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

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Golden Nuggets



Mary Newton

Keller Williams Integrity First

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Marcelino Lopez

West USA Realty

He who has their WHY, can overcome any HOW.



Merrill Jencks

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"Your true worth is determined by how much more you give in value than you take in payment. Your income is determined by how many people you serve and how well you serve them. The most valuable gift you have to offer is yourself." - From the book *The Go Giver* By Bob Burg and John David Mann.

This book is my favorite business book, and I am a firm believer in being a giver. Give more than others. Serve more than others. Contribute more than others. Add more value. Put the needs of others first. If you do this, you will be successful, and I have found this to be super true in my life and in my business.



Kathryn Lansden

First American

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the story of *East Valley Real Producers*

A NEW CHAPTER BEGINS IN 2024

In 2016 a new concept called Real Producers began making a buzz around the Cutco Closing Gift community. One of Cutco's top representatives, Remington Ramsey, approached an established magazine company (N2 Publishing) and pitched them the idea of creating a publication centered around the top 500 REALTORS® in his city. The magazine would be paired with social events and supported by industry vendors, who would have the opportunity to build meaningful relationships with the community. And best of all, it would be free to the REALTORS® and not a pay to play.

Indy (short for Indianapolis) Real Producers was born and was a massive success.

In 2017, *East Valley Real Producers* became one of the first dozen Real Producers in the nation.

Today, there are over 120 Real Producer franchises. In Arizona, along with East Valley, there is Tuscon, Scottsdale, and eventually the West Valley will re-launch.

In January, the nation's most successful franchise owner, Mike Maletich, will

be taking over my position with *East Valley Real Producers*. Mike has been with Real Producers for several years and will do an outstanding job.

Through the relationships I made while running Real Producers, I was introduced to real estate investing. (Specifically, from meeting Steve Chader and having him speak at Real Producer Masterminds and reading his and Jennice Doty's book *HOLD*). I now plan to focus my energy on building my portfolio, fix and flipping, partnering with REALTORS® to help match buyers and sellers to distressed properties, and speaking about short term rental investing to real estate audiences on a professional level.

I also will still be heavily focused on my Cutco business.

East Valley Real Producers, REALTORS®, and Vendor partners, thank you so much for joining me on this ride for the last 7 years, and I'll look forward to seeing you around town, just with a different title.



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Jenni



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HOUSEMASTER
Bill and Jane Hafdal
phoenix.housemaster.com

Meet the Hafdal family, the driving force behind HouseMaster Serving Greater Phoenix. In 2020, Bill and Jane Hafdal took the reins of this franchise, marking the beginning of a new era. Their passion for the business extends to the next generation, with adult children Jordan and Brady Hafdal joining as inspectors in 2021.

What sets HouseMaster apart? It's not just a home inspection service; it's a legacy. As part of the first and most experienced home inspection brand in North America, this franchise is evolving into a multi-generational family business. Bill and Jane bring a wealth of experience, boasting 12 years of franchise business ownership. The torch passed from another local couple, who held the territory for over two decades, has found capable hands in the Hafdals. Their focus? The East Valley. Whether you're buying or selling a single-family home, multi-family property, manufactured home, or exploring 55+ communities, HouseMaster Serving Greater Phoenix has you covered.

But it's not just about inspections; it's about peace of mind. The Hafdals go above and beyond, offering a comprehensive visual inspection along with a complimentary termite inspection. Your satisfaction is their priority. Transform your home inspection experience with a family-driven approach. Contact the Hafdals today to schedule an inspection and step into a new era of property confidence.



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FIRST AMERICAN HOME WARRANTY

protecting the investment

By Dave Danielson • Photo Credit Gilead Hernandez, Grafobox Media

No one can predict the future and what may or may not happen to a given property. But one thing is certain ... the need to have protection in place — just in case.

One of the most powerful ways to protect the investment that homeowners make in a property is by calling on the services of Area Manager Kathryn Lansden and First American Home Warranty.

“First American Home Warranty is a leading provider of home warranty service contracts that protects a home’s system and appliances from unexpected repair and replacement costs due to normal wear and tear,” Kathryn explains.

“For nearly 40 years, FAHW has been helping homeowners safeguard their budgets. Our customers appreciate the value our comprehensive coverage provides.”

Solutions at Work

Some may be wary of putting home warranty protection in place — wondering how often it actually gets used.

“In 2022, over 31% of our customers placed a claim in the first 90 days of coverage so a warranty is great budget protection,” Kathryn says.

Those who get to know and call upon the expertise of Kathryn and First American Home Warranty appreciate knowing they have an edge in terms of responsiveness, knowledge, and care.

“When it comes to responsiveness, clients want to be heard and they want to know there is a path to get their claims completed. I never duck calls ... even when it’s 110-plus in Phoenix,” she says. “Having the challenging conversations and addressing clients when things are not going as they envisioned takes confidence and resilience.”

Wealth of Experience

Kathryn brings a wealth of experience to her role, as well, having worked for three different warranty

companies, which gives her a unique perspective on what she calls “industry standards.”

As she says, “This helps me set great expectations for customers on their coverage. It also allows me to diffuse situations when customers find out something isn’t covered.”

Kathryn’s clients feel the elevated level of care she provides.

“Every agent and client deserves to be heard and acknowledged. Making the sale is the easy part. Providing great customer service



For nearly 40 years, FAHW has been helping homeowners safeguard their budgets. Our customers appreciate the value our comprehensive coverage provides.

leads to satisfied and loyal customers,” Kathryn says. “I am not a pass-the-buck type of person. I personally respond to each and every call and concern that comes my way.”

Driven by Care

It’s clear that Kathryn has a strong drive for what she does. Through time she has continued to build a true wealth of knowledge and experience that she loves sharing with her partners and clients to put valuable coverage in place.

“I get a huge amount of satisfaction out of educating my community and recently started teaching continuing education classes, too,” she says.

People and Purpose

There have been pivotal experiences that have shaped who Kathryn is

and have provided an example of her resourceful and caring nature.

“I was blessed to be able to foster my niece several times in her life and she considers me her mom. I first took her in when she was 3. And then again in 2005 after Hurricane Katrina devastated the Gulf Coast. She was 11 and came to live with me for a year,” she says.

“Our relationship is something that I treasure and I can’t wait for her to complete her tour of duty in the military to relocate to Phoenix permanently. She and her husband should be here by late 2024.”

Family is at the heart of life for Kathryn.

“I’m also blessed to have both of my parents and two siblings and their

Every agent and client deserves to be heard and acknowledged. Making the sale is the easy part. Providing great customer service leads to satisfied and loyal customers.

families who live close by. I visit my parents most week-ends and we have many family traditions we honor around the holidays,” she says.

As an empty nester, she cherishes time with her long-time boyfriend, Paul. She also likes to spend time with her rescue dog, Sadie.

In their free time, Kathryn and Paul like hiking and exploring downtown Chandler.

Kathryn is also a foodie, a wine lover and an avid gardener.

As she looks ahead, Kathryn continues her passionate drive to care for her partners and clients.

“I’ve been in the industry 40 years, and I definitely plan on staying with FAHW for years to come,” she smiles.

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MARY NEWTON

Authenticity



The path to success is rarely simple. It is even more rarely easy. However, in the real estate industry, the most important thing to do while traveling down the road to success is to always remain authentic.

Not only does Mary Newton — the owner of Newton Home Group with Keller Williams Integrity First — cherish her authenticity, but she includes it within her definition of success: “Success to me is being my authentic self in business and doing what I say I’ll do.”

Before Real Estate

Mary was born in Guadalajara, Mexico, for what she explains were real estate purposes. She was raised in Mesa from day five and considers herself an Arizona native. “My dad, Robert King, was a licensed REALTOR®/Broker from 1978-2013, so I grew up watching his success in the business and knew I wanted to follow in his footsteps. My mother, Bernie King, was a Rural Letter Carrier and taught us the importance of work and independence as females.”

