, most convenient, and professional home inspection service in the industry. What makes HomeTeam different? Our approach, processes, and communication. Our focus is to calmly educate the buyer and deliver facts in a non-alarmist manner helping the buyer see a path forward. Our processes are *fast, trusted, and accurate*. And HomeTeam has multiple ways for clients and real estate agents to interface with us.



CHECKLIST INSPECTIONS

At Checklist Inspections, we hold ourselves to a remarkably high standard of work. We do so by offering a superior home inspection that promotes confidence and an overall sense of protection for our clients, but also confidence in our REALTOR® partners in how we communicate, schedule, and maintain relationships. We also continue our education to stay up to date with the latest technology, terms, and information to better serve both REALTORS® and buyers. We take pride in obtaining multiple certifications and performing thousands of inspections to assist you and your clients with your residential, commercial, and new construction property needs. Service offerings include home inspections, sewer scopes, termite inspections, plus mold and radon testing. Our office hours are seven days a week to take your calls. Online inspection orders 24/7 at ChecklistAZ.com to fit all your needs.



FAIRWAY INDEPENDENT MORTGAGE CORPORATION

Whether you're looking to buy, build or refinance your home, our experienced mortgage professionals are here to help. Here at Fairway Independent Mortgage Corporation, we offer a variety of loan options that can help you achieve homeownership with the speed and service you deserve. Plus, our mortgage professionals are dedicated to finding the right loan with great rates, terms, and costs to meet your specific needs.



OLD REPUBLIC HOME PROTECTION

Old Republic Home Protection has offered exceptional home warranty coverage and service to homeowners and the real estate community since 1974. We offer reasonable rates and set the industry standard for comprehensive coverage and unparalleled customer service. We provide innovative, customizable marketing tools to help real estate agents build their businesses and stay in touch with past clients, thereby increasing repeat and referral business. We also make it easy to order and update Plans online—all through our REALTOR® Toolbox. Visit us at www.ORHP.com to learn more!



itripvacations

I TRIP VACATIONS

iTrip Vacations is a nationally recognized short-term vacation rental property management and marketing company with locally owned and operated locations all throughout the US and Canada. We provide our homeowners and investors with more time, more money, and more attention through our full-service management program. Real estate agents find us to be an invaluable resource when working with clients interested in taking advantage of the hot short-term rental market. Real estate agents also receive free marketing and a portion of rental revenue on any properties they refer. Megan and Peter are your local owners and short-term rental experts that manage some of the top properties around the valley. Call them today to find out how they can help you and your clients make more money and find more time!



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.

Hymson Goldstein



PANTILIAT & LOHR

Hymson Goldstein Pantiliat & Lohr LLC has proudly served individuals and businesses with consistent, high-quality legal services for over 30 years. With offices in Scottsdale and Cedarhurst, New York, the firm offers a broad range of legal services, including commercial and residential real estate, litigation, business law, personal injury, bankruptcy, employment law, estate planning and asset protection, intellectual property, and construction law. HGPI prides itself on responsive, personalized attention to each matter and understands that every member of its team plays a valuable role in the client's experience. From our attorneys to legal assistants to administrative staff, HGPI is committed to providing exceptional legal service and building long-term relationships with its clients. At Hymson Goldstein Pantiliat & Lohr, *Our Business is Your Peace of Mind* ®.



YOUR MARKETING BUNDLE INCLUDES:

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

HAVE QUESTIONS? GIVE US A CALL:

480.799.2424

www.ListingLadder.com | ListingLadder@gmail.com



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





WHISKEY ROW

THE PLACE TO BE

By **Dave Danielson**

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

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

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

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

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

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

TAKING CENTER STAGE

RHG is making its presence known in places nationwide.

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



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

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

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

TEAM SPIRIT

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

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

That kind of energy translates into an unforgettable experience.

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

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

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



For more information about Whiskey Row Gilbert:

Website: www.riothg.com

What I Learned Coaching 5,000+ Agents

10 Principles that Separate the Amazing from the Average

coach's corner

By Wayne Salmans



Here is What I've Learned Coaching 5,000 Agents.

I've been a real estate business coach for over a decade and what drives me to be the best is my obsession to see clients' go from survival, to success, to making an impact.

After a decade of coaching, here is what I can tell you I've learned from coaching over 5,000 agents: **There is no single correct right path to success.**

Your definition of success is as unique to you as your fingerprint, and your journey there will be all your own. After a decade of coaching agents from coast to coast through the transformation from "average" to "amazing," I have seen firsthand that the path to success, though a unique experience for everyone, has universal markers, or clues, that you're on the right path.

10 Principles that Separate the Amazing from the Average

1. There are a lot of ways to build a huge business. The key is to **pick one and nail it.** On the surface, most real estate businesses have 8-12 avenues that bring in leads, yet after diving into the actual numbers, it becomes clear that there are 2-3 that bring in over 85% of the

4. Indicators or Dictators? Average agents are of their feelings. Amazing agents recognize that **feelings are useful indicators**, yet they do not allow their feeling to be the dictators of their actions. They realize that they can choose their feelings. They don't wait until they feel like getting up in the morning, they have an accountability system and tools that ensure they get up whether they "feel" it or not. They choose to lean in and learn how to master their feelings.

5. High achievers are **constantly learning AND implementing.**

The average person goes to a class, takes notes, gets excited, says they will do everything in the workbook, get back to their office and... nothing happens. Every high achiever is an implementer. They don't commit to everything; they choose a handful of the most important things to implement, and like a stamp, they stick to those 2-3 projects until they arrive at completion! Be the Stamp!

6. They **lean into the tough stuff.**

The successful are different from everyone else. Instead of running from the pain, they lean in. They recognize there are two options: take all day to do your 50 push-ups or get them done and over within 5 minutes. When they have tough stuff to do, they just do it. While "average" spends a week dreading it and complaining, success-minded people are already on their sixth project.

