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MEET THE EAST VALLEY REAL PRODUCERS TEAM



Jenni Vega
Owner



Michele Jerrell
Operations Manager



Dave Danielson
Writer



Brandon Jerrell
Writer



John Lohr Jr.
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Roger Nelson
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Kimberly Tocco
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Golden Nuggets



Kenny Klaus
Keller Williams Integrity First Realty
212 In All You Do...at 211 degrees water is hot, at 212 degrees it boils, boiling water creates steam and steam is powerful enough to move a locomotive. It's that 1 extra degree in life personally and professionally that takes you from ordinary to extraordinary results. Live 212.



Kimberly Tocco
Kenneth James Realty
"It is not what you go through, it is how you come through it." We get so hung up on the trauma and events we have gone or are going through. Yet no matter how difficult or even life changing the tragedy...we are defined by the way we come through it.



Michelle Colbert
Keller Williams Integrity First Realty
"I can do all things through Christ who strengthens me." – Philippians 4:13



Brittany Meyer
DPR Realty
"Serve NOT SELL".



Mindy Jones
eXp Realty
"Be the change you want to see in the world." - Ghandi



This has been the inspiration for building a real estate business with purpose, founding a nonprofit and raising my son to leave the world a little better than he found it. It's also on a plaque at the Friendship Garden at Gilbert Regional Park from our team.



Karl Tunberg
Hauge Partners
Growth and comfort do not co-exist. In this challenging market, in order to thrive, grow and get better, it is imperative to get out of your comfort space and into your uncomfortable space. I'm doing this in several different areas of my life - work, personal, financial and self-care.



Angela and Chuck Fazio
Forum Event Complex eXp Realty
Proverbs 27:17 – "As iron sharpens iron, so one person sharpens another." It really matters who you surround yourself with. Choose wisely as it can help determine the direction of your life.



Tyler Blair
x My Home Group
"You don't set out to build a wall. You don't say, 'I'm going to build the biggest, baddest, greatest wall that's ever been built.' You don't start there. You say, 'I'm going to lay this brick as perfectly as a brick can be laid.' You do that every single day and soon you will have a wall." – Will Smith



Devin Egbert
Devin Nicole Photography
"Don't be so busy making a living that you forget to make a life." – Dolly Parton

Dolly is one of my idols, so much so that I named my dog after one of her songs! I just think she is spot on with this though. It's so easy to get stuck in the 9-5 mindset and work so hard for someone else or even yourself, but you have to keep your WHY in focus and make that a priority too!

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SIXTH ANNUAL AWARDS WINNERS

Here at *East Valley Real Producers*, we have the honor and privilege to talk to REALTORS® from all over the East Valley and to hear their stories. We have the even greater honor and privilege to share a collection of those stories each and every month.

Although we feature many agents throughout the year, it is a distinct pleasure for us to recognize those who have gone — and continue to go — above and beyond for their clients, their teams, and everyone in their life.

Winners were nominated by members of the Real Producer community and chosen based on the 2022 sales numbers as well as community and industry involvement.

REALTOR OF THE YEAR:

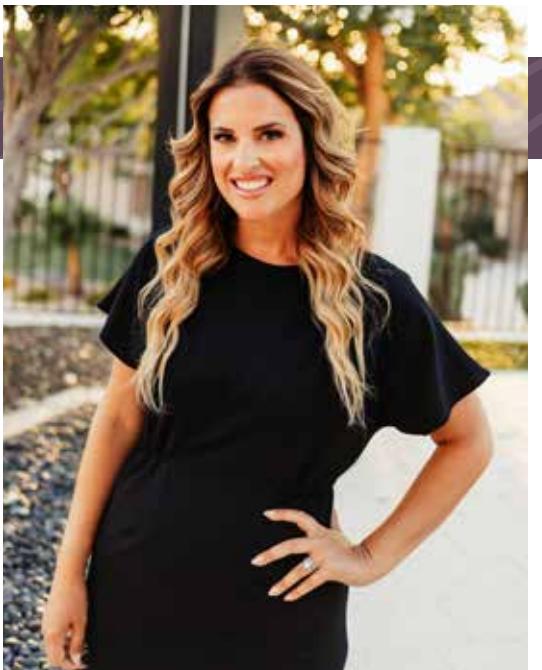
Shannon Gillette

Shannon Gillette of the Gillette Group at Real Broker has been a featured guest on many different real estate podcasts over the past few years. “It is such an honor to have these opportunities to talk to the entire industry about how using social media and video can help grow your business,” she enthusiastically shares. Like most of the top REALTORS®, she and her team go above and beyond for their clients and community. They invest close to \$60,000 per year into their client appreciation events.

Like all agents with a family, she is very familiar with the constant struggle to balance family life and

work. As the mother of three young children, the ability to manage that struggle is a feat of its own.

Going beyond the real estate business, Shannon and her husband started a non-profit called Purpose Movement where the Gillette Group is one of the main donors. “We took over 300 foster kids living in local group homes on a shopping spree for Christmas and we also take hundreds of foster kids shopping for new shoes before school starts. We also donated \$15,000 to the Department of Child Safety’s placement center to help provide a safe place for the kids to go to when they enter foster care.”



“I would love to see the Real Estate community raise the bar in the level of service that we provide our clients and also being actively involved in the communities where we sell homes.”

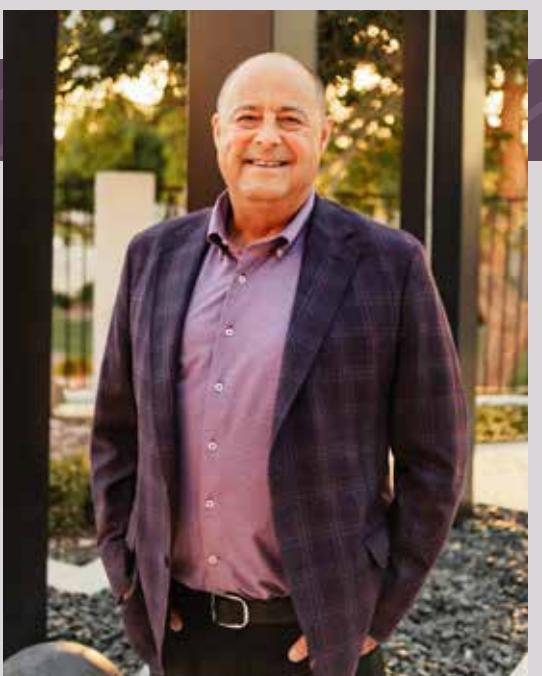
REALTOR OF THE YEAR:

Karl Tunberg

Fueled by drive, commitment, integrity, and creativity, Karl Tunberg with The Midland Team at Hague Partners simply refuses to accept defeat. In his own words, “Everyone I work with knows my character, and they understand that I will not quit on them.”

Raising four children while running his business brings about many challenges that require balance. “My family is the most important thing to me in my life and making sure they are all safe, prospering, and loving life is my first priority.” After his family comes his business and team. Although never as intense as familial relations, many of the demands of the business and team are similar. He is very versed

in the difficulties that come from balancing those sources of demands, yet he continues to conquer those difficulties each and every day. “It is very difficult sometimes in balancing the ebbs and flows, but making sure that they know that I have infinite love for them makes it work.”



“Over the past year, Karl has personally participated in several charities as well as donating money to others. This includes Feed My Starving Children, AAWL, the Cardinals Charities, Homes for Hope, and Christmas Adopt-A-Family. Additionally, he supports local youth sports and school fundraising activities. On top of all that, he adds that he has ‘been involved with the AAR and NAR through donations to support our local PACs for realtor-friendly legislation.’”

“I work very hard to deliver a world-class experience for my clients and team. I want everyone I meet to have a better experience in and through my interactions with them in real estate.”

RISING STAR OF THE YEAR:

Brittany Meyer

Brittany Meyer with DPR Realty has worked tirelessly every single day building her business. Since obtaining her real estate license in March 2018, she has worked to forge a business that is organic, referral, and faith-based. "Since my very first closing, I've never wavered from a 'whatever it takes' attitude."

Brittany admits that she knew nearly nothing when she first got her license, and she accredits much of her success to those that were there to guide her at the start. "I eagerly sought after the *best* Training/Mentorship Program that would teach me discipline, techniques, and walk me through the intricacies of a real estate

transaction. I was blessed with an incredible mentor and to this day he is a *very* dear friend."

There is absolutely nothing that Brittany would not do for her clients. After this past year, she is confident that her opportunities to help people have been hand-selected for her. "It takes a certain person to help grieving widows, divorcing spouses, investors, grandparents down-sizing, elderly seniors transitioning to nursing homes, and first-time homebuyers," she shares.

Brittany does what she does because she truly loves to help others and has a heart to serve. In her own words, "When you have a



strong faith base, you recognize those opportunities to give back and happily do so."

"Overcoming life's obstacles can seem like a challenge, but with the right mindset, they are God's little blessings."

RISING STAR OF THE YEAR:

John Evenson

John Evenson, the leader of the Expert Collaborative Team with eXp Realty, takes great pride in managing a team of over 45 members. "We focus on utilizing time and are hyper-focused on the client. There are no wasted time or steps with our style of real estate."

John grew up in a single-wide trailer. He lists various examples of his family's rough financial situation ranging from frequent evictions to mushrooms growing from the mold in the living room. He moved out when he was 16, promising himself that he would create something great with his life. "I will not be beat. I will

outwork anyone and everyone in my path. I will be sure to provide the best to my clients as I know how important that is." There is no doubt that John has risen far above where he had started, using the circumstances of his childhood as the drive of his determination.

He and his team frequently work with various charities. "We work with girl scouts to help the House of Refuge as well as many other organizations like Feed My Hungry Children. We always donate to Unite PHX for Christmas and last year we were able to donate over 1000 toys ourselves to the cause!"



"We all work together and understand that what we do is more than just real estate. It's the way we carry ourselves, how we help the community, how we stand up in hard situations and make the best of it."

TEAM LEADER OF THE YEAR:

Michelle Colbert

Michelle Colbert and her team Wood & Rise Real Estate Group with Keller Williams Integrity First Realty always keep the client close and personal. As a team, they never pass a client along to the next "processor." Each team member keeps with the client and makes sure to handle their needs personally by staying in constant contact throughout the entire transaction.

The current team came together in 2022 from the collaboration of two other teams: Rise Real Estate Group (founded in 2018) and The Wood Real Estate Team. As put by the current team, "The merger of two successful teams comes with many challenges and hiccups." They describe that egos had to be

set aside while still managing the merging of staff and clients. They continue on to share how Michelle's extensive communication, mutual respect, and can-do attitude were an essential part of the combined team's success over this past year.

As the team puts it, they experienced "a complete disruption and change of their systems and process." Despite all that, they have become even stronger for it.

The team spends a significant amount of their time giving back to the community through numerous local charities and events. They are especially proud of and thrilled about an event that they organize themselves called "New Home for



the Holidays" where they choose a needy family and flip the home at the team's own expense.

"We have developed into a very cohesive team who has constant communication and a true team effort in all endeavors."

TEAM LEADER OF THE YEAR:

Tyler Blair

Tyler Blair and his team, Legacy Real Estate Team with My Home Group, have proven to be a very powerful and cohesive team over the past seven years. Founded in 2016, the Legacy Real Estate Team has fostered and maintained a culture based on the fact that they are a family.

After seven years of success, Tyler lists his team's greatest challenge as responding to the ups and downs of the real estate market, implementing the perfect processes, and finding the right people. Despite these challenges, he and his team have experienced rapid and incredible growth while continuing to maintain their culture of family.

"As a leader and entrepreneur, I am extremely passionate about personal and professional growth. I encourage our team to read or listen to something that will help them improve every single day. We also invest in our leadership team and pod leaders by giving them the opportunity to attend industry events." In addition, they hold a team huddle every Monday morning where they take the time to focus on both professional and personal growth. "We provide our agents with weekly training, masterminds, and script practice."

In addition to providing for his team, Tyler also gives a lot of focus on giving back to the world. "The Legacy Real Estate Team fully



funded an orphanage in Vakyapuram, India. This orphanage is a home for 50 children and provides house parents, food and fresh water, clothing, shoes, and schooling."

