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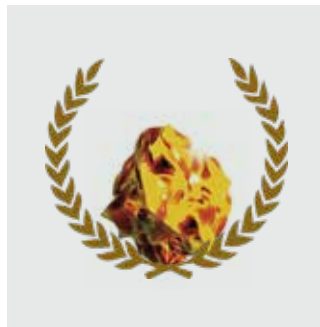
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Jenni Vega
Owner



Michele Jerrell
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Dave Danielson
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Brandon Jerrell
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Ruth Gnirk
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Jason Crittenden,
Realty ONE Group

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Chad Ellis,
Arizona's Choice
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Mike Hargarten,
Realty ONE Group

"Good things come to those who wait, but only the things left over by those who hustled before you." — Abraham Lincoln



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CHAD ELLIS

Arizona's Choice

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By Sarah Wind
Photo Credit Devin Nicole Photography



Chad Ellis owns Arizona's Choice Home Inspections and has been in the home inspection business for six years. He does over 250 home inspections a year and is passionate about helping families fully understand every aspect of the home they will be buying. He says, "Going over a report with a family who is purchasing their dream home and putting their minds at ease is extremely rewarding."

Continuing education is important to him so that he can provide his clients with the most up-to-date technology and information. He has over 15 certifications and is part of an international association of home inspectors called InterNACHI®.

A few things that set Chad Ellis's business apart are thermal imaging to detect plumbing leaks or missing insulation, supplemental video in the report of inoperable components in the home and flexible scheduling — including evening, early morning and weekend appointments.

Chad's definition of success is "being able to live a happy and healthy lifestyle with financial freedom and the ability to help others in need." He goes on to say, "I desire to be remembered for my compassion for others and always

wanting to give back. I want to see everyone succeed and do what truly makes them happy. If I can help in any way, I am always more than happy to do so."

When Chad isn't working, he enjoys the outdoors with his family. "I started riding ATVs at 5 years old, and by the age of 10, I had saved up all my birthday and chore money to purchase my first dirt bike. I now own a boat and an RZR, so you can always find my family out on the water or in the sand dunes."

Chad's altruistic heart, coupled with his knowledge of the home inspection industry and flexible schedule, makes him a fantastic choice. The next time you need to schedule a home inspection, call Chad Ellis!

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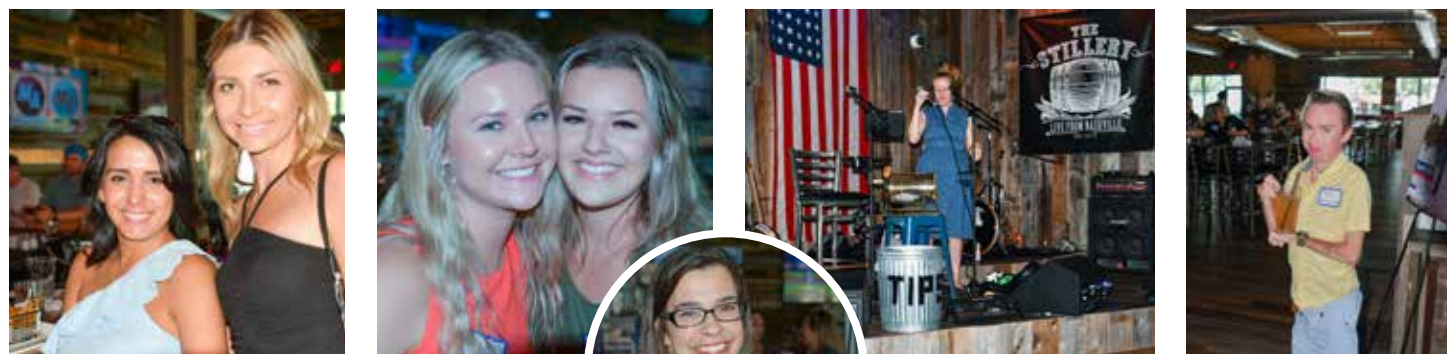
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Ryan Goodman and The Stillery

“Live, From Nashville”

By Ruth Gnirk

The Stillery was created by two Arizona natives who had a passion to create an excellent customer experience by providing locally-sourced specialty food and drinks while providing live music daily. Their mission to support local includes their ingredients, their beverages and the local artists they showcase during the week. The Stillery also provides opportunities for the community to enjoy emerging Nashville stars live every weekend. Ryan Goodman, general manager at the Chandler location, shares how this preferred partner lives up to its mission of supporting local people, produce and products seven days a week and why he is proud of how The Stillery gives back to the East Valley community.

Excellent Customer Experience

Community members still smile as they recount how The Stillery hosted live outdoor concerts in the park during COVID-19. Their first location in Chandler was under construction at the time, but the owners didn't waste the opportunity to live out their mission to support local in a tangible way.

Ryan, a former behavioral specialist, had wanted a less-stressful job and was working at a family-owned restaurant until it closed due to the pandemic. He was impressed by The Stillery's generous, musical

gift that added value to the local artists who were performing, as well as the community members who were able to enjoy an experience that they had missed during the lockdown. Besides, there was something about people enjoying live music together in a safe and socially-distanced way that created connection and camaraderie in the crowd and the community.

Although he had managerial experience, Ryan wanted to try the new company from the inside before he stepped into a leadership role. He applied for a job as a bartender and, because of his extensive bartending experience, Ryan quickly learned how to make The Stillery's signature drinks and how to serve customers up to The Stillery standard. A few months later, he was offered a position as manager of the bar, and he accepted it. He now serves as the general manager of the original Chandler location.

“It's a great group of people to work *with* and to work *for*,” Ryan shared. “I know that I am supporting my community members and their businesses through The Stillery. I don't know of any other company in town with the same level of commitment to showcasing local people, local ingredients and local brews while giving back to local and national needs.”



“
I know that I am
supporting my community
members and their
businesses through The
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brews while giving back to
local and national needs.

”

Locally-Sourced Specialties

Because of their commitment to support local agriculture and business, The Stillery adjusts their proprietary recipes to include foods grown locally. Their Nashville-inspired macaroni and cheese, two-handed sandwiches, and hot chicken brick oven pizza are all made from Arizona ingredients. They do offer some Tennessee whiskey, vodka and gin, but they only have Arizona-brewed beers on tap and have amended their Mason Jar Cocktails accordingly. The Stillery believes in the importance of using fresh, locally-sourced ingredients and supporting the commerce of the community.

Their commitment to support local charities also plays a major role in the way The Stillery gives back. They donate gift cards to local organizations and are regular contributors to the veterans' organization Guitars For Vets (G4V) and its local chapters that provide guitars, lessons and a musical outlet for veterans who are healing from PTSD (guitars4vets.org).

The Stillery was proud to host an annual Fourth of July “Hillbilly Pool Party” charity event benefitting G4V. The community was entertained by live music all day, and the courtyard was filled with local vendors giving samples and locals enjoying the pool and giant water slide. The recent pre-Labor Day event, which consisted of continual live music, vendors, a mechanical bull and yard games, included a raffle that benefitted the Pat Tillman Foundation.

Live Music Daily

The co-owners of The Stillery are both Arizona natives who loved country music and moved to Nashville to make their

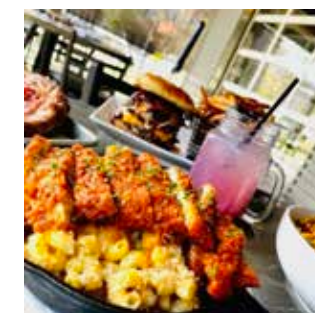
live music restaurant and bar dream into a reality. When The Stillery became a success, they wanted to share the Nashville flavors and living talent with their home state. As they brought The Stillery back to their home state, they determined to celebrate the budding Nashville stars in a way that also highlighted local Arizona talent, agriculture and breweries. It has been such a smashing success here that they are currently building their third Arizona location.

The Stillery features live music every evening. Local musicians perform from five till close during the week, and rising stars come from Nashville to perform from noon to close on the weekends. The dance floor is always open, and it is expanded Thursday through Sunday. The blossoming Nashville stars featured at The Stillery have been able to share their music and create new fans, and even connect with local DJs because of the opportunity to perform at The Stillery.

The beautiful and spacious venues can host large business or group events. There are fun happy hour events, and on any given day, there are birthday and bachelorette parties. The Stillery is a fun place in which customers truly have an excellent experience because of the culture that is created through the live music, amazing food and the focus on supporting each other in the local community.