7. To succeed, you must **recover fast.** Imagine you had an amazing hockey player, but it took him an hour to recover from a 3-minute shift on the ice. You would fire him no matter how good he was because his recovery time would kill the team. The ability to recover fast is one of the greatest skills high achievers learn. Yep, it's a skill! You have to collect tools and learn how to get back up faster. If you want the nine questions, I use to get back up fast they are on page 78 of my book, The Art of Getting Back Up. Download it for free - <https://www.theheronation.com/book>

8. **Clarity is a prerequisite for success.** The top agents I've met and worked with across all markets spend a disproportionate amount of time planning and getting clear on what they want and what they don't want. They take time to decide how they will intentionally spend their time, so they don't end up wasting time. The sad fact is most people spend more time planning holiday parties than they do their life.

9. Every high achiever **takes responsibility.** They realize that just because something "isn't my fault," doesn't mean it's not my responsibility. If someone sideswipes your car, it might not be your fault, but how you respond and what you do next is your responsibility. Most of life is determined by our choice to react or to respond. It has been said, "The quality of your life is 10% what happens and 90% how you respond." The longer I live, the truer I realize this is.

10. They **love life.** Life can indeed feel unfair and brutal, that is a fact for many. The successful choose to suck the marrow out of the good. They choose to laugh often, to love even knowing they might get hurt, to see opportunities amid the problems, and they choose to play all in.

"Life should not be a journey to the grave with the intention of arriving safely in a well-preserved body, but rather to skid in broadside in a cloud of smoke, thoroughly used up, totally worn out, and loudly proclaiming 'Wow! What a ride!'" – Hunter S. Thompson

11. Amazing people – the type that change lives, create new paths, make a real impact – **go the extra mile**, they realize no one else is coming to do the work or save them. They decided to stand up and be their own hero. They do the hard stuff, lean in, play all out, take risks, love hard, and be the hero they were called to be.

"I will be my own Hero because my soul demands it, my family deserves it, and the world is starved for it." – Hero Nation Creed.

WAYNE SALMANS is an author, speaker and business coach. In the past decade he has coached and trained over 5,000 entrepreneurs, awarded 30 under 30 by Realtor Magazine, and ranked one of the top coaches in the world. His passion is to help real estate business owners build, grow and scale their business, faster and with less bruises.

About Wayne Salmans:

Wayne Salmans's mission is to empower people to be all they can be and to help them transform their lives fast.

He has dedicated his life to developing solutions and strategies that make a significant impact on the quality of people's lives and businesses.

In the past decade, Wayne has coached and trained over 5,000 entrepreneurs. He was one of the top coaches for the #1 coaching company in the world, was ranked with the top one percent of realtors, and voted one of "30 under 30 Top Realtors" in the nation by REALTOR® Magazine.

Wayne has been called the empowerment coach, the entrepreneur's mentalist, the heart coach, an extreme results guy, and an epic life strategist. But at the end of the day, his favorite title is Dad.

When he is not writing, coaching or speaking you will find him rolling around on the floor playing Legos with his five kids and laughing with his beautiful wife.

Wayne's passion is to empower people like you to actively engage and participate in their own transformation and success to Be Their Own Hero.

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, NMLS #5545

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

Marge Peck Servant Leader

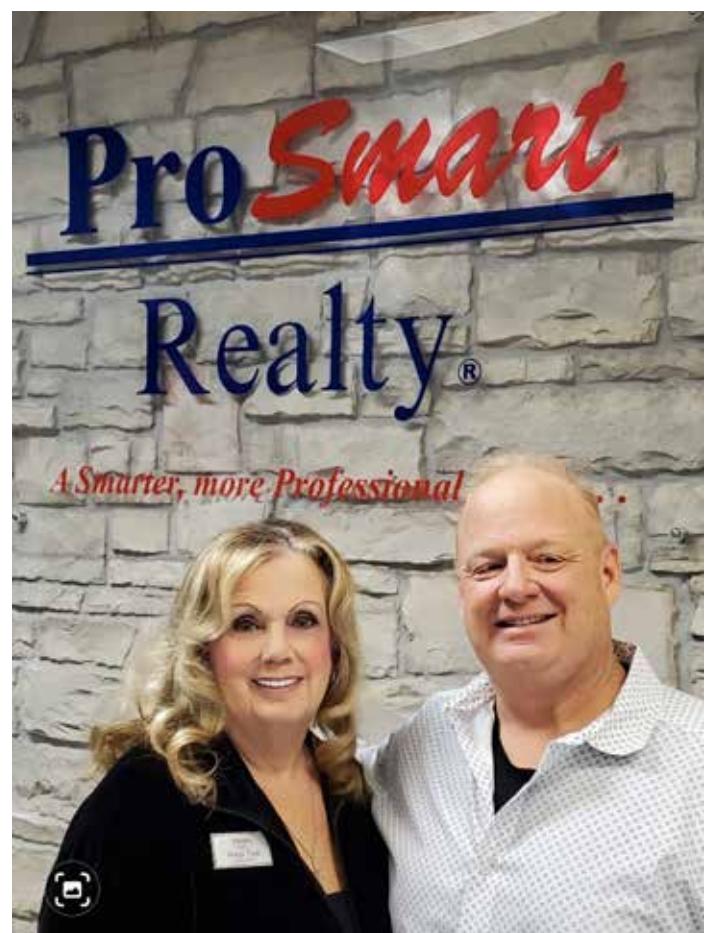
► real story

By Dave Danielson

One of the surest signs of leadership is dedication and drive to make a difference—and doing it through time.

That's exactly what Marge Peck does.

As a REALTOR® emeritus and associate broker with ProSmart Realty, Marge exhibits the qualities that have led to success for herself and those around her ... and she's done it with her own selfless brand of servant leadership.



Passion for Her Work

When you talk with Marge, it's easy to see the passion she has for the profession that continues to grow.

"When I'm working with a buyer, I enjoy seeing their expression when they know. You listened to what they wanted, you know how to find it, you know how to write the offer and you help their dreams come true. My passion is to give the best service that anyone can give and have the knowledge to back it up," she explains.

"The same kind of dynamic holds true working with sellers ... knowing the marketing strategies and being committed to creating results for them and staying in touch."

Starting a New Chapter

Marge's story in real estate began when she moved here in 1978 from Illinois and got her start in the business in 1981.

"I had worked about 10 years in the banking industry," she recalls.