"Our mission is to build a legacy for generations to come for our clients, our team, and our families."

IMPACT LEADERSHIP AWARD:

Mindy Jones

Mindy Jones with the Amy Jones Group brokered by eXp Realty is an amazing team leader. She and her team won Team of the Year back in 2019 after just two years under her leadership. The Impact Leadership Award is designed to recognize those who have won team-related awards in the past, and those who have continued to show excellence in that category, a journey that Jones says she is on to inspire others to have big businesses *and* big lives as she hustles to raise her young child at the same time as her business has seen explosive growth.

Jones has been in the industry for over a decade, and after taking over leadership in 2017, she has grown

the business into an all-female owned and operated team that is focused on serving families at a high level through both real estate and community including the non-profit organization she launched in 2021 called Community on Purpose. As a team leader, Jones is committed to providing a platform for hard working, compassionate, and committed women to achieve financial success through real estate and community.

"Our team has always been committed to making our clients feel like family, in fact, our first tagline was that working with us was like working with your best friend — until we realized it's not always best that people work with *their*



best friends." They have since changed their tagline to "helping you move forward" and have focused their efforts on helping clients get to the next stage of life.

"Our team members are no strangers to personal challenges, just like our clients. Losing a spouse, fertility challenges, even my own divorce – all of these challenges better prepare us to help our clients."

IMPACT LEADERSHIP AWARD:

Kenny Klaus

Kenny Klaus of Klaus Team Real Estate Solutions powered by Keller Williams Integrity First Realty has been an outstanding leader in the industry on multiple fronts. He and his team won Team of the Year back in 2018, and he won Innovator of the Year back in 2019. The Impact Leadership Award is designed to recognize those who have won team-related awards in the past, and those who have continued to show excellence in that category.

"Consistency has been the key to our sustained success over the years and through so many market shifts," proudly claims Kenny. He continues to describe how he and his team's willingness to adapt has been a

significant key to their success. "We've averaged a home sold a day for 13 years straight and counting, now that's consistency." Many challenges in this industry and life come from beyond our control, so, as Kenny puts it, "we work to focus on what we can control."

"We have Klaus Team Cares, our 501c3 Charity, where we donate from every home sold to our charity to be able to give back to our local communities." This past year, and for many years before that, he and his team have taken care of 88 kids who weren't going to have a Christmas. All of this just being the tip of the iceberg of the various ways they have given back to the community. They



have volunteered at the local food banks and supported Jacob's Mission, Sunshine Acres, and United Food Bank just to name a few. "In 2022, we collected over 4 tons of food for United Food Bank," he specifies.

"I believe when we work on ourselves first and stop looking out the window but start looking in the mirror, that's when real lasting change occurs."

HEART AND HUSTLE AWARD:

Kimberly Tocco

The key to Kimberly Tocco's success has always been her tenacity. As a REALTOR® with Kenneth James Realty, she has dedicated herself to matching the correct clients with the correct home. "Each home has an energy, each client and family have an energy, need, and purpose for their move or sale."

"Real estate is not an easy profession and fitting in, and finding the right brokerage was almost my downfall. Yet so many also have been my friends, partners, and colleagues. The industry has changed for the better and now I find it is focused on community and a genuine desire to be one."

In her pursuit of success, she has always had the goal of assisting families who have been through hardships to the start of a new chapter. "During these unpresidential times, it is *not* enough to just do a good job, we must excel on every level for our clients and our community because we have a huge opportunity to set the example." To place a dollar value to it, she has given back over a quarter million dollars of her own commission to help her clients.

Additionally, Kimberly has blazed a path in the inspirational speaker field. She published a number one best seller, developed her own show and podcast, took many stages,



and won multiple awards so that she could bring awareness to the stigma of suicide.

"Success is measured by how many lives we change not the transactions or money we make because the only thing we take with us is who we become."

HEART AND HUSTLE AWARD:

Nate Knight

For Nate Knight with Knight and Associates with ProSmart Realty, it is helping others that brings him happiness in life. "If I am ever having a hard day or hard time, I find an opportunity to go help someone else whether it be a stranger, co-worker, friend, or family member. If I am not helping others, I am not happy."

Nate's motto is "Work Hard and Be Nice to People." It is one that he has posted all over his office. "Money and success are a byproduct to putting positive energy back in the world and lucky enough for me, simply helping others whenever I get the opportunity is what I live for."

Throughout this past year, Nate has given back to his community in many ways. For one, he and his team volunteered every quarter at Feed My Starving Children in Mesa where they packed thousands of meals to be sent overseas to impoverished countries. He also successfully helped adopt 116 children for Christmas where members of the community that had the means to help helped to buy gifts that were on each child's "wish list." These are just examples of what Nate has done over the past year alone.

"This last year I was involved in sitting on different panels at WESERV, Women's Council of Realtors, and other events hosted at other brokerages. I love these events because it



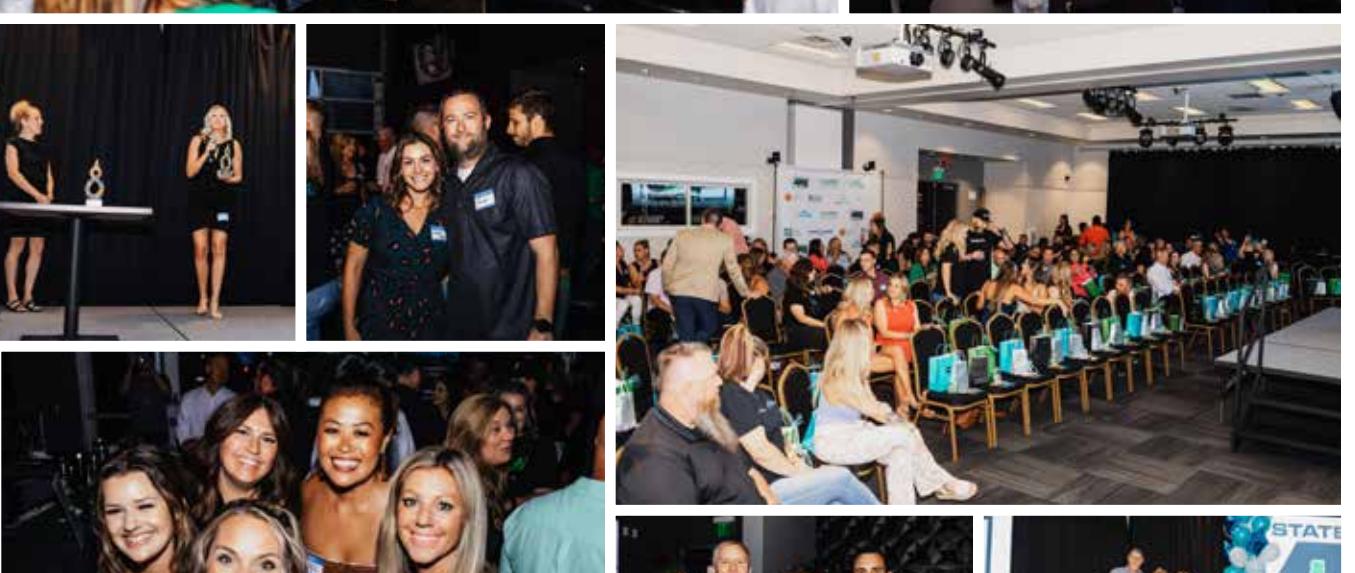
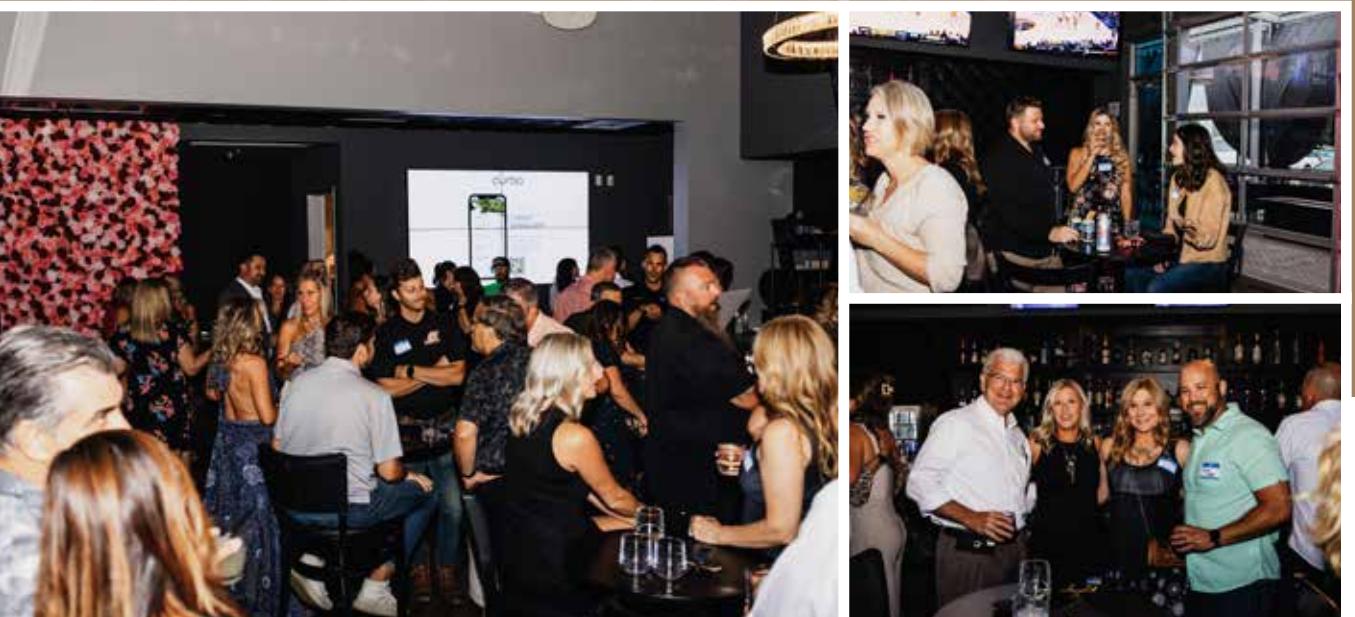
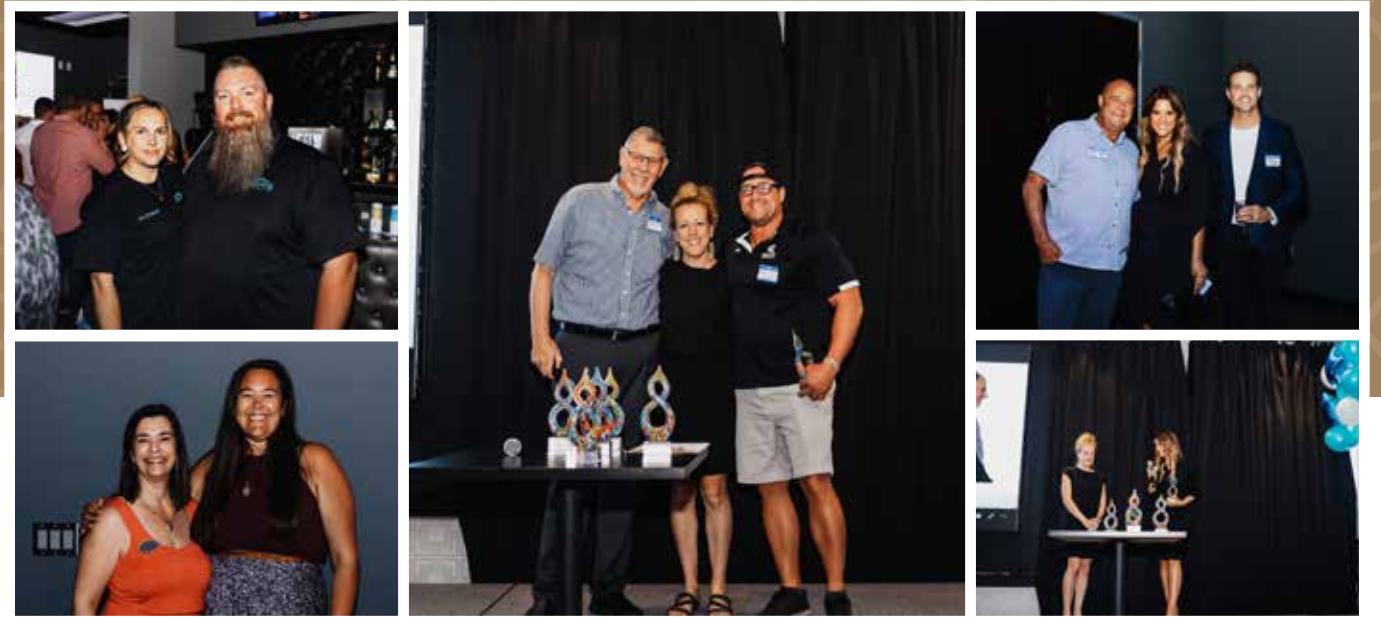
allows me to share my personal experiences in this industry and also share what has worked for me to help others."