From Arizona to Nashville and back, The Stillery offers an amazing and sizable venue where people can enjoy the live local bands and up-and-coming artists from Nashville, make fun memories on the dance floor, eat delicious food and try some great locally-brewed beers. Patrons know that The Stillery gives back to the community, especially the veterans. The Stillery is truly “by the people, and for the people.”

thestillery.com/chandler



Go Far, Go Together

▶▶ featured agent
By Brandon Jerrell



It can never be an understatement to say that the real estate industry is all about relationships. Additionally, it is never enough to provide a façade of friendliness. For success in the industry, an agent’s care for his or her clients must be genuine.

It is unquestionable that Jason Crittenden’s care and love for people are genuine. Jason Crittenden, lead of the Jason Crittenden Team at Realty ONE Group, is truly an agent who cares. Hence why his website is TheAgentThatCares.com.

Hardcore Drifter

Jason grew up and lived in Florida until he was 30, when he married and moved to Arizona in 2006. As a young man, Jason played in multiple hardcore and grindcore bands — Jason says to think of those genres as “obnoxious death metal.” During his time in those bands, he was given the opportunity to travel the world. He spent a good number of years touring various countries.

Not directly related to that time in his life, Jason also earned a degree in fashion design. “I taught illustration to fashion design students. I have been a photographer for more than three decades. You can say my background and passion have always been and will always be art.

Jason explains that his early years of adulthood were like many. “I was somewhat of a drifter. I didn’t know what I wanted and had no direction. That was until I met my wife. She grounded me and made me want more for her and, eventually, our three daughters.”

Settling Down

In Arizona, Jason worked as a dairy farmer in Mesa. Jason explains that his time there was great, but he also explains why it wasn’t a place for him to continue in. “Working on the farm was an incredible experience; however, working with family isn’t always the most fun. Eventually, I realized if I wanted to maintain family relationships (which is far more important than any job), I would have to go out on my own and into a new space.

“My aunt Bitsie Fort was an experienced REALTOR®. I asked her if she thought I would be any good at it, and she said, ‘I think you’d be great at it!’ My aunt doesn’t tell lies, and she’s not afraid to say the truth. To me, if she said I’d be good at it, she meant it. So I went to real estate school the next day.”

“Truthfully, at the farm, I had the opportunity to meet so many people, people that became friends,” Jason shares. “I got to know their families, their kids, their names. I wanted to transition into a career where I could continue that experience.”

Building a Team

Jason quickly became successful as a REALTOR®. He upheld the traditional “always there for you” appearance and mentality that many agents strive for. However, as his success grew, so did his workload.

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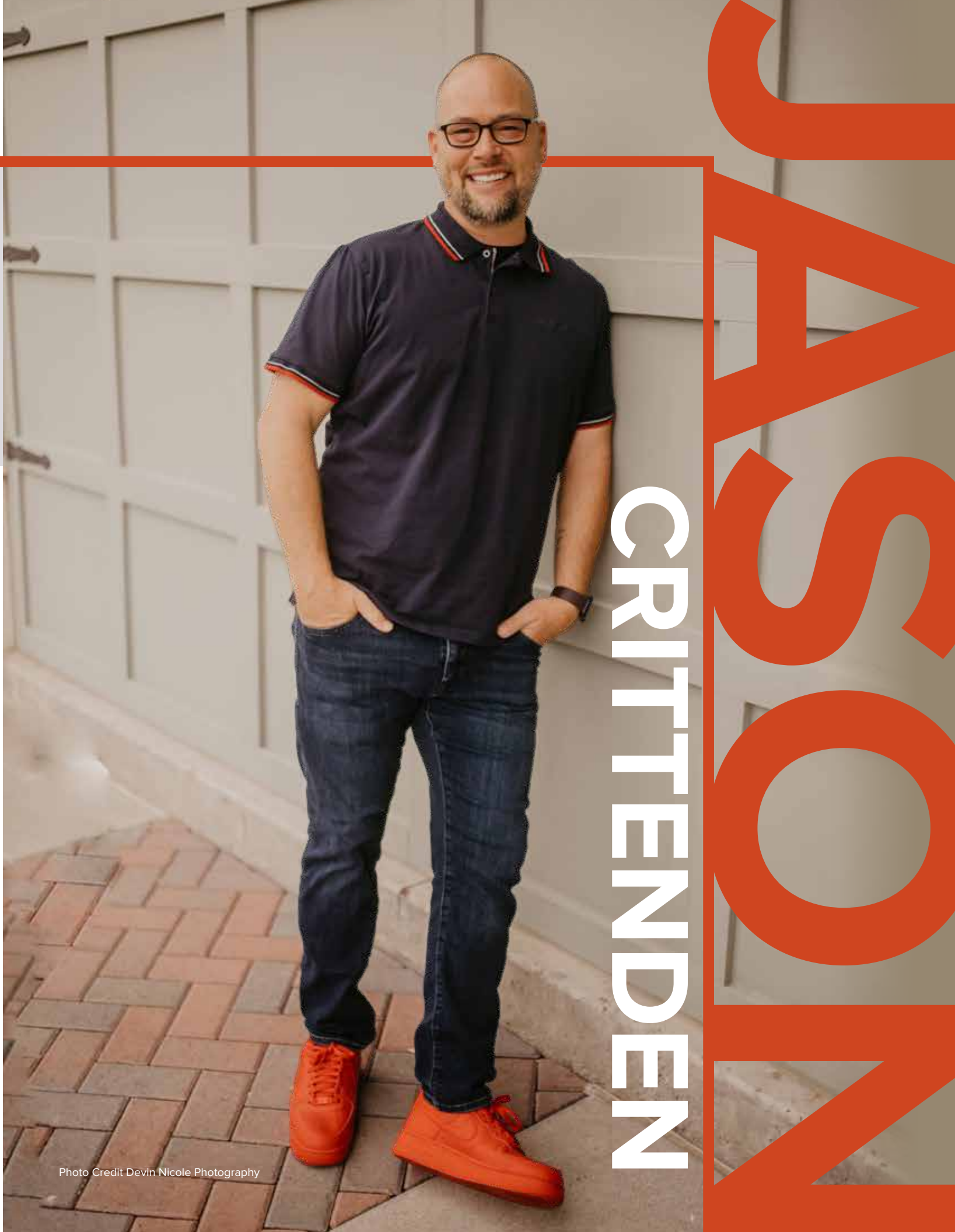


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“If you want to go fast, go alone. But if you want to go far, go together.”



Photo Credit Devin Nicole Photography



...

“For a long time, it was most fulfilling being everything to everyone. I loved being the guy that could be there, do that, do this. Eventually, that became exhausting. I suddenly didn’t enjoy showing homes as much anymore. I didn’t like drafting paperwork for hours at the end of the day. I became very highly skilled at negotiations, building relationships and connecting with clients and agents, and those tasks no longer felt dollar-productive. Plus, as I grew, so did my client base, and I simply didn’t have the time or energy to serve them all unless I brought on a team.”

“So, in 2016, I started the Jason Crittenden Team. And since then, I’ve really started to let go of the tasks that either I’m not as good at as one of my teammates, or they have more patience for than I, or that they truly enjoy more than I, so I can focus on the things I am best at and that give me energy.”

Heart of a Team

Jason goes on to elaborate on his relationship with his team. “I think the things that I do that other successful entrepreneurs do is that I learned to delegate and use my highest talents exclusively and trust the other aspects of the business to the good people around me that support me.

“My transaction manager is far better at timelines and organization than I’ll ever be. Ryan Dobmeier is far better at creating a connection with people than anyone I’ve ever met. Bekah Megna is infinitely more patient as a showing partner to our clients than I could ever hope to be. And on and on.”

Jason easily summarizes this practice in only a couple of lines. “If you want to go fast, go alone. But if you want to go far, go together.”

The Time to Relax

When not working, Jason is often thinking about working. “I actually enjoy working, so downtime for me is somewhat of a pain,” he claims. However, Jason does do other things besides work. He likes to go on long, hour-long-plus walks, runs and bike rides while listening to audiobooks or podcasts. “I try to relax, I try to just hang out at the beach, but my mind often wanders to ‘work.’ It’s something I’m working on.”

“My wife and I do date nights, and it’s easily my favorite night of the week. I love being around my bride,” he explains. He also describes tricking his wife as his greatest accomplishment in life. “It was originally tricking my wife into marrying me and then hiding the fact that she’s 100 levels ahead of me in every aspect of life. Yet she’s still with me, now for 22 years. It’s my greatest masterpiece, keeping her by my side. I feel lucky to have her each day she’s willing to have me.