"I remember that people would tell me that I should be selling real estate since I love Arizona so much."

Steadfast Through Time

She got into the business during one of the industry's challenging times.

"At that time, I remember that the interest rates had just gone from 9% to 18%," she remembers.

"It was a different time in the business. The average sale was \$64,000 to \$74,000 in the East Valley."

She got through that time and kept building her business. There were ups and downs through the years; including the challenging

I love being in sales. Yet I've never sold anyone a house. I've just found them something they wanted. Being in real estate is all about serving people and the cool part is we get paid for pursuing our passion.



Helping others is part of Marge's DNA.

"My favorite is helping the homeless and those going hungry. That's not the American way," Marge says.

"I like supporting the Central Arizona Shelter Service, an organization that gives people shelter and they help them get back into the system with training."

Growing Through Time

One of the qualities that Marge has drawn on through time is her lifelong love of learning — both taking and giving classes.

When you talk with Marge, it's easy to see her attributes of generosity and kindness ... with honesty, steadfast faith and loyal friendship.

"I love being involved with my profession. I like being in real estate because it's a blessing to find something that people want, they can afford and where they live their lives," she says.

"I love being in sales. Yet I've never sold anyone a house. I've just found them something they wanted. Being in real estate is all about serving people and the cool part is we get paid for pursuing our passion."

Congratulations to Marge Peck for creating a legacy of leadership through time with her ongoing dedication and willingness to help others move forward through servant leadership.

Hand Them The Keys To A New Mattamy Home

Now more than ever, the space we call home has a new importance. It's not just where we live, but where we gather, play, learn, and grow. Let us help you find your clients the new home of their dreams. Whether they need a home to move into right away or desire a home they can design from the ground up, we have single-family home communities across the valley to meet a range of size, price, and timing needs.

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

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

Avondale
Roosevelt Park
 401 N. 109th Drive,
 Avondale, AZ 85323
From the mid \$300s

Phoenix
Sendero Crossing
 I-17 & Anthem Way
Anticipated Arrival June 2022
Register for Updates

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

Empire Pointe
 Corner of Empire Blvd & Gary Rd.
Anticipated Arrival Dec 2022
Register for Updates

San Tan Valley
Pinnacle at San Tan Heights
 Hunt Hwy & Thompson Rd.
Anticipated Arrival Oct 2022
Register for Updates

Surprise
Aria Ranch
 13230 N. 174th Lane
 Surprise, AZ 85388
Grand Opening

Peoria
Sereno
 Loop 303 & Vistancia Blvd
Anticipated Arrival March 2022
Register for Updates



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

7 Questions You Need to Ask Your Home Inspector



By Curtis Kloc, Inspections Over Coffee

Does the inspection include thermal imaging?

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

How do you categorize the issues you find?

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

Do the reports include videos?

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

Is the inspection guaranteed?

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

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

Do you provide a property history report?

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

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

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

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

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



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

MATT

► rising star

By Dave Danielson

VERONICA



RESULTS THROUGH RESOURCEFULNESS

Where there's a will, there's a way. That truth plays itself in powerful ways each day across the Valley.

One of those people who truly personifies this is Matt Veronica.

As a real estate solution specialist with the Kenny Klaus Team at Keller Williams Integrity First Realty, Matt gets results for his clients through his creativity, drive, and resourcefulness.

"I love building relationships with my clients and being a resource for people who may have never seen themselves as being homeowners," he says.

"I love helping them achieve wealth through real estate. I want the people I work with to see me as a real person. I'm in sales, but I'm more passionate about helping people and building strong relationships with them."

FINDING HIS ARIZONA HOME

Matt grew up in Ohio, where his passion for business, real estate, and entrepreneurship developed at a young age. He later moved to Arizona to pursue his education at Arizona State University and graduated with a bachelor's degree in real estate.

As he jumped into his career, he started in commercial real estate, on the leasing and acquisitions side with AZP Partners.

"It was a great chance to learn the ropes. I got my feet wet and learned a ton about commercial real estate leasing and operations," he says. "From there, I decided to start my own business and invested as a partner in a sports bar in Tucson where I served as the Managing Partner."

Matt spent the next four years in Tucson. By 2016, he decided to pursue a new opportunity.

•••

"I realized that maybe I wasn't as passionate about the restaurant business as I thought I was," he remembers. "Instead, I had a passion to get back into real estate so I moved back to Phoenix with my girlfriend at the time, who is now my fiancé, and began the next chapter of my career."

BLAZING HIS OWN TRAIL

Matt earned his real estate license five years ago, and started out as a right-of-way agent, working with eminent domain properties affected by the development of the Loop 202 project.

"As part of this development project, I worked with homeowners to help with the relocation process," he remembers.

As he interacted with people who were soon to be displaced by the highway project, Matt came to the quick realization that he enjoyed working with people and guiding them through the real estate transaction.

"In those cases, the homeowners were essentially selling their properties to the state. I ended up helping a few people sell and buy new homes," Matt explains.

"That's how I got into residential real estate."

RISING TO THE CHALLENGE

As Matt made his transition into the business, he found it to be a challenging start.

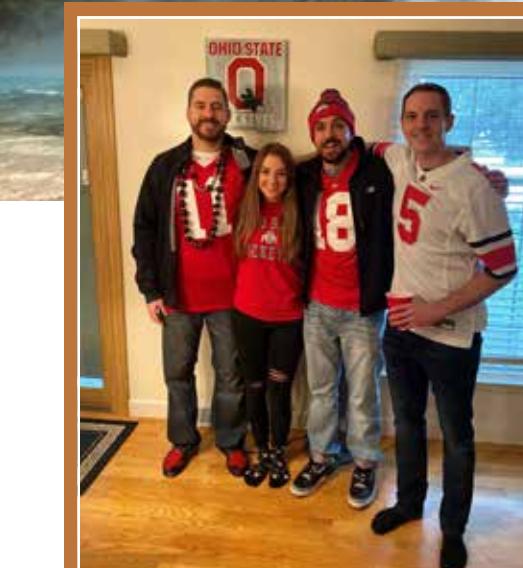
"You have to have the resources to be able to pay your bills. For anyone jumping into that, you're going to have a time of growing," Matt says.