"I remain intentional in giving back and providing value to others. My business is not about me but rather everyone else."

Awards Night Event

Photo Credit Devin Nicole Photography







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Eco Roofing Solutions was built on the principles of serving those in our community and providing the best customer experience. Led by third-generation roofer Eric Perry, Eco Roofing Solutions has a big vision — to change the way roofing is done in Arizona. The easiest way to contact us is at the office at 480-695-7736 or by going to EcoRoofAZ.com to schedule your free inspection! We are proud to serve a large number of REALTORS® in the valley and happily accept after-escrow payments as needed!

Many of the benefits of Eco Roofing can be summed up in the words ***e*ducation, ***c*ommunication, and ***o*rganization**. Eric and his Eco Roofing team are passionate about all three aspects, and they work together as an extension of each REALTOR's® team to serve the community.****

Eco Roofing Solutions

Eric Perry
ecoroofaz.com

“REALTORS® have so much going on,” Eric noted. “We want to help make their job easier by taking care of things related to roofing. We strive to arrive within 48 hours of a requested pre-inspection. Agents never have to hunt us down because we always provide same-day estimates. We also go a step beyond and record *everything* in an easy-to-understand, tangible, compressed video that the agent can easily text or email to their clients. It is our goal to take all the stress of roofing needs off every agent’s shoulders and help them make their sales and retain satisfied clients.”

Eric chooses employees with excellent attitudes and aptitude. The who team share the common goal of serving as many people as possible and giving them the perfect client experience. Each day the entire team recites the eight core values of Eco Roofing Solutions, ensuring that the service and communication you receive from any team member is the same service and communication you would receive from Eric.

The Eco Roofing team is focused on protecting the environment as well as the families who live in each home. Eco Roofing uses environmentally friendly, responsible, sustainable products that have good longevity. The Arizona Roofing Contractors Association recently recognized Eco Roofing Solutions as the 2022 Roofing Contractor of the Year. It is a great honor to receive this award, chosen through votes from their peers.

“Our commitment is to build long-lasting roofs while implementing methods that ensure the lowest environmental impact,” Eric shared. “We offer a wide variety of services including roof repair and installation. We provide several durable yet sustainable options including asphalt shingle, flat, foam, rolled, and tile roofing.”

GOLD SPONSORS



Curbio

Brittany Ortiz
curbio.com

In today's real estate landscape, 8 in every 10 buyers want updated, move-in ready homes, making pre-sale repairs and remodels more critical than ever before. Curbio, founded in 2017, aims to revolutionize the multi-billion-dollar home improvement industry and has rapidly emerged as the nation's leading pay-at-closing solution for pre-sale home improvements. Exclusively partnering with real estate agents and their selling clients, Curbio is laser-focused on smart, profit-driven updates that will maximize the value of every home sale.

The kicker: homeowners never pay a penny out of pocket with 100% of the project costs deferred until closing with no deposits, progress payments, interest charges, or fees, ultimately making effective, pre-sale updates a feasible option for every home seller.

As the licensed and insured General Contractor on every project, Curbio delivers a completely turnkey solution for all jobs, with no minimum requirement or upper limit on project size, making it every agent's go-to contractor. That paired with their simple, cutting-edge technology is

how Curbio simplifies and streamlines the traditionally stressful home improvement experience, helping agents and their clients achieve faster sales and higher returns.

The process of sourcing, vetting, managing, and coordinating trades-people is extremely time-consuming and is a thief of sales-generating activities. With Curbio, agents can hand over this task (and many more) to their dedicated Curbio Project Manager, who is their single point of contact overseeing all moving pieces from proposal to beautifully finished product, saving agents an average of 40 hours in project management.

When it comes to selling, it's important to stay focused on updates that impact the bottom line. Unlike a traditional contractor that may recommend one does more than they have to, Curbio takes a team approach with the agent to develop a scope that is sure to attract buyers, reduce time on market, boost sales price, and maximize return on investment.

From inspection repairs and minor cosmetic touch-ups to major,

whole-home renovations, Curbio is readily available to help with all pre-listing needs and provides free, same-day estimates with zero obligations, making it a great tool to use whether you've secured a listing or preparing for a listing presentation.

And the proof is in the numbers! Homes updated by Curbio yield an average return of investment of 269% and home sellers walk away with an average net profit of \$80,000 compared to selling as-is, making it a win-win situation for agents and their clients.

Furthermore, Curbio's groundbreaking mobile app allows agents and homeowners to build instant home improvement estimates and see the expected return on investment for projects, allowing them to make data-driven decisions. The innovative app also includes a free inspection pricing tool that converts complicated home inspection reports into a detailed breakdown with location-specific repair pricing within 24 hours, arming agents with the knowledge to negotiate with confidence. The app, Curbio, is available for both Apple and Android users today.

GOLD SPONSORS



State 48 Roofing

Jason Von Payne
state48roofing.com

State 48 Roofing is THE local source for quality roofing services in the valley. Owner Jason Von Payne took his decade of roofing experience and desire to create a company culture that was unmatched to his hometown of Gilbert, AZ and started State 48 Roofing. As the company reached their fourth year in business, they have much to be thankful for. They have grown from 4 employees to approximately 70 (and counting) and in 2022 they exceeded their goal of 10 million dollars in revenue.

Jason and his team take their role in protecting the interests of their clients very seriously. "I love working with people and finding solutions to their problems. Very seldom do people call and say I want a new roof. About 90 percent of the time, when they call us, they have a real need," he explains.

"Roofs are expensive. The average roof runs between \$10,000 and \$15,000, which really makes it the biggest investment that a homeowner will make besides the house itself. We take pride in being the one that people feel comfortable calling."

Reaching out and involving the State 48 Roofing team is easy. "People can call or visit our website to contact us. We'll come out to the property, get up on the roof, take images and video, produce a report/proposal and send it to the client. And we do all of that with options, with a range of shingles that match the owner's plans for the property," Jason emphasizes. "We don't offer a one-size-fits-all approach. We're honest and straightforward. If the roof is shot and needs to be replaced, we'll say that. If, on the other hand, it needs a few repairs, that's the message a client will hear."

In addition, Jason emphasizes that he stands behind his team's work — with what he promises is the best warranty in the state. All inspections State 48 Roofing complete are done for FREE. And, to make things even more attractive and value-filled, clients who are selling their property who need roofing work done can pay for their repairs/replacement through escrow.

State 48 Roofing attributes much of their success to the support from the community and they are always looking for ways to give back. When the team is not on rooftops, you will find them sponsoring local charity events, neighborhood organizations and school sports teams. Service and gratitude are at the heart of their core values and it is with that in mind that they continue to provide quality roofing for everyone they can.

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short-term rentals? Megan and Peter with iTrip are your experts in short-term rentals and can answer these and many more questions about the state of the short-term rental industry here in Arizona. Our proprietary software will help you and your clients analyze your property and give you an estimate as to how much money you can earn with your rental to ensure you are making a great investment choice. Their expertise in all things short-term rentals ensures investors get more money, more attention, and more time with their full-service property management program. Call today for a free rental revenue projection on any property!

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multi-inspector operation, you can expect high-quality service with the best bedside manner in the business. At NPI we offer convenient scheduling with quick turnaround, easy-to-read digital reports delivered same-day, 100% satisfaction guaranteed, and a free 60-day limited warranty. There are always 2 inspectors at each inspection. We also offer additional services such as Sewer Scopes, Termite Inspections, Infrared, Irrigation System Inspections, Pool and Spa Inspections, Mold Testing, and Engineering Certs for Manufactured Homes! Best of all FREE RE-INSPECTS FOR YOUR BINSR REPAIRS!!!

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Fidelity National Home Warranty believes that homeownership and peace of mind can go

hand in hand with the right team. We have built an industry-leading reputation by ensuring homeowners they are able to afford unforeseen and unplanned repair bills long after the close of sale. For years, FNHW has been a leader in providing comprehensive and innovative coverage at an affordable price. Our home warranty plans are carefully crafted with the needs of our customers in mind. We've been the first to market with new coverage and are always a step ahead to meet the challenges of an ever-changing market. As a member of the Fidelity National Financial Inc. family of companies, we are confident that you will be partnered with a company of strength, stability and integrity.

Devin Nicole Photography



At each branding and content session, I try to flaunt the person behind the business

by showing the behind the scenes, the hard work, and even the little moments our customers don't always see. I strive for a lifestyle type session, that's both candid and professional. I give plenty of options for print marketing, website images, and blog/social media posts (and even help with the captions you could use with the image). When choosing Devin Nicole Photography for your photography needs, you're sure to have a great experience!

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At Listing Ladder, we take care of all your real estate listing needs to free you up to grow your business.

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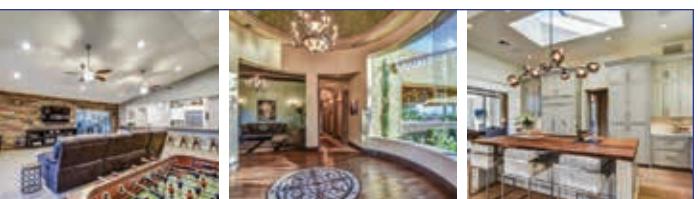
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► sponsor spotlight

By Dave Danielson

Owned by Chuck and Angela Fazio, the Forum Event Complex is located at 2301 S. Stearman Drive in Chandler—in a prime location that makes it easy for your guests to find—and impossible to forget once they've been there.

The Forum is actually a multifaceted facility that combines four unique spaces under one roof.

"As we say, don't settle for ordinary when you can have extraordinary,"

Angela says. "Each space has its own feel and can be used individually or it can be combined with one or more of the others to accommodate larger events."

The Forum offers an experience

that goes well beyond just the venue

space itself. In fact, The Forum comes equipped with full-service bars, as well as a kitchen. In addition, there is a combination of conference rooms and private offices available.

The Patio

When you're looking for the ultimate event venue for your next event, The Patio at The Forum is a prime spot ... an outdoor setting with a 50-foot wrap-around bar.

"This is a pristine outdoor setting that really provides an unmatched experience," Angela says. "It offers ample space for your guests to get to know each other in an atmosphere of comfort and relaxation. Plus, we offer five LED screens strategically placed around the bar."

The outdoor event space also has a large fireplace, water features, an elevated stage, a 650-square-foot upper deck as well as a truly engaging 14-foot video wall. The space can accommodate 250 guests.

Twenty Three 01 Bar & Nightclub

Another intriguing and rewarding destination at The Forum is Twenty Three 01 Bar & Nightclub ... a 3,500 square-foot venue that was created to deliver a

memorable experience ... a space that is divided into different areas to cater to different preferences and activities.

"This is a modern and stylish bar area with comfortable booths with a 20-foot bar, featuring sparkling chandeliers and lighting for a vibrant atmosphere," Angela says. "The bar opens up to the patio and features misters to keep our guests cool on hot days, as well as fire tables to keep you warm on cool nights."

In addition, there is a state-of-the-art DJ booth, as well as a stunning lighting system to transform the space into a truly dazzling spectacle that is supplemented by large-screen TVs and video walls throughout, as well as a remarkable 18-foot flower wall.