“Honestly, I wish my family spent more time together. I have three girls; one is in high school this year. They are really starting to shift into wanting to spend more time with friends than their mom and dad. We get that, but it hurts.”

When they are all together, they like to tend to their micro-farm with “40 to 50 chickens, some alpacas, pigs, etc.,” among doing other things. “I take my kids out often for lunch or dessert, things like that, and I always enjoy those times with my girls.”

It is clear why Jason Crittenden is one of the valley’s top agents. He understands that the key to accomplishing your goal in life is to define what it looks like to achieve it.

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coaching corner

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

Yet, too many people get caught up with shiny object syndrome, chasing the latest fad in marketing.

Or they try to be persuasive by using “hypnotic language patterns” and power positioning. But there aren’t any “magic words” that will make people buy from you.

Instead, you need to focus on meeting real needs, solving problems and communicating your value in a clear and compelling way.

That’s why whenever I bring up the topic of sales or marketing, I’m quick to point out that no, I’m not going to tell you about Ben Franklin.

And I’m not going to explain any kind of ninja social media tricks or how to use false scarcity to induce action.

Instead, I’m going to give you 12 ways to close more sales by building more trust with your prospects in your marketing.

TRUST AND THE GROWING CREDIBILITY CRISIS

Trust is dying. In an age of paid online influencers, corporate scandal and exaggerated credibility claims, it can be hard to know who you can trust.

That’s why my friend and former client, David Horsager, founder of the Trust Edge Leadership Institute, says the most important question in business, relationships or politics — really in *every area* of life — is ...

“CAN I TRUST YOU?”

In his Trust Outlook Report, Horsager says, “*Nearly 50% of Americans say building a trusted culture should be the No. 1 concern*” for business leaders.

This makes total sense. People are skeptical about who we can trust because we’ve all been burned before.

We’ve been victims of cyber hacks and credit fraud.

We’ve been lied to by politicians and religious leaders.

And we’ve been misled by the biggest brands and companies around the world.

When it comes to working in our local market, having a trusted brand and a good reputation is the difference between life and death for your business.

Trust is such a high-demand currency because genuine trust is a rarity in our culture today.

That’s why I believe ...

TRUST DIFFERENTIATES YOU FROM YOUR COMPETITION

Consider these benefits for your business when you have trust:

- You are more inclined to get referrals.
- You build a loyal following of “raving fans.”
- You establish your value as an experienced professional.
- Your fees are protected because price objections disappear.
- Your advice and recommendations are followed because clients know you have their best interests in mind.

That’s why building trust is such a core theme of what we teach in the **Advanced Home Marketing Institute**.

Plain and simple ...

TRUST IS THE NO 1 FACTOR IN BUSINESS

Just think about it.

If a prospect doesn’t trust you, they will never buy from you.

And no new sales means no new revenue ...

- No new revenue means you may not be able to cover your operating costs.
- You won’t be able to spend more money on marketing and advertising.
- And you may miss out on other opportunities for networking and promotion.

So without sales, nothing else matters.

That’s why so many people beat the whole “*know, like and trust*” mantra. And I agree with that.

In short, if sales is the lifeblood of your practice ...

TRUST IS THE “HEART” THAT KEEPS LIFE BEATING

But the need for building trust starts far earlier than making a good first impression at your next listing appointment.

The process of quickly and effectively building trust with prospects starts with your marketing and advertising.

With the right kind of marketing, you can attract prospects who are *prequalified, predisposed* and *presold* on doing business with you.

So, if you really want to close your next listing contract, you need to ensure your prospect:

- Trusts you
- Trusts your service
- Trusts your company

... before you ever give them an agreement to sign.

That’s why in the rest of this article, I’m going to give you a dozen ways to build more trust in your marketing, so you can double your closing ratio and help more people.

12 TIPS FOR IMMEDIATELY BUILDING MORE TRUST WITH PROSPECTS

1. Clearly explain your unique selling proposition and why they should do business with you.

2. Specialize in serving a specific customer avatar, geographic location or type of property.

3. Reveal the inner workings of how you deliver more value than your competitors.

4. Address your faults or weaknesses upfront and handle them accordingly.

5. Honestly set realistic pricing and market expectations with your CMA.

6. Be human. Don’t be fake or try to conform to something you’re not.

7. Show your prospects you know how to help them. Don’t just tell.

8. Highlight client success stories and other positive testimonials.

9. Uphold a service guarantee, warranty or form of risk-reversal.

10. Incorporate audio and video messages in your marketing.

11. Promote your expertise, qualifications and designations.

12. Provide valuable content to your market for free.

Well, there you have it. You can begin to use these 12 trust-building tips in your marketing today. And you’ll soon fill your pipeline full of qualified prospects because of them.

Even better, you’ll be on your way to doubling your closing ratio on contracts *ethically* and much faster and easier than ever before.

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Shelia Long

► real story
By Ruth Gnirk

MOVING ON TO THE
NEXT CHAPTER

Shelia served as the vice president of a bank for over two decades before her experience with managing mortgages inspired her to become a REALTOR®. During a difficult time, she kept her faith and joy, and now she adds value to her clients with her three principles of success.

Better Than Lemonade

Shelia was born in Texas and raised in California by her single mother. She learned at a young age to have faith in God and to also be diligent and resourceful. As a young adult, she had accepted a position as vice president of Bank of America, and after a few years, she was asked to relocate to Arizona. She has been here for the past 18 years.

“My mom taught me to be independent,” recalled Shelia. “I learned that when life hands me lemons, I need to figure out how to make lemonade or something even *better*! I was also brought up in a Christian household. My faith in God has gotten me through every obstacle in life.”

After two decades of employment managing the bank’s mortgage call servicing center, the bank started laying people off. However, because of her loyalty, diligence and tenure,

Shelia had the option to rehire within a different department *or* retire with a nice severance package. She wanted to control her own destiny and future. She longed to be in a business where she was excited to go to work every day doing something that would truly help people, so the single mother of four boys chose to retire. Financial security was very important to her, and she was grateful for the salary and pension included in the retirement package.

“I decided I wanted to be an entrepreneur, so I started studying to earn my real estate license,” Shelia shared. “I had been in the mortgage business for over 20 years, at that time, and wanted to remain in mortgage on the side that put smiles on people’s faces by helping them buy and sell homes.”



Sons Davonte, Jalen, Javonni and Darius



Shelia with client



Three Keys

Shelia earned her real estate license in the fall of 2016 and has been implementing three key practices to help ensure she sets her clients, and herself, up for success. First, she offers buyer and seller consultations with each and every client, regardless of how many transactions they have experienced.

During the consultation, she goes over the current state of the market and lets them know what to expect during the process, including expenses they could expect to incur at the beginning and end of the process, as well as those at close of escrow. She also coaches clients in the right and wrong ways to purchase a home. She has found that buyers, sellers and investors who are educated about the current real estate climate and the process have a more peaceful process as they have minimal surprises.

Second, Shelia remains available as a trusted resource. Whether she is helping renters, who often become buyers when they learn that it is actually possible, buyers or sellers, Shelia provides insight, support and solid market knowledge. She is always learning and said that as the industry continues to evolve, she will too.

The third secret to her success is that she maintains relationships. She stays in touch not only with current clients but with past as well. Their relationship does not end at close of escrow. In fact, she shared that she has developed lasting friendships with most of her clients.

The Other Side of Fear

While traveling to meet with a client within the first six months of serving as a REALTOR®, Shelia was involved in a serious car accident. She needed multiple extensive back and knee surgeries in 2017 and needed additional knee surgeries in 2018, 2019 and again in 2020. She was bedridden for 10 months after her surgery in 2018. Recovery and physical therapy took up a lot of the time that she had planned to spend meeting with and serving clients.

It was a blow to her self-esteem, her rhythm and her finances, but giving up was not an option for her. She knew that God was ultimately in control and that this, too, would pass. Shelia enlisted the help of her sons and even her former husband. She continued marketing, completing follow-ups and reaching out to see how she could serve others.

“I have a very close bond with my children and a successful co-parenting relationship with their father,” Shelia shared. “When I was unable to walk, it was my children and my ex-husband who were there every day, caring for me and



Sons Davonte, Jalen, Javonni and Darius

helping me. My sons went door-to-door and delivered marketing for me. It was a great reminder that nothing is more important than family.”

After she recovered, Shelia forced herself out of her comfort zone by making a “Sold” sign with a bright red ribbon and wearing it everywhere she went. When people inquired about it, she would proudly share that she was a REALTOR® and answer their questions about the market. She quickly became comfortable being “uncomfortable.” She even incorporated the sign in her social media photos, documenting amazing people and places. The experience taught her that she is a confident overcomer. On the other side of fear was success!