"I was figuring out how to attract new business. I did several open houses each week. That was the big piece for me."

One of those that Matt credits with his growth and development in the business is Ty Lusk.

"Ty was instrumental in my growth. As my mentor, he really helped me get to where I am today," he smiles.

Matt's growth in the industry has been impressive. And last year, in 2021, he recorded \$31 million in sales volume.



Matt with his family.

“ONE THING THAT STAYS TOP OF MIND FOR ME IS OUR TEAM MISSION, WHICH IS HELPING PEOPLE ACHIEVE THE AMERICAN DREAM BY BUILDING WEALTH THROUGH REAL ESTATE

99

WONDERFUL LIFE

Away from work, Matt is looking forward to marrying his fiancé, Viktoriya, later this year.

In his free time, he likes to play pick-up basketball and plays in some men's leagues in Gilbert. He also likes to golf, hike, and follow his team — the Ohio State Buckeyes.

When it comes to giving back, Matt has helped with the One Mission organization in the past. As part of that, he's gone to Mexico with the group to do weekend home building projects.

When you talk with Matt, it's easy to see that he is a genuine, real person who cares about those he works with.

"One thing that stays top of mind for me is our team mission, which is helping people achieve the American dream by building wealth through real estate," he says.

"Another thing we talk about on our team is 212 degrees. At 211 degrees, water is hot. With the extra one degree of heat, at 212 degrees it can power a locomotive. That's something I do ... adding another degree to everything I do to make a difference."

Congratulations to this month's Rising Star, Matt Veronica, who reaches results through resourcefulness.



PERMANENT ESTATE

MEDIA & MARKETING



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

P: (602) 999-9880

W: VIMEO.COM/PERMANENTESTATE



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



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

OUR BUSINESS IS YOUR PEACE OF MIND®

HGPL
HYMSON GOLDSTEIN PANTILIAT & LOHR
ATTORNEYS, MEDIATORS & COUNSELORS

Arizona
14500 N. Northgate Blvd. • Suite 101
Scottsdale, AZ 85260

New York
525 Chestnut St. • Suite 203
Cedarhurst, NY 11516

• 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

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. 1243
C: 480.244.8485
YvetteM@orhp.com
my.orhp.com/yvetteemyer

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

People Helping People

This is a paid advertisement.

What is something you are obsessed with?



MIKE MAZZUCCO,
My Home Group

I am obsessed with playing beer league ice hockey! For anyone looking to get into the scene, reach out!



CHRIS TILLER,
Russ Lyon Sotheby's International Realty

I am obsessed with education. I'm consistently reading and listening to experts in all aspects of my interests. I enjoy helping clients understand these different viewpoints, leveraging the information in my own life, and sharing lessons learned with my kids. All of my mentors are consistent with their message to constantly learn and share opportunities.



DANI MILLER,
Home Smart Lifestyles

Cowboy boots! I love fall and winter because jeans and cowboy boots are my go-to attire! Snips are my favorite and I love to collect different colors and styles. I currently have 14 pairs.



BECK KOLB,
Keller Williams Integrity First Realty

For real estate – timely communication. I frequently hear that agents don't answer their phones or return calls for a day or two. Drives me mad! Our phone is our lifeline to our clients. Showing homes, on vacation – no matter – my phone gets answered promptly! Big pet peeve!



CAITLIN BRONSKY,

My Home Group

I am obsessed with my Peloton! For most of my life, I have been a gym person either taking classes or using the machines. But when I got my Peloton a few months into the pandemic, it was life-changing. Not only did I love it for all the great cardio spin classes I was able to take any time of the day, but all the other classes they offer are so amazing. My favorite classes are the boot camps but I also love yoga, strength, HIIT cardio, and meditation classes. Whatever your body needs that day, Peloton has a class that is good for you. I also never have an excuse to skip the gym because it is right upstairs in my home so it saves me time driving to the gym and getting ready, so I add my workouts to my schedule. It also tracks everything you do and you can connect with other Peloton members and see what classes they are taking.



LAUREN WOOD,
Realty ONE Group

People. I love going to events, having events, texting, emailing, etc. Basically, I love connecting at all levels but in person is always the best way to get to know someone!



CINDI DEWINE,
Russ Lyon Sotheby's International Realty

I am obsessed with organization!



JEANIE TEYECHEA,
Opportunity 2 Own RE

I am obsessed with discovering new places in Arizona! As I expand my already expansive travel area to show and sell real estate in Arizona I have found myself

obsessing over learning about places that I have never been to before, or in some aspects, never even heard of! Like Crown King, Happy Jack, or Cornville. Or most recently Rimrock...the landscape of this area is breathtaking and the drive to get there is spectacular, especially if you take the back roads! Can't wait for the next adventure to discover new places!



NICK KIBBY,
Keller Williams

I am obsessed with showing assistants. I should have started using them earlier in my career, but I always thought I could do everything best. I didn't embrace the power of leverage.

kitchentune-up

Your clients deserve
A Beautiful Kitchen

Refacing & Redoing
Cabinet Painting
New Cabinets
Wood Restoration
And More

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!

©2023 KTCU LLC. All Rights Reserved. Kitchen Tune-Up is a trademark of KTCU LLC and a Home Franchise Division Brand. Each franchise is independently owned and operated.

Watermark

MORTGAGE PARTNERS

"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



iTrip Vacations

Your Short-Term Rental Property Management Experts

Join Our Realtor Referral Program

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

Valley-wide Property Management

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



PETER SOUTH

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

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

MEGAN RODRIGUEZ

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



480-660-6535
Megan.Rodriguez@itrip.net
mesa.itrip.co



► weserv monthly update

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

CODE OF ETHICS: THE REALTOR® CREED

Continuing education in any profession is paramount to any business professional's development, achievement, and advancement. Through the willingness to seek additional education, a person has the opportunity to set themselves up for success for their career and clients. REALTORS® who walk through our doors know this to be true, and that is why the West and SouthEast REALTORS® of the Valley does everything possible to provide the best education in the state. However, there is one monumental course that, above all others, helps each REALTOR® create a foundation on how they should seek to conduct their business. That essential course is the Code of Ethics.