The Venue at The Forum

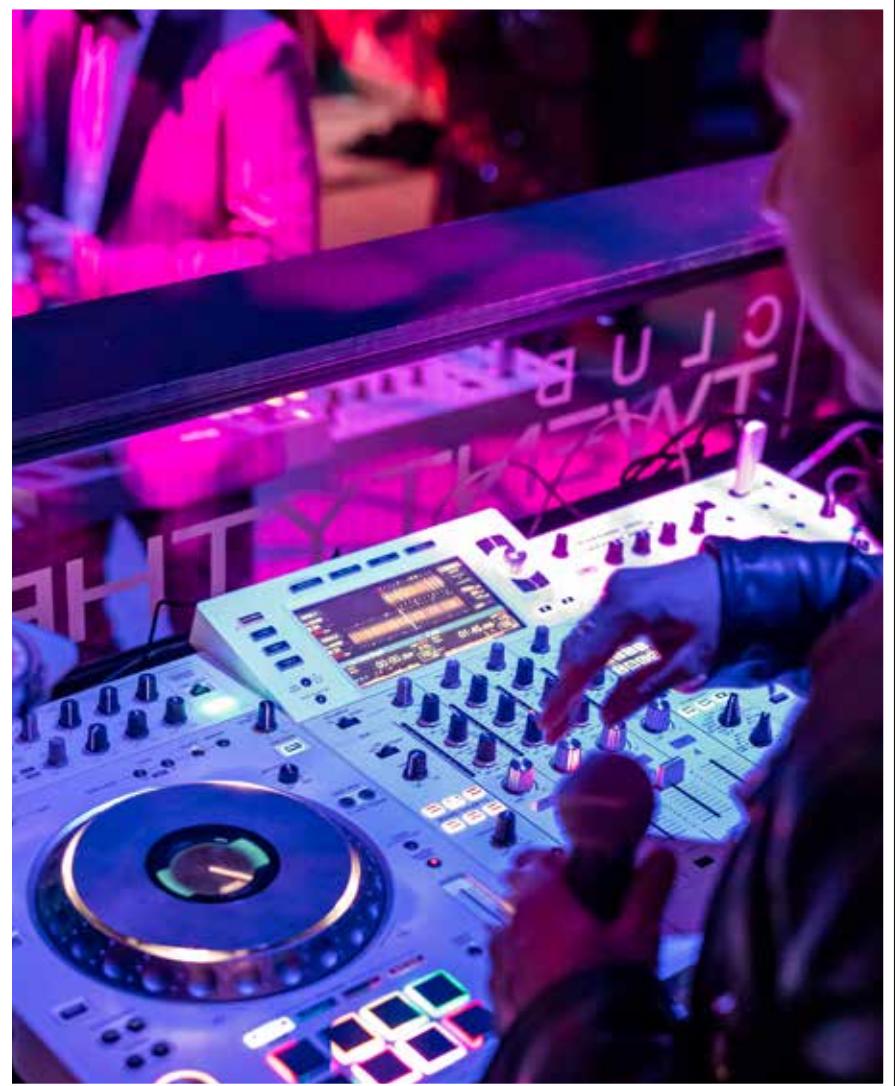
This area is a 2,500-square-foot space that provides the ultimate choice for any occasion.

"Whether you're planning a lively party, an engaging seminar, a dynamic training session or any other special gathering our venue has it all," Angela says. "One of the prime features of the venue is our cutting-edge light and sound system that will immerse your guests in an unforgettable sensory experience, as vibrant colors dance across the room. Plus, there are two 14-foot video walls here that provide the perfect canvas to showcase your content."

The Venue also provides the ability to accommodate up to 220 guests in stadium-style seating, as well as 144 people in classroom seating, or 162 in banquet-style seating.

The Forum Lounge

If you're looking for the ability to host a lively event in an incredible atmosphere, The Forum Lounge is a great bet.



"This area is designed to impress your guests and create lasting memories, accommodating up to 100 seated guests. It offers a unique blend of high tops and low tops, allowing for flexible seating arrangement that suit your needs," Angela says. "This is a great place that can work for a wide range of activities, including a corporate gala, a wedding reception, a baby shower or a milestone celebration."

The Lounge comes complete with a 22-foot full-service bar with elegant pendant lights, as well as a 10-foot video wall. In addition, there's also a VIP Lounge that offers an exclusive space to elevate the experience.

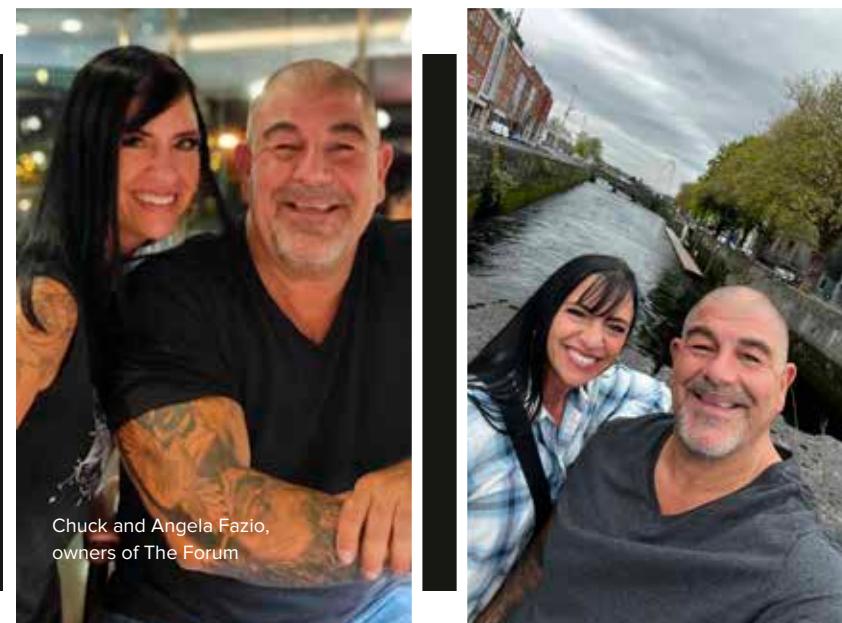
Sharing the Same Path

In addition to owning The Forum, Chuck and Angela have steadily built an awe-inspiring level of success as world-renowned REALTORS® with eXp Realty. In fact, they run an international group of more than 8,000 agents.

Chuck and Angela have a passion for sharing the same path in life and business. They have been married since 2002. They treasure time with their six children and two grandchildren.



“ONE OF THE PRIME FEATURES OF THE VENUE IS OUR CUTTING-EDGE LIGHT AND SOUND SYSTEM.



As Angela says, "We have never spent one day or night apart except when Chuck was in the hospital with COVID. Even then I broke in. We are best friends and run all our businesses together."

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Are you a **chronic YES** 'er?

SECRET WAYS TO SAY **NO** (AND STILL HAVE PEOPLE LIKE YOU)

I want to begin by asking you a question. Do you say yes to everything? Why do we do this to ourselves only to regret it later? Ok so that was two questions, but I'm writing this to those of you who don't want to disappoint anyone, are scared of hurting people's feelings, and aim to please everybody.

I'm going to let you in on a secret. When you say yes all the time what you are really doing is saying no to your own goals and dreams.

Ouch. Now that you understand the repercussions saying yes can have, let's talk about how you can start being the leader of your life and not a reactor to the requests of everyone else.

There are three important keys to being able to say no; clarity, time travel, & impact.



Here are the secret ways to say **NO**
(and still have people like you):

1. I would be honored, yet it's not in alignment with other things I've said yes to.
2. I would love to say yes to that, but I know I would end up letting you down.
3. I wish there were two of me....
4. You know who would be great for that? JohnDoitall is really good at that kind of thing.
5. My calendar fills up very quickly, next time can you ask me several months in advance?
6. I committed to giving 2 hours a month to volunteer work and this month is full.
7. Unfortunately, now is not a good time but it sounds lovely, so next time.

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Devin Egbert

► sponsor spotlight

By Brandon Jerrell



DEVIN NICOLE PHOTOGRAPHY

capturing moments

So many moments happen in life, and it only makes sense to try and capture them. Thankfully, that is one of the luxuries of modern photography. For a REALTOR®, quality photography is essential in a business where faces and names are paramount.

Devin Egbert of Devin Nicole Photography is a wonderful photographer capable of delivering such quality professional photography services. Specializing in lifestyle and candid shots, Devin's wonderful photos have been featured for many of our cover pages and featured agents.

Getting Into Photography

Born and raised in Mesa, Devin is very familiar with the Valley. "When I graduated from Desert Ridge High School, I went to community college for business and realized it wasn't for me." She then got her real estate license and practiced for a while all while still doing photography. However, she soon determined that real estate was not quite what she wanted to do.

She lists that in all honesty, it was a high school course that initially got her interested in photography as a career. "What helped me turn it into a business is the drive I saw from both my parents who own their own businesses, and the flexibility they could have to make school events, family vacations, etc."

"Once I had my own children, I decided that I wanted to be able to be there for their big — and even little — events too without the need to worry about requesting time off or sick days."

She has recently gone (mostly) full-time in her photography business, and she has loved the opportunity to grow her business and to work to perfect her craft.

Building People Up

One of Devin's greatest focuses is her emphasis on communication with her clients. "People, in my generation especially, don't pick up the phone anymore! Problems can be solved much quicker when you talk it out!" she

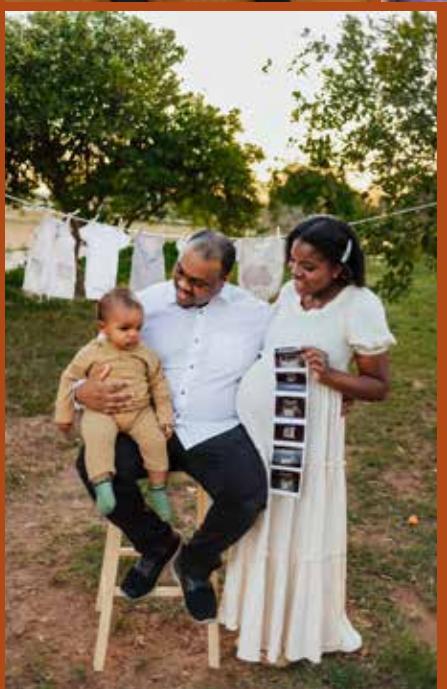
shares. "It's a priority of mine to be on the same page with my customers and clients. Sometimes I feel that I over-communicate, but I would rather give too much info, than not enough."

"I love making people feel confident about who they are *without* having to perform Photoshop plastic surgery. I truly believe that with the correct angles and lighting, anyone can have a good picture made," she claims. Couple that with seamless customer service before and after the shoot, anyone could end up *loving* their photos. Not to mention the number of different poses, prompts, and ideas Devin keeps at the ready.

When she edits her photos, she strives for a true color with a little bit of added warmth. Although she does offer retouching services,

she loves to help clients realize their natural beauty (or handsomeness). "While it can sometimes look nice, it can be a deterrent for your clients when they show up to an appointment and see someone who looks nothing like their photo," she explains. "I try and capture my clients as they are, not as some Glamour Shots version of themselves!"

I love making people feel confident about who they are without having to perform Photoshop plastic surgery. I truly believe that with the correct angles and lighting, anyone can have a good picture made.



66
I try and capture my clients as they are, not as some Glamour Shots version of themselves!

Always Growing

Like many successful business owners, Devin lives by the philosophy to “never stop learning.” In line with this, she lists the different ways that she continues to grow as both a professional and a person: “I continue to do online courses, workshops, and education to learn more about the programs and equipment I use, what new things are out there, and the business/marketing side of my business as well!”