Long Story Short

Shelia is proud of and thankful for her sons. Davonte, 27, teaches elementary school and is attending Arizona Christian University. Javonni, 25, is a cook at a restaurant. Jalen, 18, is a high school graduate with a bright future. Darius, 11, is an honor student. She is VP of the PTO board at Darius’ school and also handles all the PTO social media and marketing accounts.

“Measuring success is personal,” shared Shelia. “For me, first and foremost, it’s being a person that my children are proud of and inspired by. Success is having peace of mind, which is a direct result of self-satisfaction, knowing you did your best to become the best you are capable of becoming. Success is 1% inspiration and 99% perspiration. “

Last year Shelia helped 19 families, and her volume was almost \$5.5 million. For her, though, it is not about numbers. She takes pride in her work, and client satisfaction is vital to her. She wants to be remembered for being good at what she does and for being honest, ethical and kind, while being true to her authentic self and others. She is confident that her skills and values can help others achieve their goals.

“It’s very important to me to give clients an amazing experience that they can’t wait to tell others about,” smiled Shelia. “Everyone needs a place to live, and it should be our place of peace and joy. I enjoy helping people find their new home or investment property or sell their existing one, so they can move on to the next chapter of their lives.”



Shelia and family



PTO board — Shelia is VP



“Measuring success is personal...
FOR ME, FIRST AND FOREMOST, IT’S BEING A PERSON THAT my children are proud of and inspired by. SUCCESS IS HAVING PEACE OF MIND, WHICH IS A DIRECT RESULT OF SELF-SATISFACTION, knowing you did your best TO BECOME THE BEST YOU ARE CAPABLE OF BECOMING. Success is 1% inspiration and 99% perspiration.

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MIKE HARGARTEN

Providing Professionalism

When looking to buy or sell, everyone wants their agent to be like a friend to them. When your agent is also your friend, you trust that your friend will do all that they can to help you succeed. However, just because they will do their best does not mean that it will be right for you. That is why professionalism is the main key to success for all agents in this industry.

Professional perfectly described Mike Hargarten, team leader of The Hargarten Team with Realty ONE Group. Mike makes sure that everything he does is professional first.



“I will get the job done while exceeding expectations. When that job is done, I do continue a friendship relationship with my clients, and I definitely count them as my close friends. You can pick anyone in the valley to be your real estate agent, but you might want to pick somebody like myself, who is a top producer, has seven years of experience being a new home build project manager and genuinely cares about your outcome.”

Years of Experience

“My story is like many others living in Arizona. I started my life living in the Chicagoland area for the first 30 years of my life,” Mike explains.

Mike comes from a very blue-collar family, and he was the first college graduate in his family. He worked as a construction manager until 2007, when he saw that “things were taking a turn for the worse.”

“I’ve always wanted to move to a sunny climate and specifically Arizona. I saw this as my chance to make a transition. I utilized a local Arizona headhunter and was able to find a job as a project engineer and move to the Valley of the Sun in February 2007.”

“I spent seven years as a new home build project manager and absolutely love the job,” Mike shares. “It was great working with a team that put forth tremendous effort in providing the homeowner with a wonderful property that they loved.”

Afterward, and shortly before moving into real estate, Mike shifted his career to education. He was a special education teacher in the Mesa School District. During this time, Mike worked closely with children who had highly impactful learning disabilities.

Mike met his wonderful wife, Holly, in 2011. “We were both teachers and worked very hard during the year and spent a lot of time in Oregon and traveling around in the summer. We were married in 2014.”

Shifting to Real Estate

“The main life event that led me to become a real estate agent was when my wife, Holly, became pregnant with her first son eight years ago. We were both Mesa Public School teachers. I was one class away from my second master’s degree, which should’ve given me a decent pay raise. Unfortunately, the district decided that they were no longer going to provide an increase in pay for academic achievement.”

...



“
At the end of the
day, a great real
estate agent is
judged on how
good of a deal
they got their
buyer or how
much they sold
the property for
the seller —
**I EXCEL IN
BOTH AREAS.**

dominating certain neighborhoods selling homes for the most expensive price and other properties most price per square foot. At the end of the day, a great real estate agent is judged on how good of a deal they got their buyer or how much they sold the property for the seller — I excel in both areas.”

The Reason for it All

Ultimately, Mike is a family man. “My family is absolutely everything to me. My wife, Holly, is an absolute saint. She is so sweet to me but the best mother to our two boys, Hank and JJ. Hank is a very smart and athletic 7-year-old in first grade, and JJ is a very sassy 2-year-old who always makes me laugh,” Mike explains. “We are not homebodies. We travel a ton. We like to be on the water or on the beach. We spend a lot of time in Oregon, and while we’re there, we are always fishing, kayaking, dirt biking, etc.”

Congratulations to Mike Hargarten, this month’s Rising Star. Not only is he an agent you can trust to get it done — he is an agent you can trust to do it all professionally.

Website: azbestrealty.com

“At that point, I knew for the sake of my family I needed to find another avenue of work that would provide financial means to provide for my family while also still allowing me to be an advocate for others.”

Mike initially became a real estate agent out of necessity, but his background enabled him to easily slide into this industry. Namely, Mike’s superb ability to advocate for the underdog while having the field experience from his time in the home building process.

“Honestly, when I got into real estate, I thought I was still teaching — maybe sell three or four homes a year to supplement my income. In my first year in real estate, I sold a dozen homes. Then in the second year, I sold 24 homes while still teaching full-time. That’s when I knew it was time for me to take the leap and make this my full-time job. I couldn’t be happier with the decision, and I absolutely love my job and what I get to do for my clients.”

Standards of a Professional

Mike describes two major aspects that allow him to stand out among other REALTORS®. Firstly, Mike describes a skill that must be innate: “You either really genuinely care about others and put their needs above yours or you don’t.” You will know within minutes of meeting Mike that he genuinely has his client’s best interests in mind.

Secondly, Mike lists his experience as a home builder. “They’re not many real estate agents that have worn a hard hat and boots and have managed 40 homes at a time while closing 300 in a year,” he describes. Mike has personally managed the closing of hundreds alone. Additionally, he has performed thousands of home inspections himself; he knows how to identify a good house.

On top of that, Mike often shows his clients what to expect from him. “Being a former math teacher, I love numbers! When I am having a consultation with a new client, I will show multiple examples of how I sold homes for well above their value. In some instances, I will show how I’m



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can the government or an
HOA restrict my home as a
short-term rental?

Many people buy investment homes in Arizona wanting to utilize them as long-term and even short-term vacation rentals and offer them for rent through Airbnb, Tripping.com, FlipKey, HomeToGo and many other websites. Some REALTOR® experts say that 30% of homes purchased in Arizona are purchased as rental homes of some nature. However, before one buys a home to be utilized as a short-term vacation rental, one should investigate to see what restrictions may exist that could prevent them from utilizing the home as a vacation short-term rental.

The good news is that ever since 2016, under Arizona law, cities, towns and counties generally cannot prohibit an owner from entering into short-term rental agreements of their homes. See A.R.S. § 11-269.17 and A.R.S. § 9-500.39. Short-term rental agreements are usually considered a use of the property for less than 30 days. These statutes eliminate the ability of local cities and towns to regulate these types of rentals based solely on their classification or use. A.R.S. § 9-500.39 does allow a city to “regulate vacation rentals or short-term rentals” for certain specified purposes, including “adopting and enforcing residential use and zoning ordinances, including ordinances related to noise, protection of welfare,

property maintenance and other nuisance issues.” Arizona law does include limitations on the use of a property as a “party house” by stating that “a short-term rental may not be used for nonresidential uses, including for a special event that would otherwise require a permit or license pursuant to a city or town ordinance or a state law or a retail, restaurant, banquet space or similar use.”

Unfortunately, these statutes do not apply to condominiums or homeowner’s associations. HOAs are still allowed to prohibit an owner from using their home as a short-term vacation rental. But the HOA can only restrict the use of the home as a short-term rental if the restriction is clearly and specifically stated in the CC&Rs. Otherwise, short-term rentals will be permitted. One of the most common phrases contained within an HOA’s CC&Rs that could arguably be used to restrict the use of a property as a short-term vacation rental is a restriction against the use of a home for “commercial purposes,” or for any purpose other than for “residential purposes.” However, whether that phrase is enough to stop a homeowner from renting out their property as a short-term vacation home is far from crystalline. In addition, there are not any reported opinions in Arizona that would help guide a homeowner on whether the phrase



“commercial purposes” would be upheld by a court as specific enough to restrict short-term rentals. Other HOAs use more specific restrictions that are harder to get around, like “no leases for less than 30 days.”