The Code of Ethics was adopted in 1913 and was one of the first codifications of ethical duties adopted by any business group. Through the Code of Ethics, REALTORS® are given a road map on how to conduct their business by using ethical practices and tools to protect their clients' interests. Below are a few articles explaining what the Code of Ethics provides REALTORS®.

Article 1: When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client.

This article perfectly represents what it means to be a REALTOR®. It highlights the fact that, above anything else, a REALTOR® is bound to the notion of protecting their client's interest and needs.

Article 2: REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction.

Transparency is the perfect word that describes article two. Through transparency, the REALTOR® and client

can form a foundation of trust. Trust is vital through this process; considering buying a home is the most important purchase in anyone's life.

Article 3: REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest.

Similar to article one, protecting a client's interest will always come first in a REALTORS® mind.

Article 4: REALTORS® shall not acquire an interest in or buy or present offers from themselves, any member of their immediate families, their firms or any member thereof, or any entities in which they have any ownership interest, any real property without making their true position known to the owner or the owner's agent or broker.

The Code of Ethics teaches our REALTORS® that misrepresenting any property to be sold is irresponsible and reprehensible.

Article 5: REALTORS® shall not undertake to provide professional services concerning a property or its value where they have a present or contemplated interest unless such interest is specifically disclosed to all affected parties.

All parties involved need clear and immaculate communication when selling or purchasing a property.

Check back next month as I break down the remaining articles of the Code of Ethics.

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
1	Derek Dickson	Offerpad	38,421,020	72
2	Yvonne C Bondanza-Whittaker	Zillow Homes	26,752,261	58
3	Daniel P Noma	Venture REI	26,713,850	57
4	Frank Vazquez	Venture REI	18,181,350	37
5	Brett Worsencroft	Keller Williams Integrity First	9,291,000	3
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	7,505,703	13
7	Chris Anthony Castillo	Advantage Realty	6,500,000	2
8	Lorraine Ryall	KOR Properties	6,415,000	5
9	Garrett Lyon	eXp Realty	6,210,128	12
10	Kathleen Scott	Redfin Corporation	6,072,900	2
11	Kenny Klaus	Keller Williams Integrity First	5,878,956	10.5
12	Zack Alawi	Zillow Homes Inc	5,670,636	12.5
13	Carol A. Royse	Keller Williams Realty East Valley	5,624,000	9
14	Rebecca-Hidalgo Rains	Berkshire Hathaway HomeServices Arizona Properties	5,201,400	9
15	Pierre Wilson	Russ Lyon Sotheby's International Realty	4,500,000	1
16	Robyn Brown	My Home Group Real Estate	4,453,000	6
17	Radojka Lala Smith	eXp Realty	4,343,000	5
18	Chantel Gutierrez	Perkinson Properties LLC	4,343,000	10
19	Thomas L Wiederstein	Redfin Corporation	4,076,000	4
20	Amy N Nelson	Keller Williams Realty East Valley	4,045,000	3
21	Shannon Gillette	Launch Real Estate	3,984,621	6
22	Heather Sagnella	Brewer & Stratton Property Management LLC	3,900,000	1
23	Mindy Jones	Keller Williams Integrity First	3,852,400	8
24	Bob & Sandy Thompson	West USA Realty	3,846,000	6
25	Maria Wing	Russ Lyon Sotheby's International Realty	3,790,000	1
26	Jacqueline Shaffer	Offerpad	3,715,400	9
27	Kathryn R Arter	Realty ONE Group	3,675,000	5
28	Darwin Wall	Realty ONE Group	3,607,000	8
29	Julia Anne Brummer	Zillow Homes Inc	3,586,350	8
30	Annette E. Holmes	United Brokers Group	3,496,000	5
31	Delaney S Rotta	Launch Real Estate	3,475,000	2
32	Marci Burgoyne	Crown Key Real Estate	3,324,100	4.5
33	Daryl R Snow	Zillow Homes Inc	3,321,300	7.5
34	Aimee Olinger	Delex Realty	3,247,500	3

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
35	Chris Allen	Hague Partners	3,220,550	5.5
36	Emily Meinders	HomeSmart	3,200,000	1
37	Richard M Orcutt	Ogden and Company	3,165,000	3
38	Chun Crouse	RE/MAX Fine Properties	3,148,000	6
39	Rodney Wood	Realty ONE Group	3,067,100	5
40	John Hrimnak	Hague Partners	2,994,900	5.5
41	Jody Sayler	Just Selling AZ	2,989,000	5
42	Joe Carroll	HomeSmart	2,975,495	3.5
43	Charlotte Young	Keller Williams Realty Sonoran Living	2,946,700	5
44	Andrew Johnson	Delex Realty	2,881,602	1
45	Katherine R. Littell	Zillow Homes Inc	2,878,450	6
46	John Evenson	eXp Realty	2,871,000	3.5
47	Rick Metcalfe	Canam Realty Group	2,850,500	5.5
48	Philip Dimas	Zillow Homes Inc	2,794,800	5.5
49	Jeanette Wiesenhofer	West USA Realty	2,790,000	1
50	Sonia Silva	Zillow Homes Inc	2,783,900	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.



LANDMARK
TITLE ASSURANCE AGENCY
A Shaddock Company

WHERE
EXPERIENCE
MATTERS.