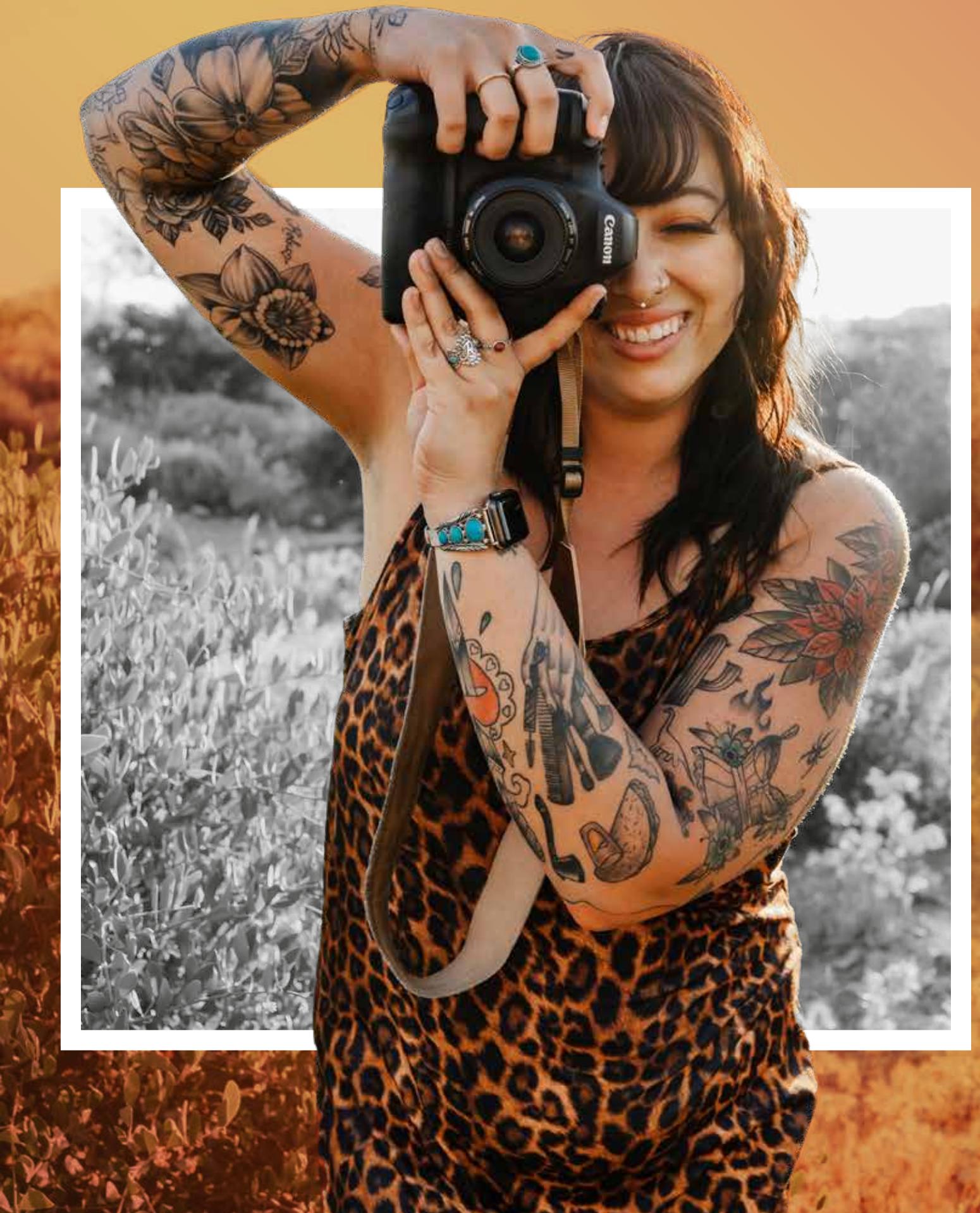
“I’m always willing to help a newer photographer learn the ropes, or a seasoned photographer with questions about ‘how can I handle this situation’ and all of the in-between!” Continuing her growth as a professional, she plans to open her own lifestyle studio space.

As a mom of twin boys, she is excited for her two sons to start kindergarten, and she looks forward to the new experiences that will come along with it. “I’ve recently started working out, which has been a great stress reliever! I also enjoy going out to new or different restaurants, going dancing with my friends, and meeting new people!”

Devin describes “choosing happiness” as her greatest achievement. “I’m not cheerful every day, but I have chosen and made a life that I’m happy with. I don’t think you have to have the nicest car, the fanciest house, or the name-brand clothes to be happy. You have to wake up and decide the day you’re going to have and how you’re going to interact with people that day.”

We have been honored to be able to feature Devin’s fine work in many of our issues. Next time you are looking for a photographer, make sure to consider Devin Nicole Photography!

Website: www.DevinNicolePhotography.com



RECENT ATTACKS ON REAL PROPERTY TAX LIENS AND TAX DEEDS



► legal corner

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

Investing in real property tax liens, like in Arizona, or real property tax deeds, like in Florida and many other states, may be a good investment tool to increase an investor's real estate portfolio. In addition, buying real property tax liens and real property tax deeds help local governments with the shortfalls that are left when property owners refuse to or fail to pay their property taxes. Without real property tax liens and/or deeds our county governments could suffer financially and not have the money desperately needed to pay for schools, police and firefighters. In addition, having the ability to procure property through tax liens or tax deeds is good for neighborhoods when properties having once been abandoned or seriously neglected can be refurbished to add value to the community at large.

Unfortunately, real property tax collection systems like tax liens and tax deeds have been under attack in many states across the Country with Minnesota and Nebraska being the most notable recently. Even Arizona has not been safe from groups running to the Arizona legislature for the last three years in a row trying to completely upend Arizona's tax lien statutes. These disingenuous groups claim that they are just trying to help the proverbial "little old lady" out from losing her home using scare tactics with phrases like "equity theft". You may have even seen a recent article using that phrase in our local newspaper. But the reality is that these groups are only motivated by money themselves as they seek to change the foreclosure process to enable themselves to take control of the auction process for a profit.

In a recent U.S. Supreme Court case, *Tyler v. Hennepin County*, the United States Supreme Court ruled that Minnesota's tax deed system may be unconstitutional as it may violate the takings clause of the Fifth Amendment to the United States Constitution which reads as follows: "Nor shall private property be taken for public use, without just compensation."

In the *Tyler* case, the U.S. Supreme Court ruled that *Tyler* should have had the opportunity to apply for excess proceeds and Hennepin County should not have been able to just transfer the home to satisfy her tax debt. While that may sound like a good result initially, the reality was that *Tyler* was completely upside down in her home and there was no equity to be had by her as she owed more than the home was worth to third party lenders. Thus, the ruling ultimately does not make sense practically speaking.

Arizona has a much different system than Minnesota's. The 5th Amendment protects against government takings. But with Arizona's tax lien system, the government does not take anything. Instead, 3 years after the taxes are owed, Arizona counties sell the tax liens to investors like you and I to cover the delinquent taxes. The property owner has another three years from there before that tax lien investor can start the foreclosure process. The counties provide annual notices to the property owner so there are no surprises that the taxes are owed or that the lien has been sold to an investor. And presuming the property owner maintains a good mailing address with the county assessor and treasurer, a property owner will be notified by the investor at least three times through an initial notice under A.R.S. § 42-18202, service of a summons and complaint and service of an application for entry of default before a foreclosure can even occur giving the property owner ample opportunity to redeem and pay the outstanding taxes.

By allowing the private sector to do the collecting and the length of time it takes in Arizona, Arizona's system is immensely distinguishable from the system in Minnesota. Right in the beginning of the Supreme Court opinion it says the County seized the condo. Not a private actor like our system in Arizona. The *Tyler* appeal centers around the taking clause which would not apply to a private actor like Arizona tax lien holders. Also, the Minnesota system of

foreclosing is much shorter than ours. In Minnesota it is 1 year as opposed to 6 years like ours in Arizona before a foreclosure lawsuit can be brought. Further, in Minnesota, the County gets a judgment and transfers property to the State which is not what happens in Arizona. The State never gets title in Arizona. In Minnesota, after the State gets title, the owner has 3 years to redeem to get title back but remains an equitable owner and if not redeemed the equitable interest is extinguished in favor of the State. The State could keep the property and never sell it. But, if it does sell it, the excess goes to the County. Nothing like that exists in Arizona either. In fact, in the limited situations where the State were to foreclose a tax deed, there is a mechanism in Arizona for the recovery of the excess proceeds for the property owner under A.R.S. § 42-18303.

In *Tyler*, the Supreme Court also discussed how under the Minnesota system the tax deed foreclosure does not extinguish the personal debt liability for the property taxes. That is a major difference from what happens in Arizona and a major factor in my opinion as to why the Supreme Court ruled the way it did. In Arizona, the personal debt for the property goes away with the foreclosure relieving the owner of any further tax liability which would be a benefit for a struggling property owner, not a detriment.

In addition, while many pundits have their opinions on the ultimate impact of the *Tyler* case, the case was before the Supreme Court on a motion to dismiss. The actual merits of the case have not really been ruled upon yet. In my humble opinion, while not a constitutional law scholar, that makes the majority of the Supreme Court opinion something we call just dicta and most likely could not be used to challenge systems in other states like Arizona. The U.S. Supreme Court did not straight up and come out and rule that the Minnesota law is unconstitutional per se just simply that *Tyler* had enough to maintain a cause of action that Minnesota's system could be problematic.

Further, there are protections for elderly and indigent homeowners that would not justify a change in Arizona's

tax lien system. 2 different homeowners in my cases this year have paid their taxes through the Arizona Department of Housing ("ADH" homeowners assistance program. The ADH begun implementation of a \$197 million Homeowner Assistance Fund (HAF) Program. Arizona's plan was approved by the U.S. Department of Treasury on January 4, 2022, you can view live progress on applications received, applications approved, and up-to-date payment disbursement by visiting Arizona's dashboard at <https://haf.azhousing.gov/dashboard>. In addition to the state of Arizona's dashboard, the following link to the US Department of Treasury's website will provide you information about the federally funded program to assist distressed homeowners. (<https://home.treasury.gov/policy-issues/coronavirus/assistance-for-state-local-and-tribal-governments/homeowner-assistance-fund>).

In addition, seniors in Arizona are entitled to property tax relief coming in three different forms. First, there is an exemption for widows, widowers and totally disabled persons. For qualified people, the exemption has the effect of reducing the assessed value of the real property with a corresponding reduction in property tax. Second, there is a program of tax deferral. Under the deferral program, payment of property taxes is not required until the real property is sold or the person dies or the property becomes income producing. A.R.S. §§ 42-17301-17313). Third, under Proposition 104, which passed in 2000, qualified individuals are granted a property tax freeze. All of these programs are administered by your local County Assessor's office. For more information on these programs, you may contact the Arizona Department of Revenue at (602) 716-6843 for general information or your local County Assessor's office for more detailed information and any necessary applications.

Based upon the numerous protections that exist, there is no need for a change to Arizona's tax lien system. I am optimistic that Arizona's tax lien system can continue to exist as a good investment tool for investors and a good tax collection mechanism for our county governments. At Hymson Goldstein Pantiliat & Lohr, our business is your peace of mind.

SPLASH PADS, PARKS, PONDS

AND PLENTY OF FUN
TO BE FOUND AT MESA'S
RIVERVIEW PARK.



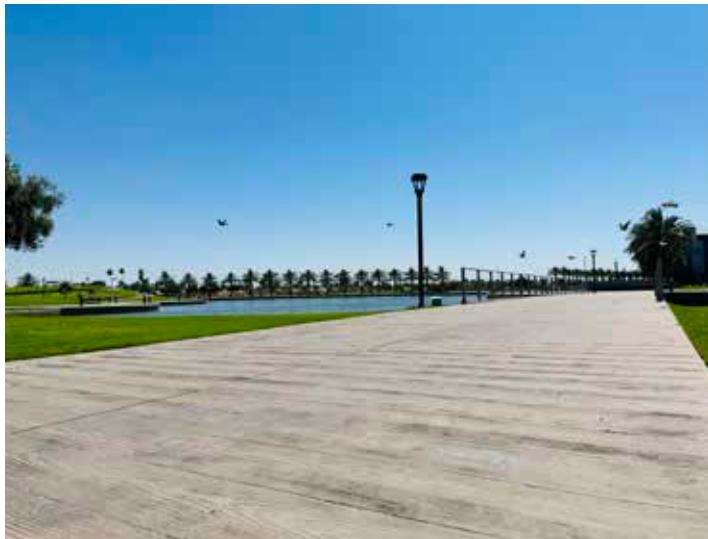
► tenacious reviews

By Kimberly "Tenacious T" Tocco

We are mid-way through the summer and temperatures are rising. By now we are well into our over one-hundred-degree days and stepping outside in the Valley of the Sun is like stepping into a giant hair dryer. Most of us have taken our summer vacations, we have finished the boot camps and summer school programs and are needing a place to go daily, for birthdays, heck just to cool off and be able to chill with our children.