In addition, if the short-term rental prohibition was not in the original CC&Rs but the HOA amends the CC&Rs to add the restriction later on, provided the HOA amends the CC&Rs the correct way in accordance with its by-laws and Arizona statutes, the prohibition can be added and may be upheld by a court. We recently litigated a matter and forced an HOA to rescind a short-term rental prohibition. In our case, the by-laws required a 75% or more vote from the homeowners to change the CC&Rs, which the board did not obtain. We successfully had the HOA rescind its short-term restriction amendment to the CC&Rs.

There are a few real estate lawyers and REALTORS® in Arizona that believe a recent Arizona Supreme Court opinion issued in March 2022 in *Kalway v. Calabria Ranch HOA LLC*, 252 Ariz. 532, 506 P.3d 18 (2022), has now barred all HOAs across the board from limiting short-term rentals. However, if one reads the case carefully, that is not what the Arizona Supreme Court held exactly. In *Kalway*, the homeowner brought a declaratory judgment action against the homeowners’ association, challenging the validity of certain amendments to the CC&Rs due to the original CC&Rs not providing proper notice to the homeowners that future amendments could be made to the CC&Rs. The new restrictions included limiting an owners’ ability to convey or subdivide their lots, restricting the size and number of buildings permitted on each lot, and reducing the maximum number of livestock permitted on each lot. The Arizona Supreme Court held that the amendments

were invalid because they did not give sufficient notice of the possibility of a future amendment, that is, the amendments were not reasonable and foreseeable at the time one purchased a home. The Arizona Supreme Court held that “an HOA cannot create new affirmative obligations where the original declaration did not provide notice to the homeowners that they might be subject to such obligations.” “CC&Rs form a contract between individual landowners and all the landowners bound by the restrictions, as a whole.” The Court held “to determine whether the original declaration gave sufficient notice of a future amendment, we must look to the original declaration itself.” “Because covenants originate in contract, the primary purpose of a court when interpreting a covenant is to give effect to the original intent of the parties with any doubts resolved against the validity of a restriction.” However, in these amendments that were challenged in *Kalway* there were not restrictions specifically related to limiting short-term rentals in the community. The *Kalway* case really can only be utilized to argue that if amendments to CC&Rs are not passed correctly by the HOA and the original CC&Rs did not put the homeowners on notice of the possibility of a restriction on short-term rentals, the courts will not uphold them. Thus, REALTORS® and real estate lawyers should be careful in interpreting and advising their clients that *Kalway* can be used as a blanket prohibition on HOAs from restricting short-term rentals, as it really cannot.

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By John L. Lohr Jr.,
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JANINE IGLIANE
Keller Williams Realty East Valley
By far, the best cruise line and cruise overall has been the Disney cruise. We have done two of them. Our favorite went out of Florida and made three stops, including Disney’s private island. Disney doesn’t only cater to kids; they have lots of options for adults, including an adult-only pool, restaurant and bar, and even shows for adults. I have three kids ranging in age from 17, 14 and 10, and all three of them will tell you the same thing and would love to go on another Disney cruise.



CHRIS TILLER
Russ Lyon Sotheby’s International Realty
We have kids, so Disney Cruise Line. If the kids aren’t happy, Mom’s not happy. If Mom’s not happy ... it goes downhill quickly.



REBECCA HIDALGO RAINS
Berkshire Hathaway HomeServices
For a girl who gets seasick a LOT, cruise ships haven’t really been my “thang,” BUT, that said, my husband always dreamed of going to do the Alaska cruise we’d both heard good things about, so off to the doctor I went for little stickers that go behind your ears to help with motion sickness. What I didn’t know was that they’d also cloud my vision, so for the first time ever, I took a vacation and didn’t answer emails or texts at all. Literally, James had to order food for me because I couldn’t read anything at all. My vision was totally blurred BUT not so blurred that I didn’t see the spectacular glaciers as they crashed into the water, sounding like lighting crossed with fireworks. We also saw a school of whales breaching in the water as our ship sailed in the middle of them. The dog sledging was by far my favorite, but the sites and sounds of our Northern Hemisphere is one I’ll always rave about, regardless of how green I may have been for most of the time at sea!



BECKY BELL
Keller Williams Integrity First Realty
I just went on an eight-day cruise with Celebrity on their Equinox Ship. It was over-the-top great. The service, entertainment and food were great. My favorite stop/port was St. Maarten, where we took a six-hour private speedboat tour. We snorkeled, made several stops, ate and learned a lot about the islands.



CINDY FLOWERS
Keller Williams Integrity First Realty
I love the Caribbean most of all! My favorite cruise stop is the Dutch Caribbean island of Curacao. The Dutch architecture is so pretty and unique. It has the best beaches, coves and coral reefs, PLUS I got to learn to train and kiss a dolphin!



NICK KIBBY
Keller Williams
Best cruise is an Alaskan cruise with Royal Caribbean. I’ve done several cruises, and this was the best by far.



MIKE MAZZUCCO
My Home Group
The best cruise I have been on is definitely an Alaskan cruise. The sights and stops are unreal; definitely a great option for anyone who enjoys hiking and exploring at ports.



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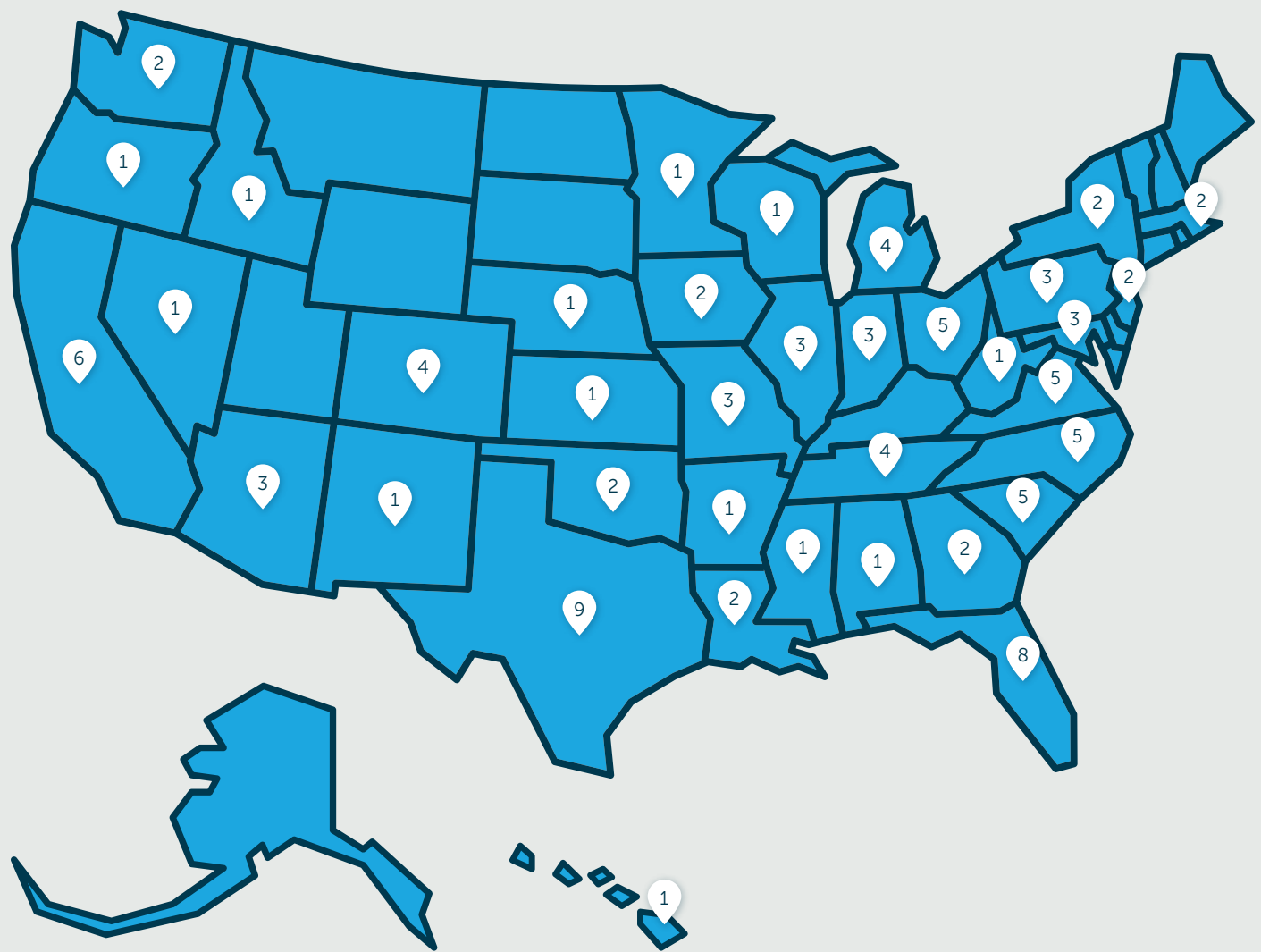
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» weserv monthly update

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

Get Involved

WeSERV Seeks New Volunteers for 2023

Our mission at the West and SouthEast REALTORS® of the Valley is to provide services that lead to member prosperity. Our amazing core group of volunteers assists the association with moving that needle forward. Throughout the years, WeSERV has been extremely fortunate to foster real estate professionals who dedicate themselves to serving their surrounding communities and being ambassadors for new volunteers. WeSERV needs to continue to bring new volunteers into the association so they can enhance the way we operate.