She graduated from Mesa High School and attended Scottsdale Community College. She then graduated from Dental School and worked in the dental industry for 15 years. “I have been in the service industry in some fashion my entire adult life. It has taught me how to respond to all different personalities and find common ground.”

Favoring Flexibility

“Having my children and wanting to raise them without childcare services was my main reason to start in real estate,” explains Mary. “My mindset was to work part-time which is hilarious looking back because this business is anything but part-time if you want to be successful.”

Mary entered the industry in April of 2006 where she has now seen nearly two decades of success.

She lists the flexibility and lack of a time card to punch as two of the great benefits that led her to enter the real estate industry. “It allowed me to be at home with my kids when they needed me most,” she elaborates. She shares how this industry enables her to be there with her family and cherish both the big moments and especially the small moments such as school pickups and cooking family dinners.

Mary and her husband, Greg Newton, have been married for the past 20 years. Together they have three children. Their oldest, Connor, is 27. The middle child, McKenna, is 19. The youngest, Michael, is 17. “We enjoy camping, hunting, traveling, beach time, and snow skiing,” she explains.



▶ featured agent

By Brandon Jerrell • Photo Credit Devin Nicole Photography

“

NEVER DOUBT
YOURSELF,
**SUCCESS IS
ACHIEVABLE!**



Value of Authenticity

In her business, Mary is never one to shy away from going the extra mile for her clients. She shares how she is not afraid to go above and beyond for her clients as she is proud of her strong referral business.

For Mary, being involved in a person or a family’s journey — “whether it’s a first-time home buyer, outgrowing/downsizing their current space, moving into a retirement community, or wealth building through investment properties” — is the most fulfilling part of her work. “It is such an honor to be of service to others.”

In her business, she makes certain that her clients are cared for by making use of her open and authentic communication skills. She explains how her goal is to form a community by being active and seen. She does this not only by the way she conducts her sales but also through sponsor activities.

“I don’t treat my clients as a transaction and leave them once the deal closes,” she shares. She also shares how she gives her clients handwritten thank you cards, birthday cards, and home anniversary cards.

Maintaining Success

Mary also explains how important it is to establish boundaries — especially when she is already going above and beyond for her clients. For example, she makes sure to never enter her home while on the phone. “I do enjoy time to reset. That may include reading a book, dinner with friends/laughter, or a great spa day.”

experience and success, Mary is a testament to how important it is to be authentic. With more to come, she shares how she looks forward to continuing to grow and run a healthy real estate business. “Retirement is in the running, eventually!” she jokingly adds.

With that, Mary leaves us with some closing words of wisdom: “Never doubt yourself, success is achievable!”

Website: [Newtonhomegroup.kw.com](https://newtonhomegroup.kw.com)





► legal corner

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

Not Feeling the *Neighborly Love*

Have you ever had a nasty neighbor that polluted your air that you breathe or caused excessive noise disturbances with a dog that barks excessively? Have you ever tried to call the police and they would not do anything about it? Or if the police did issue a citation for a city ordinance violation only to have the neighbor restart their concerning behavior a short time later? Many newer housing developments do not give people much elbow room or space between houses which can make an annoying neighbor even more exasperating.

If the police or city you live in won't do anything about the annoying neighbor or the problem persists after they do, there are civil causes of action available potentially to remedy the issue. One cause of action that a person could have against their neighbor is a nuisance

claim. There are two types of nuisances, a private nuisance and a public nuisance.

1. The Tort of Private Nuisance.

Arizona law recognizes the tort of private nuisance. The Supreme Court of Arizona defined nuisance as "use of property or such a course of conduct, irrespective of actual trespass against others, or of malicious or actual criminal intent, which transgresses the just restrictions upon use or conduct which the proximity of other persons or property in civilized communities imposes upon what would otherwise be rightful freedom. It is a class of wrongs which arises from an unreasonable, unwarranted, or unlawful use by a person of his own property, working an obstruction or injury to the right of another, or to the public, and producing such material annoyance, inconvenience, and discomfort

that the law will presume a resulting damage." See *City of Phoenix v. Johnson*, 51 Ariz. 115, 123 (1938). The Arizona Supreme Court has adopted the Restatement (2nd) of Torts definition of private nuisance, as well:

RESTATEMENT (SECOND) OF TORTS § 821D: Private Nuisance

A private nuisance is a nontrespassory invasion of another's interest in the private use and enjoyment of land.

A private nuisance is strictly limited to an interference with a person's interest in the enjoyment of real property. *Armory Park Neighborhood Ass'n v. Episcopal Community Services in Arizona*, 148 Ariz. 1 (1985) (ruling in favor of an injunction against center providing meals to indigent persons due to trespass and littering on residents' property).

In order to maintain a cause of action for a private nuisance the Restatement (Second) of Torts § 822 (1979) provides as follows:

One is subject to liability for a private nuisance if, but only if, his conduct is a legal cause of an invasion of another's interest in the private use and enjoyment of land, and the invasion is either

- (a) intentional and unreasonable, or
- (b) unintentional and otherwise actionable under the rules controlling liability for negligent or reckless conduct, or for abnormally dangerous conditions or activities.

Further, the Restatement (Second) of Torts § 821F (1979) provides that "[t]here is liability for a nuisance only to those to whom it causes significant harm, of a kind that would be suffered by a normal person in the community or by property in normal condition and used for a normal purpose."

Thus, if a neighbor is doing something that interferes with your private use and enjoyment of your home, you have the right to take a civil action against him/her. Some examples that allow you to take action might be a neighbor allowing his dog to bark at night; a neighbor running a noisy business out of his/her home; a neighbor that burns trash causing excessive smoke to come onto your property; a neighbor who has construction performed during non-business hours that keeps you awake in the early morning; or a neighbor who has extremely bright backyard lights that constantly shine into your bedroom. The remedies available in these cases are potentially an injunction to stop the unwanted behavior and monetary damages. Unfortunately, attorney's fees are not recoverable in these types of cases generally.

Be careful of moving to a home where a neighbor is already engaging in the annoying activity as there may not be protection for you. In *Spur Industries v. Del E. Webb Development Co*, 108 Ariz. 178, 494 P.2d 700(1972), the case established that, when the "offending" use of a property pre-exists the arrival of the complaining party, then the complaining party may not demand equitable relief from the nuisance owner. In the *Spur* case, Del Webb built Sun City near a livestock feedlot, and then complained in court that the stench and flies it produced were a nuisance, with the hope that the feedlot would be forced to cease operations. But the Arizona Supreme Court found partly in the feedlot owner's favor, saying that though the effects of the feedlot could now be considered a nuisance, Webb would have to make up for the feedlot owner's cost of either shutting down or moving his enterprise, because Webb created the problem by building a populous residential real estate community near the nuisance.

2. The tort of Public nuisance

A public nuisance is not limited to an interference with the use and enjoyment of one's land. A public nuisance encompasses any unreasonable interference with a right common to the general public. *Armory Park*, 148 Ariz. at Id. at 8 citing RESTATEMENT (SECOND) OF TORTS § 821B and PROSSER ON TORTS, § 86 at 618.

In the case of *City of Phoenix v. Johnson*, 51 Ariz. 115, 75 P.2d 30 (1938), the Arizona Supreme Court noted that a nuisance is public when it affects rights of "citizens as a part of the public, while a private nuisance is one which affects a single individual or a definite number of persons in the enjoyment of some private right which is not common to the public." *Id.* at 123, 75 P.2d 34. A public nuisance must also affect a considerable number of people. *Id.* See also *Spur Industries v. Del Webb Development Co.*, 108 Ariz. 178, 494 P.2d 700 (1972); See *Armory Park Neighborhood Ass'n v. Episcopal Cmty. Services in Arizona*, 148 Ariz. 1, 4, 712 P.2d 914, 917 (1985).