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

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
51	Richard Harless	AZ Flat Fee	2,760,700	5
52	Kelly Khalil	Redfin Corporation	2,715,050	4.5
53	Jessica M Keigley	Keller Williams Integrity First	2,694,730	3
54	Simon David Thomas	Realty ONE Group	2,692,000	2
55	Ben Leeson	Keller Williams Integrity First	2,675,750	4
56	TJ Kelley	Keller Williams Integrity First	2,675,750	4
57	Alyssa Sanford	Jason Mitchell Real Estate	2,667,500	3
58	Tyler Blair	My Home Group Real Estate	2,657,250	6
59	Tyler Monsen	Offerpad	2,622,000	3
60	Eric Avdee	Keller Williams Realty Phoenix	2,552,000	3
61	Mays Albayati	Realty ONE Group	2,530,000	1
62	Norman Cholagh	Pro Sports Realty	2,500,000	1
63	Amina Shafi	HomeSmart	2,500,000	1
64	Cody Cagle	HomeSmart	2,495,000	3
65	Thomas Popa	Thomas Popa & Associates	2,481,500	2
66	Brett D. Paquet	Realty ONE Group	2,475,000	1.5
67	Shawn Camacho	United Brokers Group	2,446,000	4
68	Tina M. Sloat	Tina Marie Realty	2,445,000	2
69	Jerry Thomas Beavers	Realty ONE Group	2,435,000	3
70	Marjan Polek	AZ Flat Fee	2,420,700	4.5
71	Rebecca French Larsen	Diamond King Realty	2,400,000	2
72	Damian Godoy	My Home Group Real Estate	2,356,250	5
73	Angel Ung	HomeSmart	2,350,000	1
74	Kelly Clauss	Kristopher Realty	2,340,500	5
75	Julia Kovalyova	Realty Executives	2,340,000	3
76	Mark Captain	Keller Williams Realty Sonoran Living	2,269,000	2
77	Nicole John	Newman Realty	2,267,990	3
78	Kristi Miller	HomeSmart	2,260,000	2
79	Shawn Rogers	West USA Realty	2,250,000	4
80	Susan M Seiber	eXp Realty	2,243,000	3
81	Scott Morgan	eXp Realty	2,240,000	3
82	Jason Zhang	Gold Trust Realty	2,237,000	3.5
83	Nancy Castro	Big Door Realty	2,232,900	4
84	Kristine Devine	Realty ONE Group	2,218,000	3

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
85	Carey Kolb	Keller Williams Integrity First	2,211,052	5
86	Kristy Morgan	eXp Realty	2,200,000	1.5
87	S.J. Pampinella	Redfin Corporation	2,200,000	2
88	Jill Stadium	My Home Group Real Estate	2,200,000	4
89	Elizabeth Mankin	Russ Lyon Sotheby's International Realty	2,192,050	4
90	Sharon D Steele	Russ Lyon Sotheby's International Realty	2,174,000	2
91	Brent Cashner	Kenneth James Realty	2,150,000	1
92	Kurtis B Joiner	My Home Group Real Estate	2,141,500	3
93	Elyse Marie Lane	AZ Lane Realty	2,130,000	2
94	Jenifer Krichbaum	eXp Realty	2,125,000	0.5
95	Tepsy Emeofa	Realty ONE Group	2,100,000	1
96	T. Link Paffenbarger	West USA Realty	2,097,000	4
97	Lisa B Sroufe	TomKat Real Estate	2,087,500	1.5
98	Kevin Albright	Delex Realty	2,085,000	1
99	Justin Cook	RE/MAX Solutions	2,085,000	3
100	Jason Dawson	North & Co	2,082,500	3

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 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022	#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
101	Sean P O'Shea	Redfin Corporation	2,065,000	3	119	Jenna Marie Pursley	HomeSmart	1,930,000	3
102	James S Kuttner	RE/MAX Professionals	2,060,000	3	120	Richard Ferguson	Coldwell Banker Realty	1,922,000	4
103	Kerri Rockwell	Gary Call Real Estate	2,050,000	1	121	Curtis Johnson	eXp Realty	1,919,000	5
104	Tom L Kelly	Gary Call Real Estate	2,050,000	1	122	Peg E Bauer	Cactus Mountain Properties	1,898,700	4
105	Diane Bearse	Realty Executives	2,045,750	3.5	123	Alexander M Prewitt	Hague Partners	1,897,500	2
106	Brian Davidson	Hague Partners	2,041,600	5	124	Bryce A. Henderson	Four Peaks Brokerage	1,896,000	2
107	Carol Havins	HomeSmart	2,033,950	2.5	125	Lauren Sato	West USA Realty	1,890,000	4
108	Timari Fleetwood	HomeSmart	2,027,500	1.5	126	Benjamin Arredondo	My Home Group Real Estate	1,886,000	2.5
109	Barbara Schultz	Coldwell Banker Realty	2,024,000	4	127	Sarah H Abdelrasul	My Home Group Real Estate	1,885,000	2
110	David Clinton Hoefer	Century 21 Arizona Foothills	2,022,500	1.5	128	Scott Cook	RE/MAX Solutions	1,880,000	4
111	Spencer J Lindahl	Main Street Renewal	2,019,900	6	129	Debbie Roberts	Keller Williams Realty Sonoran Living	1,869,000	3
112	Blake Clark	Limitless Real Estate	2,017,925	3.5	130	Suzanne Newcombe	BRE Services	1,838,000	3
113	Christy Meek	Zillow Homes Inc	2,010,900	4	131	Ashlee Renee Castro	My Home Group Real Estate	1,826,500	4
114	Mallory R. Dachenhausen	Elpis Real Estate	2,005,000	3	132	Rebecca Reed	Gentry Real Estate	1,815,000	3
115	Keith M George	Coldwell Banker Realty	1,980,000	6	133	Jason Crittenden	Realty ONE Group	1,810,950	4
116	Thomas Jovanovski	Delex Realty	1,940,000	4	134	Kimberly Lotz	Redfin Corporation	1,801,500	3.5
117	Angela Eliason	My Home Group Real Estate	1,935,000	2	135	Heidi S Spielman	My Home Group Real Estate	1,794,500	10
118	Stacy Hecht	RE/MAX Desert Showcase	1,933,750	2	136	Kelley A Lynch	HomeSmart Lifestyles	1,780,000	2

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.

A photograph of a man and a woman smiling and hugging, with a blurred background showing a house, symbolizing a happy home ownership experience.