As the year inches to its end (strange to think 2023 is right around the corner), WeSERV will begin our process of seeking new volunteers to serve our committees. Our committees provide members the opportunity to enhance the WeSERV experience. WeSERV has a plethora of committees that our members can help on, such as:

- Affiliate Committee
- Commercial Connection
- Community Involvement
- Diversity, Equity, and Inclusion
- Global Business & Alliances Council
- Government Affairs
- Marketing Home Tours
- Member Engagement
- Professional Development
- REALTORS® of Arizona Political Action Committee
- Young Professionals Network

We invite members throughout each chapter to serve on whichever committee they wish. This opportunity allows volunteers to gain a different perspective on serving the WeSERV member, whether in our West Valley Chapter or down in our Cochise Chapter. Our volunteers have the opportunity to act in a larger capacity at the local, state, and national levels. Some volunteers have gone on to become WeSERV Leadership Program graduates and have a chance to see firsthand day-to-day operations at WeSERV. Others have served on our Board of Trustees and climbed the ladder to become the association's president.

Recently, our very own Shane Cook and Susan Nicolson were selected to be members of the National Associations of REALTORS® (NAR) 2023 Leadership Academy. These two outstanding individuals dedicated themselves to serving their communities and investing in volunteerism at WeSERV. The NAR Leadership Program provides the opportunity to develop, enhance, and hone leadership skills with other participants throughout the nation. In addition, participants in the program garner the opportunity to learn the history and how the National Associations of REALTORS® conducts business and fuels their leadership journey to new horizons.

Volunteering your time to better someone's life is a gift that can not be duplicated or replicated. It's a way to ensure those in need are seen, heard, and supported in whatever capacity they see fit.

TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Aug. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
1	Derek Dickson	Offerpad	172,173,359	323
2	Daniel P Noma	Venture REI, LLC	123,523,716	256
3	Richard Harless	AZ Flat Fee	123,056,740	164
4	Frank Vazquez	Venture REI, LLC	80,551,366	158
5	Karl Tunberg	Hague Partners	72,016,306	112
6	Kristy and Nick DeWitz	Hague Partners	71,946,947	125
7	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	65,631,990	101
8	Darwin Wall	Realty ONE Group	54,933,112	94
9	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	51,751,464	116.5
10	Yvonne C Bondanza-Whittaker	Realty ONE Group	51,051,284	109
11	Mindy Jones	eXp Realty	42,923,395	70
12	Kenny Klaus	Keller Williams Integrity First	41,609,913	75
13	Eric Brossart	Keller Williams Realty Phoenix	40,414,258	43.5
14	Carol A. Royse	of Keller Williams Realty East Valley	39,968,600	60.5
15	Shannon Gillette	Launch Real Estate	39,794,568	71
16	Lacey Lehman	Realty ONE Group	38,639,300	75
17	TJ Kelley and Ben Leeson	Keller Williams Integrity First	38,176,530	54
18	Rick Metcalfe	Canam Realty Group	37,659,621	86.5
19	Jacqueline Shaffer	Offerpad	34,437,000	75
20	James & Jim Carlisto	Hague Partners	33,830,575	72
21	Tyler Blair	My Home Group Real Estate	30,755,374	62
22	Garrett Lyon	eXp Realty	30,678,791	54.5
23	Charlotte Young	eXp Realty	29,374,065	52
24	Cassandra J Mueller	eXp Realty	26,284,265	45
25	Rebekah Liperote	Redfin Corporation	25,393,500	36
26	Jody Saylor	Just Selling AZ	25,271,855	46
27	Chris Allen	Hague Partners	24,874,250	39
28	Radojka Lala Smith	eXp Realty	23,495,000	31.5
29	Rodney Wood	Keller Williams Integrity First	23,361,700	34
30	Nathan D Knight	ProSmart Realty	23,179,936	37
31	Justin Cook	RE/MAX Solutions	22,987,656	31
32	Lorraine Ryall	KOR Properties	22,543,800	29
33	Russell Mills	Close Pros	22,218,500	22
34	Carey Kolb	Keller Williams Integrity First	22,113,152	39

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
35	Shawn Camacho	United Brokers Group	21,999,300	30.5
36	Yalin Chen-Dorman	Realty ONE Group	21,359,930	39
37	John Evenson	eXp Realty	21,259,111	22
38	Tiffany Carlson-Richison	Realty ONE Group	20,749,680	29
39	Dustin Posey	Property Hub LLC	20,739,300	48
40	Thomas Popa	Thomas Popa & Associates LLC	20,309,000	15
41	Janine M. Iglione	Keller Williams Realty East Valley	19,826,899	25.5
42	Jason Crittenden	Realty ONE Group	19,814,350	32
43	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	19,615,963	31
44	Blake Clark	Limitless Real Estate	19,445,969	26.5
45	Benjamin Arredondo	My Home Group Real Estate	19,258,950	33.5
46	Bob & Sandy Thompson	West USA Realty	18,800,440	25
47	Daniel Brown	My Home Group Real Estate	18,467,500	18.5
48	Tina M. Sloat	Tina Marie Realty	18,061,500	29
49	Kelly Khalil	Redfin Corporation	18,031,050	25.5
50	Heather Openshaw	Keller Williams Integrity First	17,987,000	28.5

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51	John Hrimnak	Hague Partners	17,939,858	33
52	Catherine Merlo	Berkshire Hathaway HomeServices Arizona Properties	17,812,400	27
53	Angela Tauscher	Rover Realty	17,749,261	23
54	Heather Christine Morales	Homie	17,674,400	25
55	Michael Kent	RE/MAX Solutions	17,521,650	36
56	Mike Mendoza	Keller Williams Realty Sonoran Living	17,482,000	24
57	Steve Hueter	eXp Realty	17,311,022	33
58	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	17,154,500	20
59	Jody Poling	AZ Seville Realty, LLC	17,047,900	18
60	Timothy Ehlen	RE/MAX Alliance Group	17,020,741	25
61	Tiffany D Chandler	West USA Realty	16,964,425	20
62	Gigi Roberts-Roach	Coldwell Banker Realty	16,961,183	30
63	Frank Gerola	Venture REI, LLC	16,847,490	27
64	Allen R Willis	Ensign Properties Corp	16,787,200	29
65	Stacia Ehlen	RE/MAX Alliance Group	16,636,400	23.5
66	Shawn Rogers	West USA Realty	16,609,999	29
67	Tiffany Gobster	My Home Group Real Estate	16,436,247	9.5
68	Randy Courtney	Weichert Realtors - Courtney Valleywide	16,147,200	26
69	Brett Worsencroft	Keller Williams Integrity First	16,030,900	15.5
70	Brock O'Neal	West USA Realty	15,862,061	16.5
71	Elizabeth Rolfe	HomeSmart	15,845,000	21.5
72	Delaney S Rotta	Launch Real Estate	15,723,000	9
73	Danielle Bronson	Redfin Corporation	15,559,405	24
74	S.J. Pampinella	Redfin Corporation	15,514,400	20.5
75	Gina Donnelly	ProSmart Realty	15,182,500	20
76	Olga Angelina Shukhat	Geneva Real Estate and Investments	15,145,000	3
77	Kevin McKiernan	Venture REI, LLC	15,079,990	25
78	Alexander M Prewitt	Hague Partners	14,985,000	25
79	Gordon Hageman	My Home Group Real Estate	14,982,867	23
80	Karen C. Jordan	Thomas Popa & Associates LLC	14,934,389	12
81	Carin S Nguyen	Real Broker AZ, LLC	14,794,231	28
82	Angela Larson	Keller Williams Realty Phoenix	14,655,280	39
83	Mark Captain	Keller Williams Realty Sonoran Living	14,624,250	21
84	Gina McMullen	Redfin Corporation	14,565,440	23.5