The Arizona legislature adopted a similar requirement in the criminal code, defining a public nuisance as an interference "with the comfortable enjoyment of life or property by an entire community or neighborhood, or by a considerable number of persons...."5 A.R.S. § 13-2917. A public nuisance may subject the neighbor to liability for both criminal and tort liability. See A.R.S. § 13-2917. Plaintiff need not prove, however, a violation of criminal law in order to establish liability for the tort of public nuisance. *Armory Park*, 148 Ariz. at 9.

An example of a public nuisance would be when the sewage plant/system operates in a manner that is injurious to health, offensive to the senses, or an obstruction to the free use of property, that interferes with the comfortable enjoyment of life or property by an entire community or neighborhood, or by a considerable number of persons. A neighbor engaging in criminal activity could also be considered a public nuisance. A neighbor who stores dangerous material on their property could also be committing a public nuisance.

We hope that your neighbors are more considerate of you and the neighborhood. But if not, at Hymson Goldstein Pantiliat & Lohr, PLLC, we can help with a cease and desist demand letter or even file a lawsuit if the situation gets too unbearable. Remember, our business is your peace of mind.

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Photo Credit: ShannonLy Photography



MERRILL JENCKS

TO CONQUER

It is no surprise that we here at East Valley Real Producers love to highlight the top agents in our area. Time and time again we focus on what these agents do for others — how they give back to their clients, friends, and community. However, it is an honor all its own to be able to feature an agent for their life outside of real estate.

This month, we are honored to have the privilege to share Merrill Jencks’ inspiring weight loss journey. We have previously featured Merrill Jencks with BIG Helper Group at EXP Realty in our magazine (back in 2017), so his success as a REALTOR® and his passion for others is already undeniable, but such a claim can never be overstated. As Merrill says, “I’m all about proving value and being a giver.”

Pushes and Setbacks

Merrill begins his story by explaining how he has struggled with weight throughout his life. “I remember my very first job was at a Baskin Robbins when I was 15, and that is when I started gaining weight pretty rapidly. By the time I was a junior in high school, I was over 300 pounds. As an adult, I’ve constantly been going on diets.”

“Those who have known me over the past 15 years as a real estate agent can probably recall several times where I lost a lot of weight (even lost over 100 pounds a few times) only to gain it all back — usually with even more.”

That changed in 2019 when he decided to “get really serious” about his health and fitness. He shares how he did Optavia — “a low-carbohydrate and reduced-calorie weight loss program that combines home-prepared and packaged meals” — as well as consistently working out. “I had hired a personal trainer and I was working out four or five times a week. I was putting on a lot of muscle. I was doing some hormone replacement therapy. I was on a roll.”

“Then I read a book I totally loved called *The Obesity Code* by Dr Jason Fung, which teaches a lot of amazing principles, but one of the main things I got out of it was the benefits of both intermittent and even long-term fasting. I started implementing that, but like a lot of things I do, I got really extreme

with it and started doing a couple of 10-day water-only fasts, and I even did a 30-day water-only fast.”

Merrill shares how he was able to get down to around 330 pounds by the end of his last 30-day fast. However, this was shortly before Covid hit.

Getting Back on Track

Merrill explains how the impact of Covid completely destroyed his routine. “I basically started to fall apart. Maybe it was not being able to go to the gym. Maybe it had more to do with just the anxiety and concern that the peak of Covid brought for a lot of us. Or maybe I am just making excuses. But I gained everything back and hit my highest-ever weight of 476 pounds by July of 2021. That is when I decided I needed to make a lasting change.”

This time, he hired a health coach who focused purely on helping Merrill find balance and sustainability rather than trying to sell any specific diet or program. “The new program was not about doing Keto or calorie deprivation. It was about eating healthier whole foods most of the time, but also still occasionally indulging in treats so that I could keep up the pace.”

Now, Merrill meets with his coach every week to discuss Merrill’s health. This includes his exercise, sleep, stress, water intake, and more. “I’m not perfect at it, but having an accountability partner for me has been huge.”

He also adds that he joined a new gym, Potential Realized Training (PRT) in south Gilbert, which is more like a community than anything else. “The way everyone there roots for each other and cheers each other on has been a huge part of my journey and learning to *love* working out, which I have never loved before.”

►► real story
By Brandon Jerrell



Continuing to Conquer

At the time of our interview with Merrill, he is down to 260 pounds — a very significant number considering he is a 6’8” man. “It is by far the lightest I have weighed as an adult, so I am not really sure what my target weight is. I am just taking it one day and one pound at a time. I’m thinking around 250 or 240, but I will re-evaluate once I get down to those levels.”

“I’m also hoping to continue building more muscle at the gym. My health coach is constantly reminding me that it isn’t really about the number on the scale but rather the holistic view — how much muscle do I have, how is my metabolism, how is my sleep and stress levels, how is my gut health. All of that plays a huge role.”

Looking back on his journey thus far, Merrill is confident in saying that diets don’t work for

“

My favorite thing is helping first-time homebuyers. Of course, that is so tough with the affordability challenges we are facing right now, but helping someone buy their first home and seeing the joy and excitement in their eyes is the best feeling!

him now that he has seen such success with his sustainability approach. “I’ve also learned to be a lot more forgiving to myself when I don’t follow the plan perfectly... Now, when I eat or drink something that I probably shouldn’t, I just brush it off and try to be healthier in the next meal or the next day.”

Overcoming Everything

Merrill has been in the real estate industry since 2010. He shares how he got into the industry when there were tons of foreclosures and distressed properties. “I had an uncle who was specializing in trying to help people stop their foreclosure so they could begin the short sale process. He was doing it in another state, but he said there was lots of opportunity, so I decided to get licensed.”

At first, it was, as Merrill puts it, “a train wreck.” He only sold two homes during his first full year, and one of those was the house that he and his wife bought. However, he soon found traction and is now among the top agents of the East Valley.

“My favorite thing is helping first-time homebuyers. Of course, that is so tough with the affordability challenges we are facing right now, but helping someone buy their first home and seeing the joy and excitement in their eyes is the best feeling! I really love helping and serving my clients and other agents. I’ve never really treated real estate like sales, but more like service.”

Merrill and his wife, Kristi who is also a real estate agent, co-lead their team. “We have eight kids. What we love doing together the most is travel, going to new cities and destinations we have never been to before and having new experiences.”

From the many stories we have heard from agents throughout the East Valley, it is clear that one of the hardest things for an agent to do is to let go of their perfect façade. Many of these agents also share that letting go of that façade was one of the defining factors that changed them from a *good* REALTOR® to a *great* REALTOR®.

It is one thing to recognize a problem in oneself, but it is an even greater accomplishment to act upon it. Not only does Merrill’s journey show his fight against his weight problem, but it also demonstrates how he conquered the problem. To recognize and address his imperfections is the greatest form of confidence.

Website: merrilljencks.com



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LOPEZ

MARCELINO



True Potential

Being genuine is an important factor seen time and time again for those who are considered to be the top agents in this industry. The path to success for two people is never the same. Success is a personal journey, and one must remain genuine to travel it.

This month's Rising Star, Marcelino Lopez with West USA

Realty, shares with us

what success means to him. "Success to me begins in the mind, and success is realizing and pursuing your own true potential. You have to look at life as a player, not a spectator."

Finding Himself

Marcelino grew up right here in the Easy Valley in Gilbert. "I am one of three children to two wonderful parents who immigrated from Mexico to the US. For about the first six to eight years of my childhood, I only spoke Spanish and spoke very little English. I was in ESL and Bilingual classes up until 3rd grade."

"Once I got older and into junior high and high school, I was given an Individual Educational Program (IEP) because of my lack of 'comprehension' due to Spanish being my main language. I really wasn't the popular kid in school, but I knew almost everybody. I was sort of an outcast and was very timid with low self-esteem and low confidence. I was also a little on the bigger side and didn't want much attention from most people."