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](http://nmlsconsumeraccess.org)) has the following licenses: AZ Mortgage Banker License #09259883. Additional licensing information can be found at: <https://cardinalfinancial.com/licensing-information>

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
151	Paul Christoffers	American Realty Brokers	1,695,000	4
152	Gary Colin	Keller Williams Realty Sonoran Living	1,692,500	1.5
153	David Larsen	West USA Realty	1,685,000	3
154	Tejas R Narkhede	HomeSmart	1,675,000	1
155	Kris Cartwright	Locality Real Estate	1,675,000	3
156	Cole A Repp	My Home Group Real Estate	1,670,000	2
157	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	1,660,990	2
158	Carl Ralph Giordano Jr.	Zillow Homes Inc	1,657,100	3.5
159	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	1,650,000	1
160	Kyi Ya Drago	American Realty Brokers	1,650,000	1
161	Cherie Moore	Berkshire Hathaway HomeServices Arizona Properties	1,650,000	1
162	Dawn Johnson	Locality Real Estate	1,641,500	2
163	Nicholas R Kibby	Keller Williams Realty Phoenix	1,635,000	3
164	Christine F Fox	Russ Lyon Sotheby's International Realty	1,630,000	1
165	Brooke Bogart	Keller Williams Realty East Valley	1,629,500	3.5
166	Karyn Nelsen	My Home Group Real Estate	1,624,000	2
167	John A Hetherington	Just Selling AZ	1,615,000	2
168	Tanis Wales	Realty ONE Group	1,607,500	3
169	Lisa Fonseca	Lori Blank & Associates	1,596,000	3
170	Christopher M Gloor	HomeSmart	1,595,000	2
171	Michael Hernandez	My Home Group Real Estate	1,594,300	4
172	Gary R Smith	Keller Williams Integrity First	1,594,000	3
173	Geoffrey Adams	Realty ONE Group	1,594,000	3.5
174	Chris Baker	Hague Partners	1,591,000	2.5
175	Jack Zurn	Canam Realty Group	1,588,600	3.5
176	Lawrence Bearse	Realty Executives	1,580,750	2.5
177	Kenneth T Dahill	HomeSmart	1,580,000	3
178	Lori A. Pryor	West USA Realty	1,577,500	3
179	Jeffrey L. Franklin	Realty Executives	1,575,000	2
180	Kiran Vedantam	Kirans and Associates Realty	1,574,500	2
181	Alice Ying Lin	The Housing Professionals	1,569,000	3
182	Jeremy A Wilson	Russ Lyon Sotheby's International Realty	1,567,500	2
183	Elizabeth Wilson	Russ Lyon Sotheby's International Realty	1,567,500	2
184	Denver Lane	Balboa Realty	1,563,700	2.5

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
185	Brian O'Brien	Realty Executives	1,563,500	3
186	Stephanie Pieper	eXp Realty	1,562,500	2
187	Robin R. Rotella	Keller Williams Integrity First	1,552,500	2.5
188	Trevor J Hendrickson	Opendoor Brokerage	1,550,000	3
189	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	1,547,499	2.5
190	Ginger Stephens	DPR Realty LLC	1,525,000	1
191	Joshua Riddle	eXp Realty	1,525,000	1
192	Elizabeth M Cooke	West USA Realty	1,525,000	1
193	Thomas K Lynch Jr.	Realty Executives	1,525,000	3
194	Maryelisabeth Wolf	Russ Lyon Sotheby's International Realty	1,523,460	3
195	Linda Lee Berg	Coldwell Banker Realty	1,506,000	3
196	Jamie Mahalek	HomeSmart	1,505,000	1
197	Durand Berg	Russ Lyon Sotheby's International Realty	1,505,000	2
198	Nicki Highmark	Realty Executives	1,500,000	0.5
199	Nicole Karantinos	Realty Executives	1,500,000	0.5
200	David Friedman	Russ Lyon Sotheby's International Realty	1,500,000	1

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.



Unlike commercial bins,
we fit in the driveway!

HOA Friendly Residential Bins

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

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

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

Bin There Dump That
Residential Friendly Dumpsters

TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
201	Dayna Scott	Century 21 Arizona Foothills	1,487,500	0.5
202	Lisa Buhr	HomeSmart Success	1,480,000	2
203	Bill Olmstead	Keller Williams Realty East Valley	1,479,000	3
204	Adina Evanson	My Home Group Real Estate	1,475,000	1
205	Dillon A Martin	Realty Executives	1,462,500	3
206	Michael J Innes	Hague Partners	1,461,000	2
207	Matthew G Murray	Realty ONE Group	1,452,900	3
208	Scott R Laging	West USA Realty	1,452,500	2.5
209	Sandra McGann	eXp Realty	1,450,000	2
210	Ping Koan	Gold Trust Realty	1,447,529	3
211	Eric Brossart	Keller Williams Realty Phoenix	1,447,000	2.5
212	Amy Gregory	eXp Realty	1,440,000	2
213	Cheri Smith	Weichert, Realty-Home Pro Realty	1,427,000	4
214	Marc Slavin	Realty ONE Group	1,424,250	1.5
215	Sean Michael Walker	Realty ONE Group	1,424,250	1.5
216	Kyle Zwart	My Home Group Real Estate	1,414,750	2
217	Shawna Jones	eXp Realty	1,405,000	3
218	Janine M. Igliane	Keller Williams Realty East Valley	1,402,500	2.5
219	Greg Askins	Realty Executives	1,402,130	3
220	Chris Vierkoetter	CV Realty	1,401,000	2
221	Dan W Fordyce	Just Selling AZ	1,400,000	1
222	Sheryl D Willis	eXp Realty	1,393,990	3
223	Jose Carreon	Balboa Realty	1,387,900	3
224	Ben Swanson	Keller Williams Integrity First	1,378,000	3
225	Brandi Samples	Long Realty Partners	1,377,000	2
226	Jason LaFlesch	Results Realty	1,377,000	3
227	Jody Thyfault	QC Realty	1,375,000	2
228	Nuvia Sanchez	HomeSmart	1,370,000	1
229	Austin Olsen	HomeSmart	1,370,000	1
230	Cody York	eXp Realty	1,370,000	2
231	Anthony E Perez	Weichert, Realtors - Courtney Valleywide	1,361,000	2
232	Susanne Currier	Second Mile Realty	1,360,000	2
233	Meagan Kalinowski	HomeSmart	1,347,500	1
234	Kelly Henderson	Keller Williams Realty Phoenix	1,347,000	2