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
85	Michael W Cunningham	West USA Realty	14,507,713	21
86	Chantel Gutierrez	Perkinson Properties LLC	14,457,500	32
87	Lauren Wood	Keller Williams Integrity First	14,448,050	19
88	Scott R Dempsey	Redfin Corporation	14,415,350	22.5
89	Jack Cole	Keller Williams Integrity First	14,373,500	19
90	Pamm Seago-Peterlin	Century 21 Seago	14,326,499	20
91	Shanna Day	Keller Williams Realty East Valley	14,263,580	16.5
92	Mary Newton	Keller Williams Integrity First	14,191,300	34
93	Keith M George	Coldwell Banker Realty	14,140,998	40
94	Michaelann Haffner	Michaelann Homes	14,077,000	24
95	Kathy Camamo	Amazing AZ Homes	14,067,540	25
96	Thomas L Wiederstein	Redfin Corporation	14,026,450	22.5
97	Richard Johnson	Coldwell Banker Realty	14,001,500	25
98	Brian Davidson	Hague Partners	13,987,349	25.5
99	Robert Reece	United Brokers Group	13,986,500	24.5
100	W. Russell Shaw	Realty One Group	13,930,850	24

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Teams and Individuals Closing Dates From Jan. 1-Aug. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
101	Jaime L Blikre	My Home Group Real Estate	13,828,999	25.5
102	Henry Wang	eXp Realty	13,813,950	19
103	Dawn M Forkenbrock	eXp Realty	13,810,670	23
104	Michelle Rae Colbert	Keller Williams Integrity First	13,788,000	29
105	Mike Mazzucco	My Home Group Real Estate	13,735,066	24.5
106	Matthew S. Potter	Real Broker AZ, LLC	13,720,100	26
107	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	13,456,841	21.5
108	Jason L Bond	My Home Group Real Estate	13,448,500	22
109	Kevin Albright	Delex Realty	13,409,992	10
110	Katrina L McCarthy	Hague Partners	13,395,650	19.5
111	Craig McGrouther	Hague Partners	13,343,250	21.5
112	Adam Prather	Russ Lyon Sotheby's International Realty	13,302,950	16
113	Geoffrey Adams	Realty ONE Group	13,265,075	23.5
114	Ryan Meeks	My Home Group Real Estate	13,258,139	18.5
115	Eleazar Medrano	HomeSmart	13,089,350	20.5
116	Chris Baker	Hague Partners	13,070,000	20.5
117	Robin R. Rotella	Keller Williams Integrity First	13,004,125	24
118	Kyle J. N. Bates	My Home Group Real Estate	12,989,850	19

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#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
119	Aimee N. Lunt	RE/MAX Solutions	12,956,900	12
120	Kathleen Scott	Redfin Corporation	12,956,410	14
121	Krzysztof Okolita	My Home Group Real Estate	12,908,089	21.5
122	Lauren Sato	West USA Realty	12,907,582	24
123	Marc Slavin	Realty ONE Group	12,883,250	9.5
124	Tammie Fischer	Offerpad	12,855,750	19
125	Mondai Adair	Keller Williams Realty Sonoran Living	12,802,990	15
126	Bryce A. Henderson	Four Peaks Brokerage Company	12,718,500	18
127	Debi Gotlieb	Key Results Realty LLC	12,674,300	20
128	Denver Lane	Balboa Realty, LLC	12,651,839	19
129	Kathryn R Arter	Realty ONE Group	12,604,500	15
130	Amy Laidlaw	Realty Executives	12,557,877	13.5
131	David C Zajdzinski	eXp Realty	12,540,950	21
132	Kirk Erickson	Schreiner Realty	12,474,615	20.5
133	Gabrielle Bruner	Delex Realty	12,409,000	19.5
134	Ashlee Renee Castro	My Home Group Real Estate	12,400,500	28
135	Heather M Mahmood-Corley	Redfin Corporation	12,351,999	24
136	Marci Burgoyne	Crown Key Real Estate	12,346,297	20
137	Katie Lambert	eXp Realty	12,341,113	20
138	Kirk A DeSpain	Call Realty, Inc	12,275,927	20
139	Sergio Santizo	Hague Partners	12,137,495	23.5
140	Elizabeth A Stern	Farnsworth Realty & Management	12,090,500	27
141	Adam B Coe	Delex Realty	12,081,350	20.5
142	Jesse Wintersteen	ProSmart Realty	12,037,900	22
143	Sarah A Nash	ProSmart Realty	11,955,400	18
144	Jody Mallonee	Hague Partners	11,923,150	20.5
145	Kyle Zwart	My Home Group Real Estate	11,911,250	14
146	Cory Whyte	Infinity & Associates Real Estate	11,889,324	11
147	Angela Gordon	North & Co	11,878,000	17.5
148	Vivian Gong	West USA Realty	11,787,300	20
149	Carol Gruber	eXp Realty	11,750,250	26
150	Mikaela N Clark	Limitless Real Estate	11,665,225	14.5

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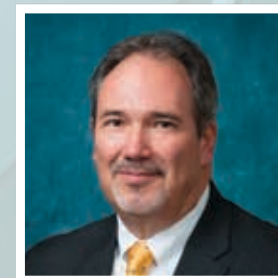


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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Aug. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
151	Eric Avdee	Keller Williams Realty Phoenix	11,580,349	16
152	Laura Beatty	Redfin Corporation	11,573,950	23
153	Joe Carroll	HomeSmart	11,561,290	18
154	Dallas Wormley	Metro Realty	11,545,399	18.5
155	Leslie K. Stark	Realty ONE Group	11,535,000	9
156	Chun Crouse	RE/MAX Fine Properties	11,495,980	22
157	Shar Rundio	eXp Realty	11,485,000	21
158	Eric Dixon	On Q Property Management	11,437,400	20
159	Kelly Henderson	Keller Williams Realty Phoenix	11,421,250	20
160	Brian J Cunningham	eXp Realty	11,293,700	15
161	Michael Smith	West USA Realty	11,257,900	16
162	Sharon Coffini	Keller Williams Realty Sonoran Living	11,242,400	11.5
163	Clayton Denk	David Weekley Homes	11,226,325	12
164	Beth Rebenstorf	Realty ONE Group	11,206,262	19
165	Heidi S Spielman	My Home Group Real Estate	11,157,265	56
166	Barbara Schultz	Coldwell Banker Realty	11,122,500	22
167	Elmon Krupnik	Infinity & Associates Real Estate	11,116,000	19.5
168	Kristin A Ray	Infinity & Associates Real Estate	11,116,000	19.5
169	Marjan Polek	AZ Flat Fee	11,030,800	17
170	Amy N Nelson	Keller Williams Realty East Valley	11,002,015	12
171	Thomas Dempsey Jr	DPR Realty LLC	10,990,526	29
172	Brian Christopher McKernan	ProSmart Realty	10,968,550	28
173	Justyna Korczynski	The New Home Company	10,933,980	23.5
174	Curtis Johnson	eXp Realty	10,914,400	24.5
175	Susan K. Miller	Keller Williams Realty East Valley	10,890,900	20
176	Chris Lundberg	Redeemed Real Estate	10,865,122	13
177	Cathy Carter	RE/MAX Alliance Group	10,837,500	11
178	Travis M Flores	Keller Williams Integrity First	10,823,300	22
179	Sam Vega	Infinity & Associates Real Estate	10,813,000	16
180	Annette E. Holmes	United Brokers Group	10,757,000	16
181	Kaushik Sirkar	Call Realty, Inc.	10,725,995	14
182	Bill Bulaga	Russ Lyon Sotheby's International Realty	10,719,900	7
183	Jacquelyn E Shoffner	eXp Realty	10,692,585	16.5
184	Alisha B Anderson	West USA Realty	10,691,499	24.5