Once he graduated and was finally in the "real world," he started what he calls "inner work" where he developed self-discipline. "This is where I learned what true discipline was. I started to try new things, start-up little businesses here and there, and failed all of them miserably."

Marcelino shares how his past has given him tough skin. He explains how he has learned to not take things too personally as well as to fail quickly and keep moving. "It's also taught me not to dread in the past," he adds.

"I grew up working and worked for my father's landscape company up until 2018 before I got into real estate."

Finding his Calling

"I worked a lot of odd jobs growing up trying to get by and learn new things, but I would always end up leaving those jobs for others. In 2017, I got a job at a cancer research center that I truly enjoyed, but shortly after that I got 'fired'. With the pain, discomfort, and embarrassment that I felt at the moment, I told myself that I would never be fired from another job and would never let another human being be in charge of my future and livelihood."

Marcelino's mother was in real estate. He shares how one day in 2017 she told him, "Hey, why don't you come over to real estate and give it a try? Who knows you might end up liking it." Later that year, he started taking classes and studying for the real estate test. Then, in mid-2018 after multiple tries, he earned his real estate license. Now, after five years, he can confidently say that it was one of the best decisions that he has ever made.

With both of his parents' businesses focused on service, he wanted to build his own business around it as well.

"I also tried and failed a lot of other things, and I was getting older and knew that I had to find, pick, or build something that had no ceiling and that was on me



at the end of the day. My long-term play with real estate is to create wealth and roll it over into rentals, multi-family, commercial, and developments."

While sharing his early steps into real estate, he also shares a story that helped solidify his resolve. "I was in an open house in 2019. It was probably one of the slowest open houses I've ever had. With no clients, no connections, no transactions, and less than \$200.00 in my bank account, I looked around and said, 'You know what? If I never make it or I only make enough to get by, I'll be okay because I'd rather work for myself than have a job where I'm miserable.'" He continues to explain how this moment helped teach him about patience and perspective. "You can only control what you can control

which is the work you put in where you spend your time and your thoughts."

In his business, Marcelino makes sure to not look at the marketplace like it is an endless supply of clients. He is also sure to be genuine and personable: "I will never try to mimic or act like someone that I am not — being you is your best commodity."

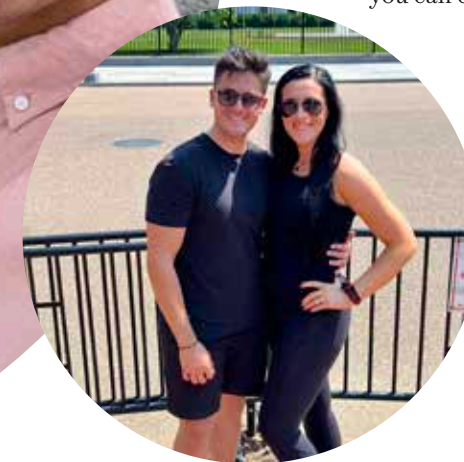
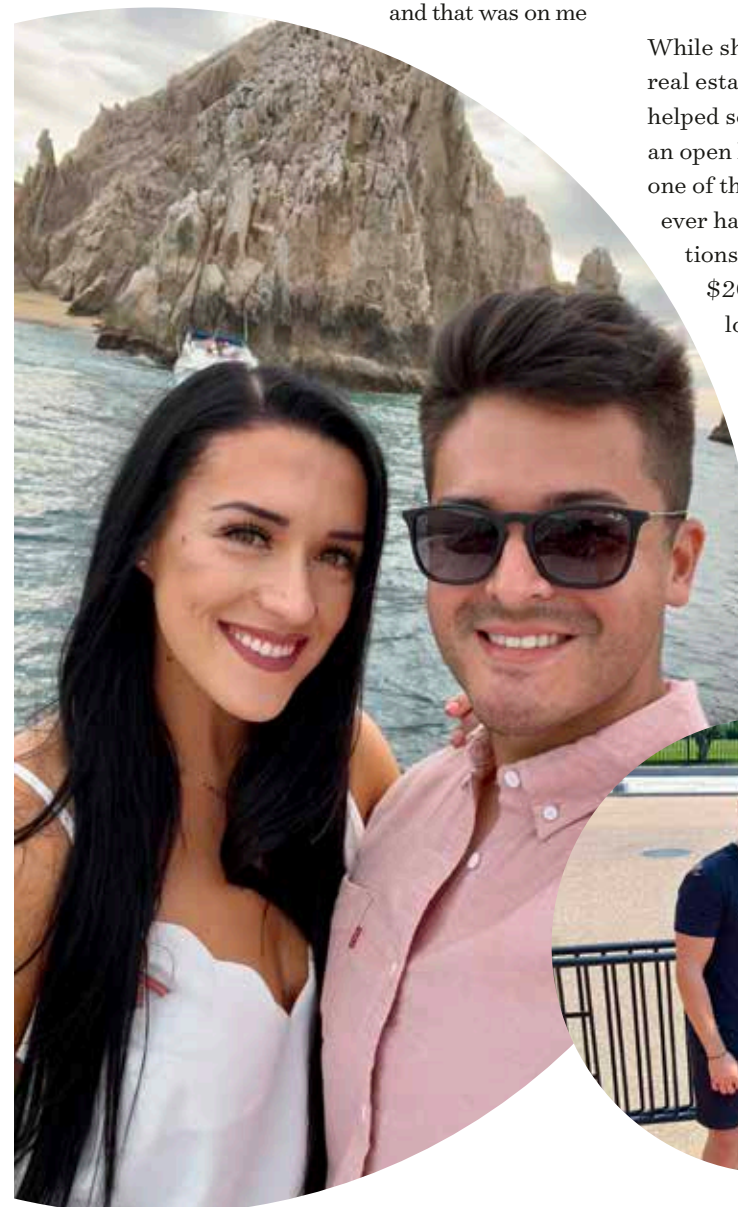
Most of all, he makes certain to always put his clients and their interests first. "I believe this is what has gotten me to this point in my career."

Finding Success

Marcelino and his wife love to spend time with one another. He lists camping, traveling, and cooking as just some of their favorite activities. "We were really big food people, and especially being Hispanic some of the best memories have been created around a campfire or dinner table."

Congratulations to Marcelino Lopez, this month's Rising Star! It is clear that does not let life push him around, and it is even more apparent that he has found his true potential. "Remember that the customer and client are always right, you get to choose how 'right' they are."

"Be you and ignore what other people are doing. The more focus and clarity you have on what you want to do or what you're doing, the further and faster you get there."



PERFECT PIEfection



Twelve years ago, Cheryl Standage came across a little pie shop off of Brown and Power Road in Mesa. It had closed down eighteen months before, but it could be just the thing she was looking for. You see, back in the 1960's Cheryl's Grandmother had a talent for baking pies and at the root of her childhood dreams...she was a pie maker! She had spent twenty-five years in Corporate America and felt the pull to see if she could make this dream of hers come true.



►► tenacious reviews

By Kimberly "Tenacious T" Tocco



In 2012 with a vast menu of thirty pies all made from scratch, they opened the doors to this whimsical shop. Her focus has remained the same through the expansion of the shop, "To help create lasting memories around your table with family and friends."

The shop is dressed with confection pink and black with beautiful chandeliers, lite cases, grab and go cooler, and of course the counter for custom orders. Elegant, spotlessly clean, and bright, there is no mistaking you are in the right place. Upon entering the shop I was greeted immediately by a huge smile and a friendly face, matching apron and stunning pictures of the pies draw the eye. Her colorful pie boxes line the store and today they even had holiday décor to go with the theme of the month. I was fortunate as Cheryl herself was there and I had the pleasure of speaking with her briefly before she went about her work, so refreshing to see an owner so hands-on. Several patrons came



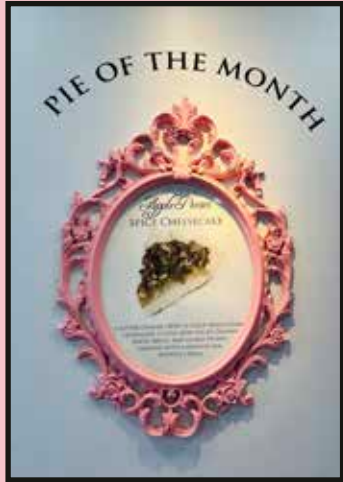
and went, happily carrying their orders and I could not help but think how perfect these pies are for housewarming or closing gifts.