Cue Riverview Park! After a major renovation project, Riverview is now home to the Cubs Spring Training Facility,

Sloan Park, and the park itself has been transformed into a premier recreation destination. This park has what we as parents, caregivers, and family need most...a splash pad! While the valley has water parks, public swimming pool, staycations, and fountains at some of the outdoor malls, a splash pad is the way to go! Little ones can run-a-muck and a lifeguard is not necessary, shaded picnic tables and ramada areas can be reserved. You have a birthday to plan? Family coming into town, on a budget, or parent groups need a place to go? Then Riverside is where it's at!



The park is the largest I have seen in this area and has magnificent structures that kids can play on. Upon arrival, you will see a clean expansive lake with an artistic design and sleek modern look. Just a few of the amenities:

- Sloan Park, the new Spring Training home of the Chicago Cubs.
- Community Fishing Lake
- Spray ground with multiple water features.

Open 7 days a week from 9am - 10pm.

Playground extraordinaire including:

- 50-foot tall Genesis climbing tower
- 60-foot long caterpillar mesh rope climbing structure
- 2 playground clusters for ages 2-5, 6-12, and above
- Shaded picnic areas with tables
- Reservable shaded picnic ramadas - Reservations (480)644-PLAY (7529)
- Shaded play structures
- Miles of accessible sidewalks
- Display fountain
- Open play areas
- Restrooms
- Public Transportation options to Sloan Park and Riverview Park

Also nearby is the The Center that offers over one million square feet of combined mixed use and retail. When you need a day of recreation, easy shopping, and some lite bites, this is the destination! As real estate professionals look for solutions for families who have downsized, maybe decided owning a pool is too costly, or that public pools around the valley are too crowded, Riverview is a fantastic solution and area to bring your clients and also search for homes. Mesa has come a long way over the one hundred and fifty-five years since its establishment. Summer is here, the high temperatures are here and so are these wonderful little spots to cool us off, come together and appreciate the simple things in life.

"Water, sunshine, laughter, a cold drink, and a good breeze." What more does a happy heart need?



“
Water, sunshine,
laughter, a cold
drink, and a
good breeze.
”



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What improved your quality of life so much, you wish you did it sooner?



Annette Holmes
Good Oak Real Estate

It took me a few years to convince my husband/partner agent that we could do it, but finally striking out on our own after many years on a team as high producing buyer's agents created a huge change in the quality of life for us!!

We learned so much being on a team for many years so that we know exactly how our new team members want to be treated, and some pitfalls we will avoid. Knowing that the demands placed on us are driven by our own clients and our common goals and not someone else's goals created a wonderful sense of empowerment.



Chris Tiller
Russ Lyon Sotheby's International Realty

Had my kids. The purpose, motivation, drive, focus and joy are way more than I could have ever expected. Although my life is immeasurably better, my business has been exponentially improved.



Richard Harless
AZ Flat Fee

I have always been one to lean into technology and creation of efficient systems, but there is a human element that simply cannot be ignored. When I started focusing on hiring people with incredible talent, my quality of life and the overall experience and service level of our clients increased dramatically. My advice is to hire sooner than you think you need to, and at a higher level than you think you need.



Lauren Sato
West USA Realty

Leaving corporate America and becoming my own boss selling real estate. Before, I never thought I had the entrepreneurial spirit - boy was I wrong!



Janine Igliane
Keller Williams Realty East Valley

For years my quality of life suffered big time. I was working all the time, trading sleep for more working hours and overall less family time. I ended up so stressed that I gave myself shingles and missed out on precious family time. I had to learn the hard way that I need to put myself first. If



I'm not taking care of myself, how can I take care of anyone else, like clients or family? So I changed up my schedule to accommodate family time and me time. I literally had to schedule time out of the office, be it a breakfast or lunch with a friend, getting a massage, etc. I also protect my Sundays and make sure I take that day off. Giving myself permission to have time off was a big help. That and planning vacations to look forward to!



Suzy Steinmann
Realty ONE Group

Hiring an administrative assistant!!! Hands down has changed my life/work balance. I was afraid I wouldn't consistently make enough money to pay her. Now I realize that hiring her has increased my income 3 fold so paying her has never been an issue. I could kick myself for not doing it sooner!



Jessica Keigley
Keller Williams Integrity First Realty

Hiring my executive assistant has tremendously improved my quality of life, and I wish I had done it sooner. Initially, I hesitated due to the expense, but it turned out to be life-changing for both my personal and professional life. Having an assistant has made our processes flow smoothly, surpassing the limitations of a daily planner.

In hindsight, I should have hired an assistant when I started making a livable wage. Delegating tasks and responsibilities has allowed me to focus on what truly matters and enjoy a healthier work-life balance. It has not only improved business efficiency but also given me more time with my family.

Reflecting on my journey, I now understand the immense benefits of having an assistant. Although I held off due to expenses, the decision to hire one has paid off in ways I couldn't have imagined. I encourage others to invest in the right support system early on, as it can truly transform both personal and professional aspects of life.



Chris Reece
Good Oak Real Estate
High end counseling.



Rebecca Hidalgo Rains
Berkshire Hathaway HomeServices Arizona Properties
The day I disabled the alerts from my iPhone! LIFE GOT SO MUCH BETTER and LESS STRESSFUL!!!



Nate Knight
ProSmart Realty
Made time for myself! We pour so much into our clients, the people we work with and the work we do but all while doing this, I would always forget to 'fill my cup'. Find a hobby, take a weekend away, spend time with family. Whatever it is, make time for yourself!



Nick Kirby
Keller Williams
Getting an on-staff transaction coordinator. Best money you can spend and provides so much leverage.



Gordon Hageman
Arizona 1 Real Estate
1) Hiring an assistant.
2) Only working with clients that value my time and services.
3) Not working with renters thinking that they could be homebuyers in the future.



Darwin Wall
Realty ONE Group
Time management and delegating tasks.



Mikaela Clark
Limitless Real Estate
As a busy REALTOR®, owner and Designated Broker of Limitless Real Estate, wife, and mother of three, I understand the challenges of balancing multiple roles. From personal experience, setting clear boundaries between work and personal life has significantly improved my quality of life. It has allowed me to prioritize time for myself, my family, and my interests, avoid overcommitment, preserve my well-being, and enhance productivity. Embrace boundaries to reclaim control over your time and achieve a harmonious work-life balance.



WeSERV Celebrates Our Good Neighbor Award Winners



► weserv monthly update

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

What exemplifies a Good Samaritan? Their actions to assist others in need are paramount and at the forefront of what they do. These amazing individuals make it their duty to serve the community in whatever capacity and lead the way to creating a better tomorrow. WeSERV is exceptionally fortunate to have members who fit these criteria, and we are honored to celebrate our 2023 Good Neighbor Award Recipients. WeSERV's Good Neighbor Awards recognize REALTOR® and Affiliate Members who have made an extraordinary impact on their community, or the national or world stage, through volunteer work. Five winners are announced and recognized annually at a WeSERV-hosted meeting or event and receive \$500 for their charity. This amazing group of REALTORS® demonstrated their commitment to their communities by giving their time and money to charities that have meaning to them and by giving their time and talents to helping others, thereby changing their lives.

I'm always blown away by our members' selflessness when it comes to serving others. Our association's mission is to "Provide Services that Lead to Member Prosperity." It's the core of how we run our operations, and seeing our members be the very definition of our mission statement is extremely inspiring. Congratulations to these five outstanding, talented real estate professionals. You deserve all the accolades and praises.

Lisa Fowler of eXp Realty | Dysart Community Coalition
The Dysart Community Coalition is a non-profit Parent Teacher Organization (PTO) dedicated to supporting the education and well-being of students at five local schools in the Dysart Unified School District. The organization was founded by passionate parents, teachers, and community members who recognized the importance of working together to provide the best possible education for their children. Lisa and other volunteers help to engage parents and community members in school activities and events, which leads to a stronger sense of school

community and support for students and teachers. They have raised over \$127,000 to support school programs, activities, and equipment. Their successful fundraising efforts provide resources that might not otherwise be available, such as updated technology, field trips, and uniforms for our teams.

Dana Hubbell of Dana Hubbell Group | Matthew's Crossing Food Bank
Matthew's Crossing Food Bank's mission is to provide food and other necessities and unite the community to fight against hunger. Matthew's Crossing opens its doors to anyone that needs them five days a week. Dana Hubbell has been a part of Matthew's Crossing Food Bank for the past 11 years, to which she has contributed between \$1,000-\$7,000 annually.

Nicole Piper of Juniper Realty LLC | The Friends of the Copper Queen Library

The Friends of the Copper Queen Library is a 501(c)3 nonprofit organization that supports the Bisbee libraries by purchasing materials and sponsoring programs, workshops, and events. Nicole has facilitated free community writing, dance, and art classes, GED prep books, NYT subscription, streaming video service, professional development for librarians, health and hygiene kits for the unhoused, and more. The Copper Queen Library was voted Best Rural Library in 2019 while she served on the Board, which opened the door for much larger grants. She also cohosted a Chocolate Tasting fundraiser in early 2020, which raised \$6,400. It was voted the best event in Cochise County that year.

Rosio Robison of Realty ONE Group | The Rose Fund Scholarship

The Rose Fund Scholarship provides tuition scholarships to single, young mothers attending Estrella Community College and Phoenix College. By helping a young woman get an education, the likelihood of her and her family living in poverty decreases significantly. The Rose Fund Scholarship gives these moms confidence and encouragement, knowing a community of women is supporting them. Rosio created the rose fund scholarship because of her own life experience. She wanted to help single teen moms continue their higher education. The scholarship fund raised more than \$15,000 in its first year.

Catherine Sitarz of Realty ONE Group | Helping Children Succeed in School Foundation

Helping Children Succeed in School Foundation's mission is to continue helping children, parents, teachers, and schools throughout the Valley by providing necessary school supplies and items needed for all to succeed. In 2019, 2020, and 2021 annual school supply drives were held. Each year the number of items donated to schools and families grew. After four years, over 5,000 items have been donated to 12 schools.

TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
1	Richard Harless	AZ Flat Fee	\$41,489,422.00	94
2	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$35,439,226.00	59
3	Darwin Wall	Realty ONE Group	\$34,791,513.00	70
4	Karl Tunberg	Hague Partners	\$34,502,500.00	59
5	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$25,452,451.00	46
6	Lacey & Drew Lehman	Realty ONE Group	\$25,123,229.00	49
7	Tyler Blair	My Home Group Real Estate	\$24,465,209.00	52.5
8	Carol A. Royse	Your Home Sold Guaranteed Realty	\$23,401,819.00	42.5
9	Garrett Lyon	eXp Realty	\$22,576,110.00	45
10	TJ Kelley & Ben Leeson	Keller Williams Integrity First	\$21,471,292.00	42
11	Shannon Gillette	Real Broker AZ	\$20,520,000.00	57
12	Scott R Dempsey	Redfin Corporation	\$19,371,922.00	31
13	Nathan D Knight	ProSmart Realty	\$19,360,739.00	31.5
14	Jody Sayler	Just Selling AZ	\$19,148,482.00	33.5
15	Kenny Klaus	Keller Williams Integrity First	\$18,923,401.00	40
16	Charlotte Young	Realty ONE Group	\$18,742,229.00	34.5
17	Benjamin Arredondo	My Home Group Real Estate	\$18,513,450.00	22.5
18	Rebekah Liperote	Redfin Corporation	\$18,278,500.00	28
19	Russell Mills	Close Pros	\$17,450,165.00	23
20	Mindy Jones	eXp Realty	\$17,357,970.00	43
21	Stacy Ladin	Berkshire Hathaway HomeServices Arizona Properties	\$16,540,000.00	2
22	Michelle Rae Colbert	Keller Williams Integrity First	\$16,361,050.00	25.5
23	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$15,835,170.00	24
24	Jody Poling	AZ Seville Realty	\$15,206,405.00	13.5
25	Thomas Popa	Thomas Popa & Associates	\$15,137,025.00	12.5
26	Adam Prather	Russ Lyon Sotheby's International Realty	\$14,978,850.00	24
27	Brandon Howe	Howe Realty	\$14,943,250.00	12.5
28	Daniel Brown	My Home Group Real Estate	\$14,849,190.00	24
29	Rick Metcalfe	Canam Realty Group	\$14,729,799.00	37.5
30	Clayton Denk	David Weekley Homes	\$14,704,484.00	16
31	Carey Kolb	Keller Williams Integrity First	\$14,574,975.00	28.5
32	Charlotte M Allred	Gehan Homes	\$14,440,018.00	20.5
33	Mary Newton	Keller Williams Integrity First	\$14,269,250.00	39
34	Eric Brossart	Keller Williams Realty Phoenix	\$14,163,000.00	15.5