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
185	Adam Dahlberg	Hague Partners	10,690,000	21
186	Joshua Will Hogan	eXp Realty	10,685,585	17
187	Jennifer Felker	Infinity & Associates Real Estate	10,666,888	11
188	Trisha A. Carroll	Avenew Realty Inc	10,664,800	23
189	Sarah Gates	Keller Williams Realty Sonoran Living	10,635,590	19
190	Charles P. Turner	Keller Williams Integrity First	10,625,900	14
191	Stacy Hecht	RE/MAX Desert Showcase	10,621,250	10
192	Bill Olmstead	Keller Williams Realty East Valley	10,607,000	19.5
193	Grady A Rohn	of Keller Williams Realty Sonoran Living	10,606,450	15.5
194	Adam Ottosen	Platinum Living Realty	10,573,365	6.5
195	Matthew Kochis	Keller Williams Realty East Valley	10,571,775	20
196	Erik Geisler	West USA Realty	10,550,500	13
197	Erin Ethridge	eXp Realty	10,547,600	17
198	Lisa M Harris	Hague Partners	10,543,900	21
199	Angel Ureta	North & Co	10,470,000	4
200	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	10,346,764	9.5

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1-Aug. 31, 2022

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
201	Nate Randleman	Infinity & Associates Real Estate	10,312,940	17
202	Julie Thompson	West USA Realty	10,300,900	19.5
203	Travis Dutson	Premier Real Estate Opportunities	10,217,890	18
204	Sarah Anderson	RE/MAX Alliance Group	10,215,701	17
205	Phillip Shaver	HomeSmart	10,177,750	17.5
206	Jerry Thomas Beavers	Realty ONE Group	10,168,000	17
207	Ryan Gehris	USRealty Brokerage Solutions LLP	10,158,500	13
208	Michael J. D'Elena	North & Co	10,108,150	15.5
209	Brandon Alsayed	Delex Realty	10,080,000	9
210	Andrew Bellino	Realty Executives	10,050,000	3.5
211	Jill Vicchy Heimpel	RE/MAX Classic	10,046,650	24
212	Len Nevin	eXp Realty	10,043,750	17.5
213	Scott Morgan	eXp Realty	10,032,054	18.5
214	Zeb Adams	My Home Group Real Estate	10,027,250	9.5
215	Nick Bastian	Realty Executives	10,011,000	16
216	Tara Hayden	Redfin Corporation	10,006,765	15.5
217	Michael McCabe	My Home Group Real Estate	10,002,988	12.5
218	Jason LaFlesch	Results Realty	9,960,500	16.5
219	Heintje Tjahja	HomeSmart	9,959,000	17
220	Nicholas R Kibby	Keller Williams Realty Phoenix	9,907,000	13
221	Anne Zangl	Russ Lyon Sotheby's International Realty	9,897,500	4
222	Peg E Bauer	Cactus Mountain Properties, LLC	9,840,200	17.5
223	Michelle Jernigan	Ravenswood Realty	9,809,400	13
224	David Clinton Hoefer	Century 21 Arizona Foothills	9,805,070	14.5
225	Chris Benson	NextHome Alliance	9,795,240	16.5
226	LaLena Christopherson	West USA Realty	9,781,000	12
227	Eve Tang	Keller Williams Realty Sonoran Living	9,778,950	14.5
228	Damian Godoy	My Home Group Real Estate	9,775,000	21
229	Karsten Kass Colin	Keller Williams Realty Sonoran Living	9,716,480	16.5
230	Benjamin Graham	Infinity & Associates Real Estate	9,714,333	16
231	Amanda O'Halloran	DRH Properties, Inc	9,701,918	21
232	Jenna L. Marsh	Realty Executives	9,689,250	17
233	Kevin Dempsey	Dempsey Group Realty	9,660,347	17
234	Kerry Jackson	Arizona Gateway Real Estate	9,653,999	13.5

#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
235	Matthew Allen Veronica	Keller Williams Integrity First	9,637,006	17
236	Sharon D Steele	Russ Lyon Sotheby's International Realty	9,589,000	7.5
237	Kelly Saggione	eXp Realty	9,587,400	13.5
238	Jamie K Bowcut	Hague Partners	9,552,300	16.5
239	Gus Palmisano	Keller Williams Integrity First	9,518,950	18
240	Adam Lee	My Home Group Real Estate	9,473,450	15
241	Debra K McLean	RE/MAX Alliance Group	9,470,940	15
242	Betsey L. Birakos	Jason Mitchell Real Estate	9,425,000	16
243	Gary R Smith	Keller Williams Integrity First	9,353,000	13
244	Mike Schude	Keller Williams Integrity First	9,350,524	16.5
245	Melanie Nemetz	Keller Williams Integrity First	9,307,950	12.5
246	Chris Anthony Castillo	CPA Advantage Realty, LLC	9,295,000	4
247	John L. Payne	United CountryReal Estate-Arizona Property & Auction	9,288,000	12
248	Rob Hale	My Home Group Real Estate	9,260,052	17.5
249	Russell Wolff	My Home Group Real Estate	9,255,000	3
250	Scott Cook	RE/MAX Solutions	9,246,250	17.5

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#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
251	Kyle Gardner	My Home Group Real Estate	9,236,700	16
252	Natascha Ovando-Karadsheh	KOR Properties	9,200,856	11.5
253	Danny Kallay	Launch Real Estate	9,159,950	17.5
254	Crew Smith	Realty ONE Group	9,154,668	12
255	Dallin Simonton	Realty ONE Group	9,154,668	12
256	Kimberly C Smith	RETSY	9,150,000	1
257	Hai Kim Bigelow	Redfin Corporation	9,137,500	16
258	Nicole W. Hamming	Glass House International	9,137,400	16
259	Cynthia Worley	Keller Williams Realty East Valley	9,131,000	12.5
260	Tiffany Mickolio	My Home Group Real Estate	9,121,050	15.5
261	Kimberley Stoegbauer	TomKat Real Estate	9,113,750	6
262	James Bill Watson	Keller Williams Realty Sonoran Living	9,110,500	15
263	Nate Hunsaker	West USA Realty	9,078,000	10
264	Mark David Sloat	My Home Group Real Estate	9,075,400	17.5
265	Dawn Carroll	Lori Blank & Associates, LLC	9,041,000	14
266	Jill Stadum	My Home Group Real Estate	9,037,000	12
267	Christy Rios	Keller Williams Integrity First	9,009,250	13
268	Leonard Behie	Realty Executives	8,985,600	18.5

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#	Name	Office	Total Volume Sales 01/01/2022 - 08/31/2022	Total Unit Sales 01/01/2022 - 08/31/2022
269	Leila A. Woodard	My Home Group Real Estate	8,964,050	17.5
270	Eric Ford	My Home Group Real Estate	8,961,800	20.5
271	Shannon Nicole Duke	AZ Flat Fee	8,950,575	13.5
272	Van D. Welborn	Redfin Corporation	8,919,500	12.5
273	Tina L Nerland	ProSmart Realty	8,916,300	16
274	Lisa Fonseca	Lori Blank & Associates, LLC	8,854,500	14
275	Dillon A Martin	My Home Group Real Estate	8,830,450	18.5
276	Wendy J Macica	Home Centric Real Estate, LLC	8,816,900	20
277	Brent Heiden	Iannelli and Associates	8,804,200	19
278	Brandi Samples	Long Realty Partners	8,740,000	13
279	Spencer J Lindahl	Main Street Renewal, LLC	8,698,900	21
280	David M Cline	Keller Williams Realty East Valley	8,693,500	7
281	Alice Ying Lin	The Housing Professionals	8,688,970	15
282	Patrick Keon	Delex Realty	8,687,000	7
283	Sean Michael Walker	Realty ONE Group	8,638,150	8.5
284	Frank C. Merlo III	Berkshire Hathaway HomeServices Arizona Properties	8,637,700	10
285	Kristi Jencks	eXp Realty	8,633,600	16
286	Michael Ratzken	Two Brothers Realty	8,623,250	12
287	Caitlin Bronsky	My Home Group Real Estate	8,612,000	8
288	Tina Garcia	eXp Realty	8,610,000	7.5
289	Ben Swanson	Keller Williams Integrity First	8,554,000	20
290	Ryan Dobmeier	Realty ONE Group	8,547,150	12.5
291	RC Hard	Superlative Realty	8,539,500	15
292	Kraig Klaus	Keller Williams Integrity First	8,530,950	15
293	Ryan D Bawek	eXp Realty	8,526,750	9
294	Leah Rickel Burr	Rickel Realty	8,521,500	14
295	Brittany M Meyer	DPR Realty LLC	8,493,500	15
296	William John Barker	HomeSmart	8,484,199	19
297	Steven Coons	Farnsworth Realty and Management	8,466,650	22
298	Lorri Blankenship	Carriage Manor Realty	8,426,600	58
299	Zack Alawi	Sloan Realty Associates	8,416,736	18.5
300	Jeffrey L. Franklin	Realty Executives	8,397,680	12

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