PIEfaction now has four locations in the valley, Mesa, Chandler, Scottsdale, and Queen Creek. Cheryl says that each store has a customer favorite which I found fascinating!

Mesa is the chocolate cream, Scottsdale the Key lime, Chandler is banana cream (my personal favorite) and the newest location in Cave Creek is peach crumble! Now with over double in selection from when they opened, they change the offerings from month to month and even offer gluten-free (with 24-hour notice) and bake each and every one with

the same love and attention that her Grandma Pete always showed her.

As I waited in line to pick out a few to take home I observed both the employees and the customers coming and going. This place truly embodies “home” with warm smiles, laughter, and a sweet atmosphere that cannot be deigned. It truly is PIEfaction!



Locations:
Mesa
6731 E Brown Rd #104
Mesa, AZ 85205

Scottsdale
9015 E Via Linda #103
Scottsdale, AZ 85258

Chandler
2100 W Chandler Blvd #33
Chandler, AZ 85224

Queen Creek
20311 S Ellsworth Rd #113
Queen Creek, AZ 85142

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What is your favorite holiday tradition?



Mo Yaw
Realty Executives
Being from a large family we have lots of Christmas traditions. The one that stands out the most to me is having the White Elephant Gift exchange on Christmas Day afternoon. The funnier the gift, the more appropriate gift, and the serious gifts make it a super fun time that we all enjoy and look forward to every year. The laughter, kidding, seriousness, and just general overall fun is something that I cannot wait for - sometimes I get a good gift and have it for years to come!



Jessica Keigley
Keller Williams Integrity First
Our holiday tradition, as a stepmom, is anything but ordinary. We savor the moments when we have the kids with us. On present opening day, we make freshly baked cinnamon rolls filling the air to wake the kiddos up. As for the gifts, we wrap them in a special way - no name tags. Each child's gift wrapping paper colors are hidden in their very own Christmas stocking. It's like a gift hunt, and the excitement of discovering which paper belongs to them adds an extra layer of joy to the unwrapping experience. It's a cherished tradition that brings us closer and makes our holidays truly unforgettable!



Chris Tiller
Russ Lyon Sotheby's International Realty
We have a tradition when we decorate the Christmas tree that we watch the original Grinch movie, let the kids stay up late, and of course cookies. It's a great day.



Kelly Jensen
KJ Elite Realty
We like watching all the old classic Christmas movies while we're at the cabin in the mountains with snow falling through the trees and a big fire going in the fireplace. Then we top it off with my large prime rib dinner from my smoker and play "left, center, right" dice game!



Mike Mazzucco
My Home Group
On Christmas Eve at our big family party, we have someone slip out to the garage to dress as Santa Claus. Once dressed, they knock on the door and sit down inside. Every adult and child takes a seat on Santa's lap and gets a present. It makes for good fun and laughs.



Debra Lopez
Berkshire Hathaway HomeServices Arizona Properties
My favorite family tradition is making tamales on Christmas Eve with my family. It's a long day of love and laughter.



Trisha Carroll
Wedgewood Homes Realty
Decking the halls with the Christmas tree! Our family enjoys sipping hot cocoa, festive tunes, and basking in the cozy ambiance of a TV "fireplace" crackling softly in the backdrop. What's even more delightful is the shared nostalgia as we reminisce about the wonderful memories from our travels and the ornaments we've collected along the way.



Hai Kim Bigelow
Redfin
My Thanksgiving family tradition is unique, as we incorporate a touch of Vietnamese culture into our traditional Thanksgiving meal. My mom's special twist on the turkey involves stuffing it with a delectable blend of noodles, mushrooms, and vegetables, infusing our Thanksgiving feast with a delightful Asian flair. This fusion of flavors has become a beloved part of our holiday celebration, and we all eagerly anticipate the mouthwatering results each year.



Susan Bermudez
eXp Realty
My favorite thing is my Famous Christmas Crack. It's a sealed recipe I don't share with anyone, and everyone looks forward to receiving it every year.

Plus my Annual Favorite Things Party for all my lady friends. An evening of elegance, laughter, food, games, and gift exchange. Memories to last a lifetime. So many look forward to this each year!



Mary Newton
Keller Williams Integrity First
On Christmas morning, we invite both sets of the kids grandparents over to have coffee, breakfast, and enjoy the excitement of watching kids opening their gifts.





» weserv monthly update

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

WeSERV as One WeSERV for All

WeSERV Reflects on Another Year of Member Service

It's hard to fathom that we're at the tail end of 2023. It seems as if weeks ago, WeSERV and our 2023 leaders were planning the year and how we would serve our members and the community. The end of the year is always a bitter/sweet feeling. It's when we reflect on our accomplishments and install new leaders to carry the torch to serve. Our 2023 President, Michael Hofstetter, vision was to be "All For One, One For All." It was a creed that laid the foundation for our leaders to band together for the good of our association. To lead side-by-side and bring forth new opportunities that fostered member engagement, community involvement, and collaboration. I'm proud that our association leaders accomplished that goal and were the guiding force for our success.

This year, I'm proud that we, as an association, were able to increase our community involvement. We created an Arizona State University (ASU) endowment in honor of one of our late staff members, Matt Ortega. WeSERV members donated to the endowment, which will aid an ASU student with college tuition. In addition, WeSERV worked

hard this year to increase our efforts to provide various professional education experiences. Many courses focused on providing our members with the tools and resources they need to stay ahead of the changes occurring in our industry.

Fostering new leaders has always been an essential goal for our association. This year, our Leadership Program graduated more than 25 leaders, the most in the program's history. It's incredible to witness these real estate professionals harness their passion, drive, and dedication to enhance their business practices and embark on a journey that will bring them a new perspective on how the association world works. The program was so successful that WeSERV created the Leadership Next program, a new immersive way to nurture the new leaders of tomorrow.

As CEO of WeSERV, I work with some of our association's finest volunteers. Their selflessness in serving others is the driving force to a better tomorrow. I'm confident that 2024 will be just as successful.



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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
1	Jacqueline Shaffer	OfferPad Brokerage	\$80,579,982	171
2	Richard Harless	AZ Flat Fee	\$79,749,226	177
3	Karl Tunberg	Hague Partners	\$59,845,500	103
4	Darwin Wall	Realty ONE Group	\$56,749,499	115
5	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	\$55,704,554	101
6	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	\$44,152,299	77
7	Carol A. Royse	Your Home Sold Guaranteed Realty	\$40,110,850	71.5
8	Tyler Blair	My Home Group Real Estate	\$39,594,091	84
9	Lacey & Drew Lehman	Realty ONE Group	\$33,019,780	67
10	Ben Leeson & TJ Kelley	Keller Williams Integrity First	\$30,007,292	55
11	Kenny Klaus	Keller Williams Integrity First	\$29,940,807	62.5
12	Shannon Gillette	Real Broker AZ	\$29,125,180	52
13	Mindy Jones	eXp Realty	\$28,940,975	70
14	Michelle Rae Colbert	Keller Williams Integrity First	\$28,736,400	44
15	Garrett Lyon	eXp Realty	\$28,096,155	56.5
16	Carin S Nguyen	Real Broker AZ	\$27,835,483	49.5
17	Jody Poling	AZ Seville Realty	\$27,731,105	21
18	Russell Mills	Close Pros	\$27,722,280	37
19	Charlotte Young	Realty ONE Group	\$27,314,229	50
20	Benjamin Arredondo	My Home Group Real Estate	\$26,436,849	37.5
21	Clayton Denk	David Weekley Homes	\$26,138,484	30
22	Rebekah Liperote	Redfin Corporation	\$25,848,330	40
23	Nathan D Knight	Varsity Homes Real Estate	\$25,228,229	44
24	Kristy & Nick DeWitz	72Sold	\$24,811,200	44
25	Jody Saylor	Just Selling AZ	\$24,791,482	40.5
26	Yalin Chen-Dorman	Realty ONE Group	\$23,179,266	41
27	Heather M Mahmood-Corley	Redfin Corporation	\$23,162,175	37.5
28	Randy Courtney	Weichert, Realtors - Courtney Valleywide	\$22,692,870	34.5
29	Scott R Dempsey	Redfin Corporation	\$22,618,212	38
30	Carey Kolb	Keller Williams Integrity First	\$22,251,475	42
31	Adam Prather	Russ Lyon Sotheby's International Realty	\$22,121,600	33.5
32	Charlotte M Allred	Gehan Homes	\$22,062,640	34
33	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	\$21,759,575	32
34	Bob & Sandy Thompson	West USA Realty	\$21,480,140	31.5