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
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1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
51	Hai Kim Bigelow	Redfin Corporation	\$11,927,000.00	18
52	Blake Clark	Limitless Real Estate	\$11,901,450.00	13.5
53	Pushpit Tandon	Hague Partners	\$11,847,000.00	6.5
54	Jason LaFlesch	Results Realty	\$11,740,000.00	16.5
55	Yalin Chen-Dorman	Realty ONE Group	\$11,672,139.00	22
56	Richard Johnson	Coldwell Banker Realty	\$11,576,995.00	19
57	Cassandra J Mueller	eXp Realty	\$11,457,190.00	27
58	Leonard Behie	Realty Executives	\$11,428,800.00	12
59	Lorraine Ryall	KOR Properties	\$11,423,000.00	12.5
60	Angela Tauscher	Rover Realty	\$11,300,917.00	21
61	Heather Werner	Ravenswood Realty	\$11,260,485.00	18
62	Jacquelyn E Shoffner	eXp Realty	\$11,230,431.00	15.5
63	Aimee N. Lunt	RE/MAX Solutions	\$11,222,859.00	16
64	Jill Vicchy Heimpel	RE/MAX Classic	\$11,011,875.00	28
65	Joshua Will Hogan	eXp Realty	\$10,998,714.00	15
66	Dallin Simonton	Realty ONE Group	\$10,829,500.00	14
67	Eve Bragg	Opendoor Brokerage	\$10,752,875.00	25
68	David C Zajdzinski	eXp Realty	\$10,735,328.00	20.5
69	W. Russell Shaw	Realty ONE Group	\$10,693,100.00	23
70	Elizabeth Rolfe	HomeSmart	\$10,690,215.00	12.5
71	Karen C. Jordan	Thomas Popa & Associates	\$10,649,675.00	9
72	Bob & Sandy Thompson	West USA Realty	\$10,640,280.00	16.5
73	Leslie K. Stark	Realty ONE Group	\$10,627,000.00	9
74	Cristen Corupe	Keller Williams Realty Phoenix	\$10,581,450.00	9
75	Kathy Camamo	Amazing AZ Homes	\$10,468,786.00	25
76	Chris Allen	Hague Partners	\$10,396,700.00	18.5
77	Suzanne M Daniels	Opendoor Brokerage	\$10,278,250.00	24
78	Brent Heiden	Iannelli and Associates	\$10,261,499.00	21
79	Kelly Michael	KOR Properties	\$10,227,990.00	6
80	Dawn M Forkenbrock	Real Broker AZ	\$10,143,557.00	16.5
81	Angela Larson	Keller Williams Realty Phoenix	\$9,976,150.00	27
82	Megan C Perry	Woodside Homes Sales AZ	\$9,963,292.00	15
83	Suzy Steinmann	Realty ONE Group	\$9,755,400.00	20
84	Kelly Saggione	eXp Realty	\$9,738,075.00	16

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
85	Rachele M. Oram	HomeSmart Lifestyles	\$9,720,429.00	14
86	Lori Blank	Lori Blank & Associates	\$9,693,900.00	11
87	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$9,627,997.00	15
88	Frank Gerola	Venture REI	\$9,574,090.00	15
89	Mary Almaguer	Apache Gold Realty	\$9,544,000.00	20.5
90	James Bill Watson	Keller Williams Realty Sonoran Living	\$9,533,202.00	11
91	Jason Crittenden	Realty ONE Group	\$9,385,465.00	18.5
92	Daniel Callahan	RE/MAX Classic	\$9,348,300.00	25
93	Jaime L Blikre	My Home Group Real Estate	\$9,298,315.00	17
94	Andrew McGuire	ProSmart Realty	\$9,276,900.00	15
95	Heather Taylor	ProSmart Realty	\$9,260,499.00	10
96	Jesse Wintersteen	ProSmart Realty	\$9,256,500.00	19
97	Jennifer Felker	Keller Williams Integrity First	\$9,229,949.00	10.5
98	Lisa Hordichuk	RE/MAX Fine Properties	\$9,180,000.00	4
99	Cindy Flowers	Keller Williams Integrity First	\$9,175,450.00	18.5
100	Lisa M Harris	Hague Partners	\$9,160,000.00	17

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023	#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
101	John Evenson	eXp Realty	\$9,151,330.00	22.5	134	Michael W Cunningham	West USA Realty	\$7,937,634.00	11
102	Marc Slavin	Realty ONE Group	\$9,119,225.00	4.5	135	Brian J Cunningham	eXp Realty	\$7,866,700.00	12
103	Elizabeth A Stern	Farnsworth Realty & Management	\$9,058,000.00	19	136	Paulina Matteson	Realty ONE Group	\$7,805,477.00	10
104	Allison T Johnson	Good Oak Real Estate	\$9,055,500.00	8	137	Scott Heywood	HomeSmart	\$7,804,990.00	8
105	Casey J. Jann	My Home Group Real Estate	\$8,942,366.00	6.5	138	John Karadsheh	KOR Properties	\$7,744,250.00	7.5
106	Kelly Khalil	Redfin Corporation	\$8,920,500.00	14	139	Kimberly Lotz	Redfin Corporation	\$7,668,071.00	16.5
107	Marshall Hancock	Delex Realty	\$8,858,197.00	11	140	Janine M. Igliane	Keller Williams Realty East Valley	\$7,655,315.00	13.5
108	Erik Geisler	West USA Realty	\$8,763,900.00	10	141	Dianna Wood	Opendoor Brokerage	\$7,650,617.00	17.5
109	Brian Kingdeski	Gentry Real Estate	\$8,753,175.00	14.5	142	Lori J Peterson	American Realty Brokers	\$7,597,000.00	19
110	John Biddle	Redfin Corporation	\$8,662,400.00	16	143	Sergio Santizo	Hague Partners	\$7,586,710.00	15.5
111	Scott Cook	RE/MAX Solutions	\$8,611,500.00	14	144	Denise Hanna	Gehan Homes	\$7,580,266.00	13
112	Nicholas R Kibby	Keller Williams Realty Phoenix	\$8,601,050.00	15	145	Daniel T Birk	Realty Executives	\$7,539,000.00	13
113	Adam B Coe	Delex Realty	\$8,594,700.00	17	146	Lorri Blankenship	Carriage Manor Realty	\$7,523,600.00	45
114	Shannon Nicole Duke	AZ Flat Fee	\$8,570,000.00	14	147	Deanna Calkins	Home Centric Real Estate	\$7,494,935.00	14
115	Warren Petersen	Network Realty	\$8,494,016.00	5	148	Kelly R. Jensen	KJ Elite Realty	\$7,481,257.00	17
116	Carla Holzer	Realty ONE Group	\$8,470,500.00	5	149	Shanna Day	Keller Williams Realty East Valley	\$7,472,050.00	9
117	Mike Mendoza	Keller Williams Realty Sonoran Living	\$8,452,461.00	13.5	150	Beth Rebenstorf	Realty ONE Group	\$7,431,063.00	11
118	Radojka Lala Smith	eXp Realty	\$8,390,250.00	13.5	151	Michele Keith	HomeSmart	\$7,393,040.00	8
119	Krzysztof Okolita	My Home Group Real Estate	\$8,362,499.00	16	152	Pamela L Docekal	Realty ONE Group	\$7,391,300.00	9
120	Amanda Pinkerton	HomeSmart Lifestyles	\$8,305,000.00	11	153	Ryan Meeks	Keller Williams Integrity First	\$7,386,310.00	10.5
121	Brian McKernan	ProSmart Realty	\$8,293,600.00	22	154	Wendy J Macica	Home Centric Real Estate, LLC	\$7,381,400.00	16
122	Natascha Ovando-Karadsheh	KOR Properties	\$8,285,750.00	8.5	155	Stacia Ehlen	RE/MAX Alliance Group	\$7,378,150.00	11.5
123	Michelle Cross	Launch Powered By Compass	\$8,276,750.00	4.5	156	Lindsay Mazzola	eXp Realty	\$7,340,000.00	4
124	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$8,228,970.00	13	157	Anastasia Gervasi	HomeSmart	\$7,335,499.00	15
125	Michael Ratzken	Two Brothers Realty & Co	\$8,206,450.00	11.5	158	Alisha B Anderson	Real Broker AZ	\$7,286,850.00	15
126	Catherine Merlo	Berkshire Hathaway HomeServices Arizona Properties	\$8,180,200.00	11	159	S.J. Pampinella	Redfin Corporation	\$7,261,500.00	10.5
127	Mikaela N Clark	Limitless Real Estate	\$8,150,781.00	7	Disclaimer: Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.				
128	Ryan D Bawek	eXp Realty	\$8,144,500.00	7					
129	Kirk Erickson	Schreiner Realty	\$8,135,400.00	16					
130	Kimberly Sanders	Realty ONE Group	\$8,129,500.00	14					
131	Kirk A DeSpain	Call Realty, Inc.	\$8,105,490.00	9					
132	Laura Michaud	Orchard Brokerage	\$8,071,650.00	15					
133	Nicholas L. Carlson	Launch Powered By Compass	\$8,040,500.00	2.5					

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
160	Nicholas Giles	Keller Williams Realty East Valley	\$7,242,150.00	9
161	Tammie Fischer	Realty ONE Group	\$7,238,400.00	15
162	Brandi Samples	Long Realty Partners	\$7,215,495.00	14
163	Cynthia Worley	Keller Williams Realty East Valley	\$7,213,536.00	8
164	Curtis Johnson	eXp Realty	\$7,208,750.00	15.5
165	Vincent Clark	VCRE	\$7,207,500.00	2.5
166	Annette Nelson	HomeSmart	\$7,203,490.00	14
167	Kiara I Cadillo	Opendoor Brokerage	\$7,197,902.00	17
168	Justin Cook	RE/MAX Solutions	\$7,182,845.00	11
169	Annette E. Holmes	Good Oak Real Estate	\$7,139,700.00	14
170	Lisa Fonseca	Lori Blank & Associates	\$7,139,500.00	14
171	Roger Lewis	Realty ONE Group	\$7,117,000.00	9
172	Robert Reece	Good Oak Real Estate	\$7,107,000.00	13
173	Tara Hayden	Redfin Corporation	\$7,084,800.00	14
174	Jeffrey T Traynor	Howe Realty	\$7,075,000.00	1
175	Jason Arnett	Arnett Properties	\$7,064,800.00	12
176	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	\$7,051,900.00	10.5
177	Kathleen Scott	Redfin Corporation	\$7,027,750.00	15.5
178	Brett Worsencroft	Keller Williams Integrity First	\$7,002,200.00	15
179	Heidi S Spielman	Platinum Living Realty	\$6,982,600.00	28
180	Peggie Jean Herron-Simmons	Realty Marketing Group	\$6,977,051.00	6
181	Eric R Middlebrook	Your Home Sold Guaranteed Realty	\$6,928,000.00	11
182	Brandon Gavins	Hague Partners	\$6,919,350.00	13
183	John Hrimnak	Keller Williams Integrity First	\$6,870,667.00	13.5
184	Mark Berberian	My Home Group Real Estate	\$6,855,000.00	3
185	Brian Rhode	Barrett Real Estate	\$6,812,500.00	9.5
186	Kristi Hinkle	OfferPad Brokerage	\$6,790,900.00	11
187	Susan Hallamore	HomeSmart	\$6,789,000.00	5
188	Barbi King	Keller Williams Integrity First	\$6,785,000.00	5
189	Adam Dahlberg	Hague Partners	\$6,760,150.00	15
190	Lauren Sato	West USA Realty	\$6,752,500.00	14
191	Becky Kolb	Keller Williams Integrity First	\$6,738,225.00	11