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
235	Stephanie N Sandoval	HomeSmart Lifestyles	1,340,750	1.5
236	David R Brown	HomeSmart Lifestyles	1,340,750	1.5
237	Michael Allen Brown	Opendoor Brokerage	1,339,900	3
238	Jeremy Chad Havins	HomeSmart	1,338,950	1.5
239	Gus Palmisano	Keller Williams Integrity First	1,335,300	2
240	Lindsay M Bingham	My Home Group Real Estate	1,332,500	2
241	Danny Perkinson	Perkinson Properties LLC	1,330,000	2
242	Amber Adams	Stunning Homes Realty	1,330,000	3
243	Grady A Rohn	Keller Williams Realty Sonoran Living	1,325,000	1.5
244	Eve Tang	Keller Williams Realty Sonoran Living	1,325,000	1.5
245	Gina M Bennett	HUNT Real Estate ERA	1,321,000	3
246	Tyler Hayes	3rd Base Realty Group	1,320,000	2
247	Randy Duncan	Realty Executives	1,319,944	2
248	Manlio A Smeraldo	Gentry Real Estate	1,315,000	2
249	Sherri Y Moore	DPR Realty LLC	1,315,000	2
250	Doug McVinua	Blue Sky Living	1,315,000	3

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.

**YOU DON'T NEED TO BE IRISH TO HAVE ALL THE LUCK...
ALL OUR INSPECTORS ARE WORTH THEIR WEIGHT IN GOLD!**

"THEM" * vs. **✓Checklist Inspections**



We Are Your Lucky Charm!

480.741.1267

24/7 ONLINE: CHECKLISTAZ.COM/RealProEV

SAME DAY REPORTS - On Site Too! •
24/7 Online Scheduling •
FREE Buyers Protection Plan •
FREE 1 Year Termite Warranty •
Sewer Scopes, Mold & Radon Testing •
Residential & Commercial Inspections •
New Construction & Warranty Inspections •

Scan to add us to your Mobile Contacts!



TOP 300 STANDINGS

Teams and Individuals Closing Dates From January 1 - January 31, 2022

#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022	#	Full Name	Office Name	Total Volume Sales 01/01/2022 - 01/31/2022	Total Unit Sales 01/01/2022 - 01/31/2022
251	Danielle Janssen	eXp Realty	1,312,500	2	269	Ken Mayer	HUNT Real Estate ERA	1,270,750	3
252	Cheryl Riley	American Allstar Realty	1,310,000	2	270	Cynthia A Kelsey	HomeSmart	1,270,000	2
253	Jeannette A Mackin	RHouse Realty	1,305,000	3	271	David C Zajdzinski	eXp Realty	1,267,000	2.5
254	Brittany M Meyer	DPR Realty LLC	1,303,000	2	272	Vicki Griffin-Berglund	Delex	1,265,000	2
255	Mike Zahn	eXp Realty	1,300,000	1	273	Tiffany D Chandler	West USA Realty	1,264,022	2
256	Brian White	North & Co	1,300,000	1	274	Laura Michaud	Zillow Homes Inc	1,261,750	3
257	Sandra Howell	Realty ONE Group	1,300,000	1	275	Sarah A Nash	ProSmart Realty	1,261,000	2
258	Pamela Hammond	HomeSmart	1,300,000	3	276	Frank Gerola	Venture REI	1,257,500	2
259	Carin S Nguyen	Keller Williams Realty Phoenix	1,297,250	3	277	Kevin McKiernan	Venture REI	1,257,500	2
260	Rebecka L Burns	HomeSmart	1,296,500	2	278	Maria C Williams	North & Co	1,255,000	2
261	Tricia L Kolb	Keller Williams Integrity First	1,291,252	2	279	Damien Jon Guyer	Realty ONE Group	1,250,000	2
262	Max Dewitt	Realty ONE Group	1,291,250	2	280	Sarah Broughton	eXp Realty	1,249,900	4
263	Michael Hargarten	Realty ONE Group	1,290,000	2	281	Jenna L. Marsh	Realty Executives	1,249,250	2.5
264	Barbara M Guy	ProSmart Realty	1,285,900	3	282	Cristen Corupe	Keller Williams Realty Phoenix	1,245,000	2
265	W. Russell Shaw	Realty One Group	1,285,750	3	283	Adriianne L Lynch	Real Broker AZ	1,245,000	2
266	Christopher Fisher	eXp Realty	1,281,000	2	284	Dustin Posey	Property Hub LLC	1,241,500	3
267	Eric R Middlebrook	Keller Williams Realty East Valley	1,280,000	1.5	285	Charles Maxwell	Russ Lyon Sotheby's International Realty	1,235,000	1
268	Andrew W Eiferle	Realty ONE Group	1,273,500	3	286	Mary Newton	Keller Williams Integrity First	1,233,900	4
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.									
CHOICE Home Warranty									
									
Re-Key Multi-Year Discounts Sellers Coverage									
									
#MAKETHESHARPCHOICE									
									
SHARP CHEN Senior Account Executive Email: sharp@chopro.com Cell: (949) 426-5450 Realtor Portal: www.CHWPro.com Real Estate Customer Service 888-275-2980									

Devin Nicole Photography

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

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

 (480) 440-9997 ❤️ DEVINNICOLEPHOTOGRAPHY@GMAIL.COM
@ f @DEVINNICOLEPHOTOGRAPHY



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

Your Local Resource

Kathryn Lansden
480.338.1983
klansden@firstam.com

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

It's March Madness!
The Ball's In Your Court

Since 77% of buyers believe home warranties are important,* adding this essential protection is a slam dunk. Give your clients all the "balls and whistles" of comprehensive coverage today.

Contact me for details

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

firstamrealestate.com
Phone Orders:
800.444.9030

 First American
Home Warranty®



LET US GUIDE YOUR
CLIENTS HOME.

THE BRAVA TEAM

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

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

www.bravateamlending.com
bravateam@caliberhomeloans.com

PTA

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



PROUDLY SERVING ARIZONA FOR OVER 10 YEARS



Sell homes **faster** with
#SEXYROOFSTATUS



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

Complimentary inspections & appointment scheduling | state48roofing.com

602-527-8502

@State48Roofing