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
35	Brandon Howe	Howe Realty	\$21,167,950	21
36	Heather Openshaw	Keller Williams Integrity First	\$20,958,567	36
37	Hai Kim Bigelow	Redfin Corporation	\$20,722,650	36.5
38	Kevin Albright	Century 21 Northwest	\$20,414,230	13.5
39	Justyna Korczynski	The New Home Company	\$20,360,434	43.5
40	Rodney Wood	Keller Williams Integrity First	\$19,847,665	30
41	Bill Bulaga	Russ Lyon Sotheby's International Realty	\$19,751,000	5.5
42	Thomas Popa	Thomas Popa & Associates LLC	\$19,692,025	17
43	Rick Metcalfe	Canam Realty Group	\$19,673,377	50.5
44	James Bill Watson	Keller Williams Realty Sonoran Living	\$19,423,102	22
45	Eric Brossart	Keller Williams Realty Phoenix	\$19,418,000	21
46	Erin Ethridge	eXp Realty	\$19,244,764	29.5
47	Lorraine Ryall	KOR Properties	\$19,053,900	20.5
48	Aartie Aiyer	AA Realty LLC	\$19,029,453	50
49	Bryant William Alass	Gentry Real Estate	\$18,870,000	12
50	Blake Clark	Limitless Real Estate	\$18,604,350	20.5

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

Thank you to everyone who has contributed to Adopt A Family this year! We are incredibly proud of the support in our community and humbled to be a part of it. Have a Very Merry Christmas and a Happy New Year!

Thank you for being a part of the Landmark family!

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

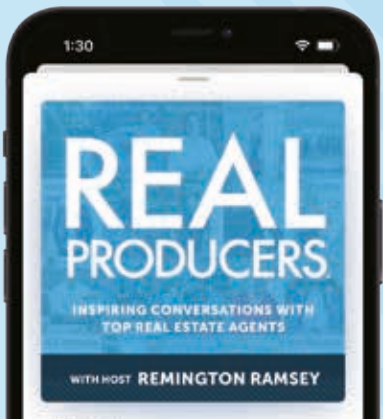
#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
51	Brock O'Neal	West USA Realty	\$18,528,937	18.5
52	Jason LaFlesch	Results Realty	\$18,435,400	24.5
53	Cindy Flowers	Keller Williams Integrity First	\$18,423,449	31.5
54	Robin R. Rotella	Keller Williams Integrity First	\$18,170,900	36.5
55	Delaney S Rotta	Launch Powered By Compass	\$18,143,231	5
56	Janine M. Igliane	Keller Williams Realty East Valley	\$17,954,715	30.5
57	Aimee N. Lunt	RE/MAX Solutions	\$17,613,442	24
58	Jill Vicchy Heimpel	RE/MAX Classic	\$17,593,375	44.5
59	Kathy Camamo	Amazing AZ Homes	\$17,551,176	37
60	David C Zajdzinski	eXp Realty	\$17,141,228	32.5
61	Todd Stengel	Morgan Taylor Realty	\$16,994,156	14.5
62	Dallin Simonton	Realty ONE Group	\$16,735,891	21.5
63	Mary Newton	Keller Williams Integrity First	\$16,474,750	44.5
64	Cassandra J Mueller	Limitless Real Estate	\$16,451,780	38
65	Jennifer Felker	Launch Powered By Compass	\$16,379,949	19.5
66	Leonard Behie	Realty Executives	\$16,198,156	22
67	Jacquelyn E Shoffner	eXp Realty	\$15,946,381	21.5
68	Megan C Perry	Woodside Homes Sales AZ	\$15,918,286	26
69	The Make a Difference Team	Keller Williams Integrity First	\$15,834,650	42
70	Dawn M Forkenbrock	Real Broker AZ	\$15,764,345	26
71	Jorge L Quijada	DeLex Realty	\$15,738,750	6.5
72	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	\$15,628,400	18.5
73	Elizabeth Rolfe	HomeSmart	\$15,381,215	18.5
74	Chris Allen	Hague Partners	\$15,370,800	28
75	Justin Cook	RE/MAX Solutions	\$15,292,612	27
76	Joshua Will Hogan	eXp Realty	\$15,206,713	20.5
77	Kelly Khalil	Redfin Corporation	\$15,181,600	26
78	Jerry Thomas Beavers	Realty ONE Group	\$15,062,650	19.5
79	Brian J Cunningham	eXp Realty	\$14,957,200	22
80	Angela Tauscher	Rover Realty	\$14,842,417	28
81	Scott Cook	RE/MAX Solutions	\$14,828,150	24
82	Suzy Steinmann	Realty ONE Group	\$14,515,900	31
83	Steve Hueter	eXp Realty	\$14,503,895	34
84	Richard Johnson	Coldwell Banker Realty	\$14,425,995	23.5

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
85	Beau K Tanner	Perkinson Properties LLC	\$14,124,000	9
86	Kathleen Scott	Redfin Corporation	\$13,968,149	30.5
87	Michaelann Haffner	Michaelann Homes	\$13,961,300	25
88	Sergio Santizo	Hague Partners	\$13,932,210	26.5
89	Alisha B Anderson	Real Broker AZ	\$13,837,799	26.5
90	W. Russell Shaw	Realty One Group	\$13,812,900	30
91	Susan Goodrich	Cachet Development	\$13,735,411	8
92	Stacia Ehlen	RE/MAX Signature	\$13,683,050	20
93	Heather Werner	Ravenswood Realty	\$13,655,975	23.5
94	Mikaela N Clark	Limitless Real Estate	\$13,645,681	12
95	Mary Almaguer	Apache Gold Realty	\$13,426,500	30.5
96	Krzysztof Okolita	My Home Group Real Estate	\$13,375,649	26
97	Danielle Janssen	Limitless Real Estate	\$13,260,500	9.5
98	Jason Crittenden	Realty ONE Group	\$13,062,965	25
99	Karen C. Jordan	Thomas Popa & Associates LLC	\$12,684,675	11
100	Cristen Corupe	Keller Williams Realty Phoenix	\$12,681,450	10