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
192	Dawn Carroll	Lori Blank & Associates	\$6,724,000.00	9
193	Mike Schude	Keller Williams Integrity First	\$6,667,875.00	10
194	Bret Johnson	Realty Executives	\$6,648,650.00	12
195	Christine Schroedel	CMS Properties & Real Estate	\$6,629,990.00	8
196	Shawn Rogers	West USA Realty	\$6,615,650.00	13
197	James Thompson	Keller Williams Realty East Valley	\$6,600,550.00	14
198	Amy N Nelson	Keller Williams Realty East Valley	\$6,593,500.00	10.5
199	Braden Johnson	Limitless Real Estate	\$6,592,490.00	11
200	Gordon Hageman	Real Broker AZ	\$6,566,418.00	13

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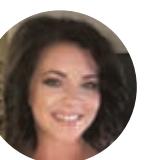


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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
201	Jill McFadden	Delex Realty	\$6,552,400.00	10
202	Hannah Farbstein	My Home Group Real Estate	\$6,548,868.00	14.5
203	Julie Chamberlain	eXp Realty	\$6,525,859.00	4
204	Rita L. Stevenson	The Hogan Group	\$6,500,000.00	4
205	Michael Olberding	Berkshire Hathaway HomeServices Arizona Properties	\$6,498,214.00	16.5
206	Royal Henry	Cactus Mountain Properties	\$6,475,700.00	20
207	Kevin McKiernan	Venture REI	\$6,472,800.00	11.5
208	Kara M Beecroft	Thomas Jambor Realty Solutions	\$6,461,900.00	12
209	Danielle Bronson	Redfin Corporation	\$6,432,890.00	14
210	Kandi Andresen	Keller Williams Integrity First	\$6,371,000.00	10
211	Jennifer L Rutledge	Urban Luxe Real Estate	\$6,332,000.00	6
212	Kaushik Sirkar	Call Realty	\$6,328,950.00	10.5
213	Leila A. Woodard	My Home Group Real Estate	\$6,320,179.00	14
214	Katie Lambert	eXp Realty	\$6,319,740.00	12
215	Chris Benson	NextHome Alliance	\$6,312,000.00	10.5
216	Ryan Rossrup	Realty ONE Group	\$6,286,000.00	12
217	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	\$6,213,900.00	8
218	Dawn Matesi	Locality Real Estate	\$6,211,000.00	11
219	Beau K Tanner	Perkinson Properties	\$6,204,000.00	5
220	Kelli Blagen	LYS Properties	\$6,200,000.00	4
221	Jed A Gray	HomeSmart	\$6,186,800.00	6.5
222	Nicolle Karantinos	Realty Executives	\$6,183,500.00	7.5
223	Nicki Highmark	Realty Executives	\$6,183,500.00	7.5
224	Katrina L McCarthy	Hague Partners	\$6,183,389.00	10
225	Sarah J Luzi	Tyche Real Estate	\$6,181,940.00	9.5
226	Pamela Coffman	Opendoor Brokerage	\$6,144,659.00	14.5
227	Ben Swanson	Keller Williams Integrity First	\$6,140,500.00	14
228	LaLena Christopherson	West USA Realty	\$6,123,500.00	8
229	Frank Vazquez	Venture REI, LLC	\$6,114,446.00	14
230	Jim Sobek	Weichert, Realtors-Home Pro Realty	\$6,113,250.00	12
231	Jenna L. Marsh	Realty Executives	\$6,101,590.00	7.5
232	Stephanie Strobel	Hague Partners	\$6,093,500.00	13
233	Sherri L. Stella	Russ Lyon Sotheby's International Realty	\$6,084,300.00	10.5
234	Christina M Fox	Tierra Bella Realty	\$6,083,500.00	19

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
235	Kimberly L Schonhoff	KJ Elite Realty	\$6,077,686.00	13
236	Chad Fuller	K. Hovnanian Great Western Homes	\$6,071,225.00	7
237	Kraig Klaus	Keller Williams Integrity First	\$6,067,675.00	13.5
238	Luis Salmon	Keller Williams Integrity First	\$6,059,567.00	11.5
239	Andrea Deely	Redfin Corporation	\$6,034,585.00	11
240	Benjamin Graham	Keller Williams Realty East Valley	\$6,028,000.00	12
241	Amy Laidlaw	Realty Executives	\$6,025,038.00	12.5
242	Gilbert Moreno	HomeSmart	\$6,022,116.00	14.5
243	Kari Salvato	Coldwell Banker Realty	\$6,000,740.00	7.5
244	Julia Kinkead	HomeSmart	\$5,998,000.00	8
245	Alexander M Prewitt	Real Broker AZ	\$5,996,687.00	6.5
246	Adriana L. Spragg	RHouse Realty	\$5,996,500.00	12
247	Ronald Bussing	Realty ONE Group	\$5,965,799.00	10.5
248	Diane Bearse	Realty Executives	\$5,917,614.00	8.5
249	Marci Burgoyne	Crown Key Real Estate	\$5,915,000.00	8
250	Timothy J Cusick	Homelogic Real Estate	\$5,906,486.00	9.5

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
251	Keith M George	Coldwell Banker Realty	\$5,893,250.00	16.5
252	Bryce A. Henderson	Four Peaks Brokerage Company	\$5,846,800.00	11
253	Ceejay Cesiel	Berkshire Hathaway HomeServices Arizona Properties	\$5,845,500.00	10.5
254	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	\$5,845,000.00	7
255	Kate Anderson	Coldwell Banker Realty	\$5,827,250.00	9
256	Andrew K Bradford	Realty ONE Group	\$5,821,500.00	12.5
257	Robert E Johnson	RJ4Homes	\$5,800,000.00	1
258	Gabrielle Bruner	Delex Realty	\$5,791,400.00	11.5
259	Brian AJ Flatley II	eXp Realty	\$5,765,000.00	7.5
260	Christopher Lopez	World Class Properties	\$5,760,000.00	2
261	Carissa Gardner-Bolton	OfferPad Brokerage	\$5,758,850.00	13.5
262	Stacie Neumann	Russ Lyon Sotheby's International Realty	\$5,756,890.00	8
263	Kristie Falb	HomeSmart	\$5,748,592.00	34.5
264	Len Nevin	eXp Realty	\$5,725,499.00	10.5
265	Barbara A Shadoan	RE/MAX Classic	\$5,704,000.00	15
266	Eric Cluff	RE/MAX Alliance Group	\$5,695,000.00	11
267	Thomas L Wiederstein	Redfin Corporation	\$5,676,000.00	15
268	Megan Elizabeth Trentin	Libertas Real Estate	\$5,665,000.00	2.5

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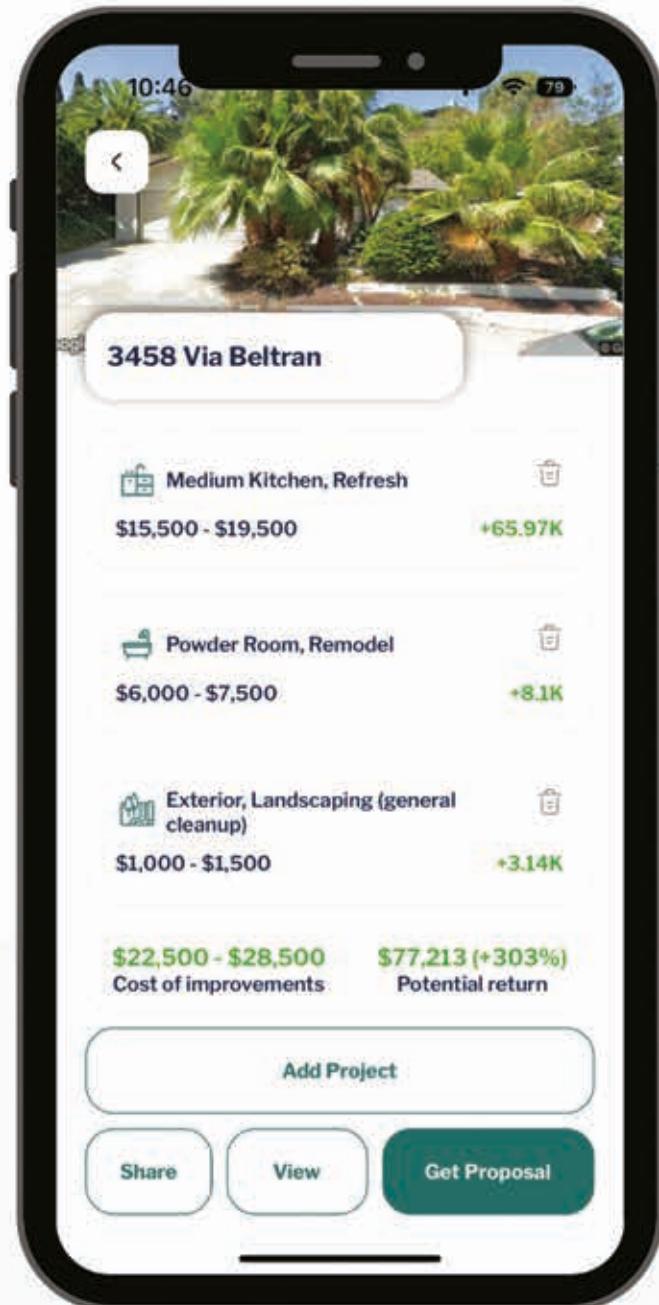


TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan. 1 - June 30, 2023

#	Name	Office	Total Volume Sales 01/01/2023 - 06/30/2023	Total Unit Sales 01/01/2023 - 06/30/2023
269	Jill Anne Hamilton	West USA Realty	\$5,659,890.00	5.5
270	Ashley McKee	Realty Executives	\$5,643,450.00	11.5
271	Zachary Pebler	Realty ONE Group	\$5,626,000.00	3
272	Jardin Ratzken	Two Brothers Realty & Co	\$5,605,250.00	7
273	Christian Lemmer	Engel & Volkers Gilbert	\$5,600,000.00	1
274	Rachel Krill	eXp Realty	\$5,593,400.00	12.5
275	Tiffany Carlson-Richison	Realty ONE Group	\$5,571,499.00	8.5
276	Jeffrey L. Franklin	Realty Executives	\$5,566,192.00	9
277	Christy Rios	Keller Williams Integrity First	\$5,557,500.00	7
278	Kristi Jencks	eXp Realty	\$5,552,450.00	8.5
279	Kathryn R Arter	Realty ONE Group	\$5,524,900.00	11
280	David Larsen	West USA Realty	\$5,519,990.00	10
281	Steven Coons	Farnsworth Realty and Management	\$5,519,100.00	14.5
282	Lisa Wade	Realty ONE Group	\$5,519,000.00	46.5
283	Kurt C Kominski	Realty ONE Group	\$5,519,000.00	46.5
284	Michael McCabe	My Home Group Real Estate	\$5,510,100.00	11
285	Austin Denham	DenMar Realty	\$5,502,000.00	14
286	Kelly Robbins	ProSmart Realty	\$5,497,090.00	13
287	Stephanie N Sandoval	HomeSmart Lifestyles	\$5,489,390.00	9.5
288	Nicole W. Hamming	Glass House International	\$5,452,400.00	8
289	Pamm Seago-Peterlin	Century 21 Seago	\$5,444,000.00	11
290	Cassie Rhodes	My Home Group Real Estate	\$5,443,445.00	10
291	Andrew W Eiferle	Realty ONE Group	\$5,438,000.00	11
292	Melanie Nemetz	Keller Williams Integrity First	\$5,429,410.00	9.5
293	Julie R.B. Quesada	Keller Williams Integrity First	\$5,333,520.00	6.5
294	Jean Grimes	Russ Lyon Sotheby's International Realty	\$5,324,800.00	11
295	Richard Collins	Keller Williams Integrity First	\$5,315,440.00	11.5
296	Chris Lundberg	Redeemed Real Estate	\$5,310,000.00	8.5
297	Ashley McCombs	Keller Williams Integrity First	\$5,290,815.00	11
298	Tammy Medigovich	Bella Casa Realty	\$5,283,500.00	8
299	Michael D Smith	Barrett Real Estate	\$5,278,133.00	9.5
300	Chris Baker	Hague Partners	\$5,270,350.00	9.5

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