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
101	Brent Heiden	Iannelli and Associates	\$12,660,999	27
102	Michelle Cross	Launch Powered By Compass	\$12,629,634	6
103	Daniel Callahan	RE/MAX Classic	\$12,629,050	34
104	Angela Larson	Keller Williams Realty Phoenix	\$12,619,550	34
105	Frank Gerola	Venture REI	\$12,588,290	20.5
106	Nicholas R Kibby	Keller Williams Realty Phoenix	\$12,578,050	22
107	Daniel T Birk	Realty Executives	\$12,543,000	21
108	Kirk Erickson	Schreiner Realty	\$12,482,300	23.5
109	Taryn Toby Ware	Launch Powered By Compass	\$12,475,000	5.5
110	Eve Bragg	Opendoor Brokerage	\$12,450,875	28.5
111	Denise Hanna	Gehan Homes	\$12,411,878	21.5
112	Curtis Johnson	eXp Realty	\$12,405,200	25.5
113	Braden Johnson	Limitless Real Estate	\$12,378,755	21
114	Kimberly Lotz	Redfin Corporation	\$12,356,071	24.5
115	Laura Kulakowski	Realty ONE Group	\$12,333,300	8.5
116	John Biddle	Redfin Corporation	\$12,331,800	23
117	Chris Anthony Castillo	CPA Advantage Realty	\$12,325,000	8
118	Elizabeth A Stern	Farnsworth Realty & Management	\$12,323,500	26
119	Kelly Saggione	eXp Realty	\$12,303,075	19
120	Tiffany Gobster	My Home Group Real Estate	\$12,302,500	8.5
121	Tara Hayden	Redfin Corporation	\$12,284,887	23
122	Connie Murphy	Keller Williams Integrity First	\$12,222,201	18
123	John Evenson	eXp Realty	\$12,184,920	30.5
124	Cynthia Worley	Keller Williams Realty East Valley	\$12,132,811	15
125	Stephanie Strobel	Hague Partners	\$12,086,188	23
126	Michael D Smith	Barrett Real Estate	\$12,081,620	21
127	Pushpit Tandon	Real Broker AZ	\$12,062,000	7
128	Jardin Ratzken	Two Brothers Realty & Co	\$12,021,250	13.5
129	Pamm Seago-Peterlin	Century 21 Seago	\$11,961,700	23
130	Ryan Meeks	eXp Realty	\$11,873,310	16
131	Nicholas Giles	Keller Williams Realty East Valley	\$11,819,050	15
132	Jesse Wintersteen	ProSmart Realty	\$11,816,400	24
133	John Karadsheh	KOR Properties	\$11,719,250	9

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
134	Lisa M Harris	Hague Partners	\$11,656,777	22
135	Stacie Neumann	Russ Lyon Sotheby's International Realty	\$11,633,890	15
136	Jaime L Blikre	My Home Group Real Estate	\$11,610,815	23
137	Brandi Samples	Long Realty Partners	\$11,565,495	22
138	Hannah Farbstein	My Home Group Real Estate	\$11,561,818	22.5
139	Allison T Johnson	Good Oak Real Estate	\$11,540,501	11
140	Scott Heywood	HomeSmart	\$11,538,238	13
141	Suzanne M Daniels	Opendoor Brokerage	\$11,531,000	27
142	Amanda Pinkerton	HomeSmart Lifestyles	\$11,525,000	17.5
143	Lori J Peterson	American Realty Brokers	\$11,524,000	27
144	Cari Gililland	Keller Williams Integrity First	\$11,388,000	18.5
145	Annette E. Holmes	Good Oak Real Estate	\$11,382,700	20
146	Andrea D Garcia	Keller Williams Realty Sonoran Living	\$11,381,500	22.5
147	Leslie K. Stark	Realty ONE Group	\$11,342,000	10
148	Shawn Rogers	West USA Realty	\$11,289,900	22
149	Christina M Fox	Tierra Bella Realty	\$11,270,775	29
150	Shannon Nicole Duke	Hawkins & Associates Realty	\$11,218,200	20
151	Trisha A. Carroll	Wedgewood Homes Realty	\$11,205,151	20
152	Shanna Day	Keller Williams Realty Phoenix	\$11,201,050	16.5
153	Jason Arnett	Arnett Properties	\$11,177,398	18
154	Atif Musharbash	Keller Williams Realty Sonoran Living	\$11,174,390	12
155	Erik Geisler	West USA Realty	\$11,172,900	13
156	Kirk A DeSpain	Call Realty	\$11,161,990	14
157	Kristen Hekekia	HomeSmart Lifestyles	\$11,156,152	11
158	Michael Ratzken	Two Brothers Realty & Co	\$11,097,450	16
159	Beth Rebenstorf	Realty ONE Group	\$11,087,813	17
160	Heather Taylor	ProSmart Realty	\$11,056,739	13
161	Doug Bonham	Balboa Realty	\$11,010,200	20.5
162	Adam B Coe	DeLex Realty	\$10,946,690	20
163	Nicholas L. Carlson	Launch Powered By Compass	\$10,893,000	4.5
164	Michael Kent	RE/MAX Solutions	\$10,879,250	28.5

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
165	Roger Lewis	Realty ONE Group	\$10,863,391	13.5
166	Danielle Bronson	Redfin Corporation	\$10,855,890	22
167	LaLena Christopherson	West USA Realty	\$10,853,500	13
168	James Thompson	Keller Williams Realty East Valley	\$10,848,550	23
169	Rachael Richards	RHouse Realty	\$10,756,299	18
170	Daniel A Baker	Russ Lyon Sotheby's International Realty	\$10,743,970	16
171	David Larsen	West USA Realty	\$10,734,490	19
172	Chad Fuller	K. Hovnanian Great Western Homes	\$10,716,259	12
173	Michael W Cunningham	West USA Realty	\$10,551,409	15
174	Sabree Loera	DRH Properties Inc	\$10,485,968	13
175	Ryan Rosscup	Realty ONE Group	\$10,474,400	17
176	Lorri Blankenship	Carriage Manor Realty	\$10,458,600	60.5
177	Brandon Gavins	Hague Partners	\$10,357,350	18.5
178	Adriana L. Spragg	RHouse Realty	\$10,343,799	20
179	S.J. Pampinella	Redfin Corporation	\$10,319,000	17.5
180	Steven Coons	Farnsworth Realty and Management	\$10,303,299	25.5
181	Donna Mendoza	Jason Mitchell Real Estate	\$10,299,835	15.5
182	Kimberley Stoegbauer	TomKat Real Estate	\$10,290,950	9.5
183	Lisa Hordichuk	RE/MAX Fine Properties	\$10,280,000	6
184	Kelly Michael	KOR Properties	\$10,227,990	6
185	Gigi Roberts-Roach	Coldwell Banker Realty	\$10,225,810	21
186	Mike Mendoza	Keller Williams Realty Sonoran Living	\$10,223,706	17
187	Amy N Nelson	Keller Williams Realty East Valley	\$10,192,000	17
188	Kraig Klaus	Keller Williams Integrity First	\$10,166,875	22
189	Kaushik Sirkar	Real Broker AZ	\$10,115,940	15.5
190	Caitlin Bronsky	eXp Realty	\$10,074,000	12
191	Allen R Willis	Ensign Properties Corp	\$10,066,400	21
192	John Condon	Landsea Homes	\$10,053,996	20
193	Marc Slavin	Realty ONE Group	\$10,010,600	6
194	Tammie Fischer	Realty ONE Group	\$9,966,900	20
195	Casey J. Jann	My Home Group Real Estate	\$9,951,366	9.5
196	Ryan D Bawek	eXp Realty	\$9,927,000	10.5
197	Katie Lambert	eXp Realty	\$9,910,740	17

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
198	Ann Adams	Ann Adams And Associates Realty	\$9,859,400	17
199	Brian Kingdeski	Gentry Real Estate	\$9,841,475	17
200	Royal Henry	Cactus Mountain Properties	\$9,818,500	30
201	Thomas L Wiederstein	Redfin Corporation	\$9,735,499	23
202	Melanie Nemetz	Keller Williams Integrity First	\$9,723,510	17
203	Rachele M. Oram	HomeSmart Lifestyles	\$9,720,429	14
204	Lori Blank	Lori Blank & Associates	\$9,693,900	11
205	Mike Mazzucco	My Home Group Real Estate	\$9,669,310	17.5
206	Brian Rhode	Barrett Real Estate	\$9,644,000	13

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
207	Wendy J Macica	Home Centric Real Estate	\$9,605,400	20
208	Chris Lundberg	Redeemed Real Estate	\$9,553,000	14.5
209	Natascha Ovando-Karadsheh	KOR Properties	\$9,533,250	10
210	Cheri Smith	eXp Realty	\$9,503,090	14
211	Katrina L McCarthy	Hague Partners	\$9,486,330	15.5
212	Matthew Kochis	Keller Williams Realty East Valley	\$9,474,960	18
213	Julie Chamberlain	eXp Realty	\$9,462,709	7
214	John Hrimnak	Keller Williams Integrity First	\$9,450,167	18.5
215	Robert Reece	Good Oak Real Estate	\$9,440,000	18
216	Paulina Matteson	Realty ONE Group	\$9,417,927	11.5
217	Melissa S Massey	NORTH&CO.	\$9,395,749	11
218	Chris Baker	Hague Partners	\$9,347,039	17
219	Mike Schude	Keller Williams Integrity First	\$9,310,625	15.5
220	Ben Swanson	Keller Williams Integrity First	\$9,303,240	23
221	Eleazar Medrano	HomeSmart	\$9,294,030	15.5
222	Kyle J. N. Bates	Keller Williams, Professional Partners	\$9,291,640	18
223	Andrew McGuire	ProSmart Realty	\$9,276,900	15
224	Bret Johnson	Realty Executives	\$9,222,250	20.5
225	Kelly R. Jensen	KJ Elite Realty	\$9,202,007	21
226	Leila A. Woodard	My Home Group Real Estate	\$9,199,669	20
227	Trevor Bradley	Real Broker AZ	\$9,198,400	16.5
228	Rachel Krill	eXp Realty	\$9,197,587	20.5
229	Kiara I Cadillo	Opendoor Brokerage	\$9,181,038	21.5
230	Gordon Hageman	Real Broker AZ	\$9,171,417	19
231	Christian Lemmer	Engel & Volkers Gilbert	\$9,167,500	4
232	Kimberly Sanders	Realty ONE Group	\$9,109,400	16
233	Adam Hamblen	Realty One Group	\$9,101,127	13.5
234	Maryelisabeth Wolf-Breen	Russ Lyon Sotheby's International Realty	\$9,096,890	13.5
235	Carla Holzer	Realty ONE Group	\$9,069,500	6
236	Jason Zhang	Gold Trust Realty	\$9,067,500	11
237	Christine Schroedel	CMS Properties & Real Estate LLC	\$9,039,490	11
238	Ashley McKee	Realty Executives	\$8,976,600	19
239	Eric R Middlebrook	Your Home Sold Guaranteed Realty	\$8,975,000	13.5
240	Brett Worsencroft	Keller Williams Integrity First	\$8,963,779	19

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
241	James L. Dornan, Jr.	Realty Executives	\$8,963,680	22
242	Geoffrey Adams	Realty ONE Group	\$8,915,363	16.5
243	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	\$8,914,000	12
244	Brian Christopher C McKernan	ProSmart Realty	\$8,911,900	24
245	Michelle Mazzola	Berkshire Hathaway HomeServices Arizona Properties	\$8,865,368	13
246	Laura Michaud	Orchard Brokerage	\$8,860,650	17
247	Marshall Hancock	DeLex Realty	\$8,858,197	11
248	Dillon A Martin	My Home Group Real Estate	\$8,857,781	19
249	Bart Haiduk	Haiduk Realty Experience	\$8,815,675	16
250	Jed A Gray	HomeSmart	\$8,762,300	11.5
251	Marci Burgoyne	Crown Key Real Estate	\$8,760,500	12.5
252	Richard Alan Ashby	Ashby Realty Group	\$8,752,389	14
253	Kimberly L Schonhoff	KJ Elite Realty	\$8,713,151	19
254	Velma L Herzberg	The Agency	\$8,712,850	11.5
255	Daniel J. Porter	RE/MAX Solutions	\$8,698,700	11
256	Benjamin Graham	Keller Williams Realty East Valley	\$8,683,000	17

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TOP 300 STANDINGS

Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
257	Austin Denham	DenMar Realty	\$8,683,000	22
258	Danny Kallay	Launch Powered By Compass	\$8,670,050	11
259	Heidi S Spielman	Platinum Living Realty	\$8,667,211	34
260	Dianna Wood	Opendoor Brokerage	\$8,639,617	20
261	Adam Dahlberg	Hague Partners	\$8,624,650	21
262	Brian AJ Flatley II	eXp Realty	\$8,590,900	11.5
263	Brett Murphy	Toll Brothers Real Estate	\$8,584,442	13
264	Kristi Jencks	eXp Realty	\$8,574,400	13.5
265	Jason Serikaku	Realty ONE Group	\$8,569,485	15
266	Elmon Krupnik	Keller Williams Realty East Valley	\$8,553,358	18.5
267	Kristin A Ray	Keller Williams Realty East Valley	\$8,553,358	18.5
268	Martin F. Griffin	West USA Realty	\$8,548,140	16
269	Nicolle Karantinos	Realty Executives	\$8,525,244	11.5
270	Diane Bearse	Realty Executives	\$8,507,864	12.5
271	Warren Petersen	Network Realty	\$8,494,016	5
272	Francine Nolan	Cactus Mountain Properties	\$8,489,050	15
273	Jennifer L Rutledge	Urban Luxe Real Estate	\$8,482,000	8
274	Kevin McKiernan	Venture REI	\$8,468,250	15
275	Keith M George	Coldwell Banker Realty	\$8,459,250	23.5
276	Ronald Bussing	Realty ONE Group	\$8,454,933	15.5
277	Timothy Ehlen	RE/MAX Signature	\$8,442,200	11.5
278	Michele Keith	HomeSmart	\$8,439,391	9.5
279	Radojka Lala Smith	eXp Realty	\$8,390,250	13.5
280	Lisa Fonseca	Lori Blank & Associates	\$8,329,500	17
281	Kandi Andresen	Keller Williams Integrity First	\$8,323,890	14
382	Annette Nelson	HomeSmart	\$8,317,490	17
383	Jeffrey L. Franklin	Realty Executives	\$8,306,592	14
284	Tyler Monsen	Hague Partners	\$8,290,225	16
285	Jean Grimes	Russ Lyon Sotheby's International Realty	\$8,284,750	15.5
286	Stacy Ladin	Berkshire Hathaway HomeServices Arizona Properties	\$8,270,000	1
287	Julie R.B. Quesada	Keller Williams Integrity First	\$8,255,739	13
288	Jeffrey Paul Duncan	Hague Partners	\$8,246,900	18

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Teams and Individuals Closing Dates From Jan 1 - Oct 31, 2023

#	Name	Office	Total Volume Sales Jan 1 - Oct 31, 2023	Total Unit Sales Jan 1 - Oct 31, 2023
289	Jim N Hunt	HomeSmart	\$8,215,978	6.5
290	Michael Hargarten	Jason Mitchell Real Estate	\$8,186,175	14
291	Christy Rios	Keller Williams Integrity First	\$8,180,250	11.5
292	Peggie Jean Herron-Simmons	Realty Marketing Group	\$8,177,051	7
293	Alan Kittelman	Venture REI	\$8,173,210	23
294	Chris Benson	NextHome Alliance	\$8,172,000	12.5
295	Amy Laidlaw	Realty Executives	\$8,127,815	15.5
296	Becky Kolb	Keller Williams Integrity First	\$8,108,725	13
297	Jenna L. Marsh	Realty Executives	\$8,090,215	11
298	Vincent Clark	VCRE	\$8,072,500	3.5
299	Gus Palmisano	Keller Williams Integrity First	\$8,026,350	17
300	Michael J. D'Elena	NORTH&CO.	\$8,023,000	12.5

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



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