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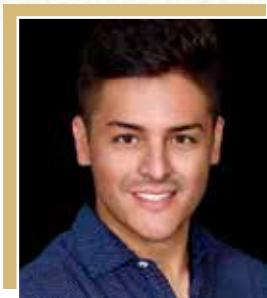
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P R E S E N T S



Golden Nuggets



Mary Newton
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Marcelino Lopez
West USA Realty
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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.

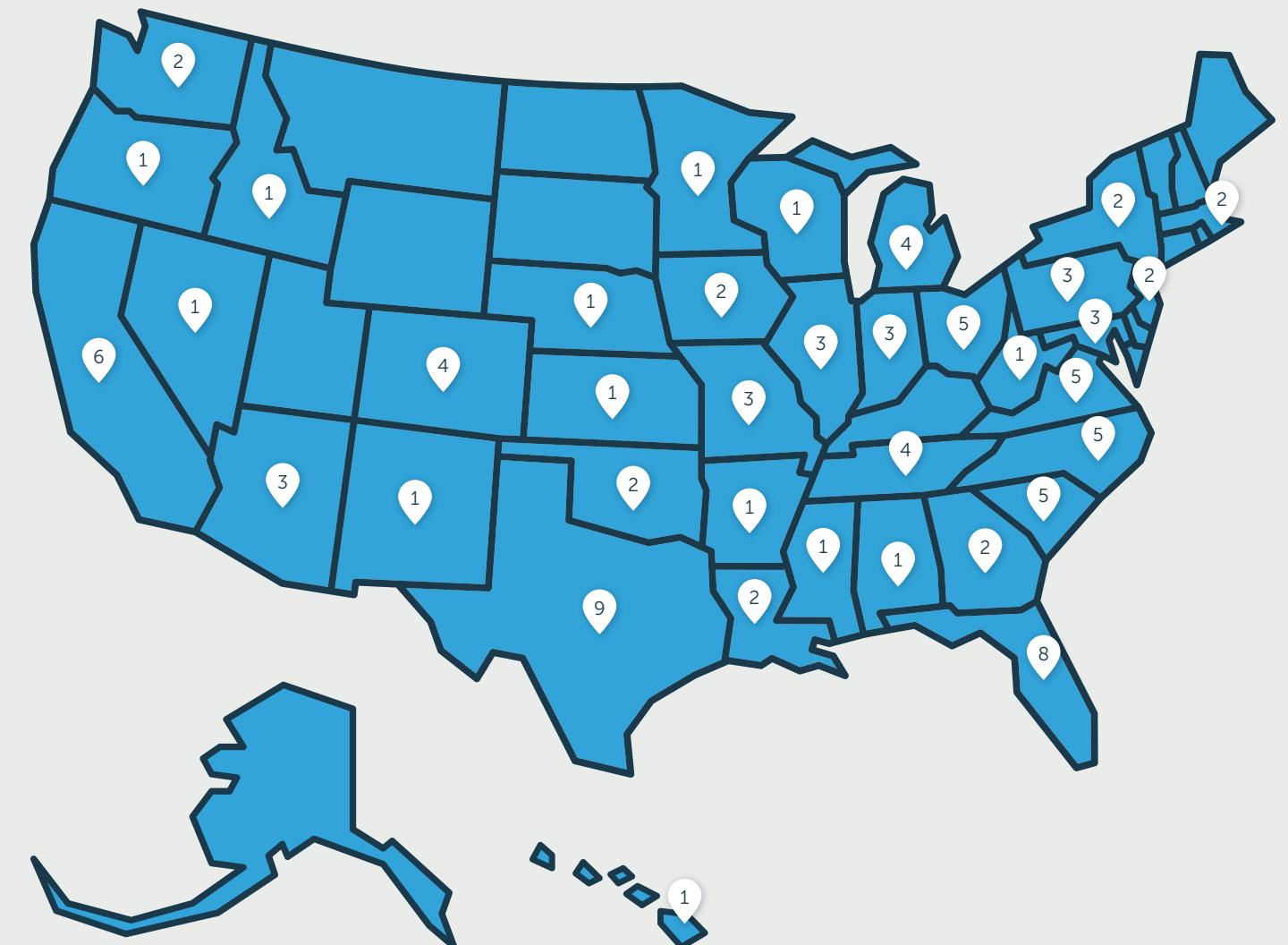


Kathryn Lansden
First American Home Warranty
"The best way to predict the future is to create it." - Abraham Lincoln

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.

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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.

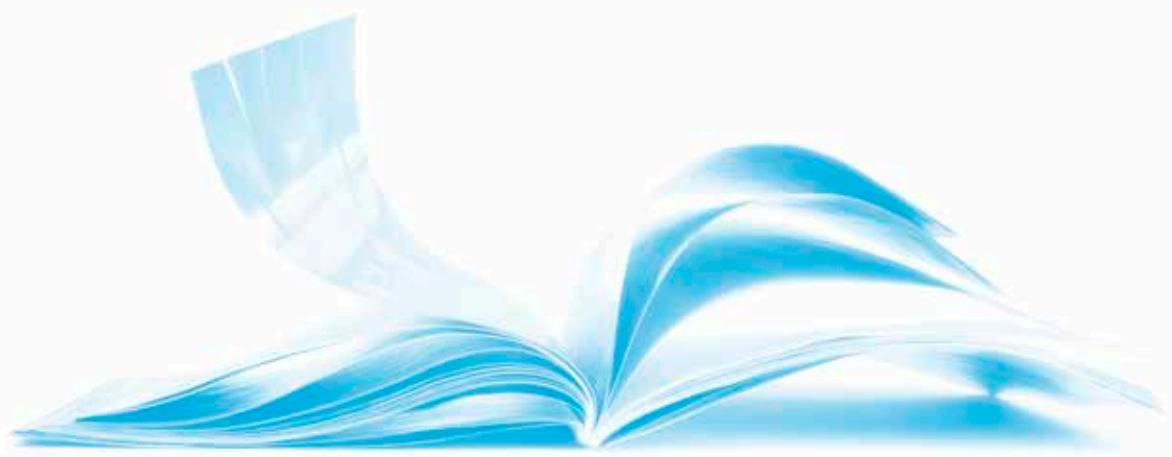
Through the relationships I made while running Real Producers, I was introduced to real estate investing. (Specifically, from meeting Steve Chader and having him speak at Real Producer Masterminds and reading his and Jennice Doty's book *HOLD*.) I now plan to focus my energy on building my portfolio, 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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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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INCIDE



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

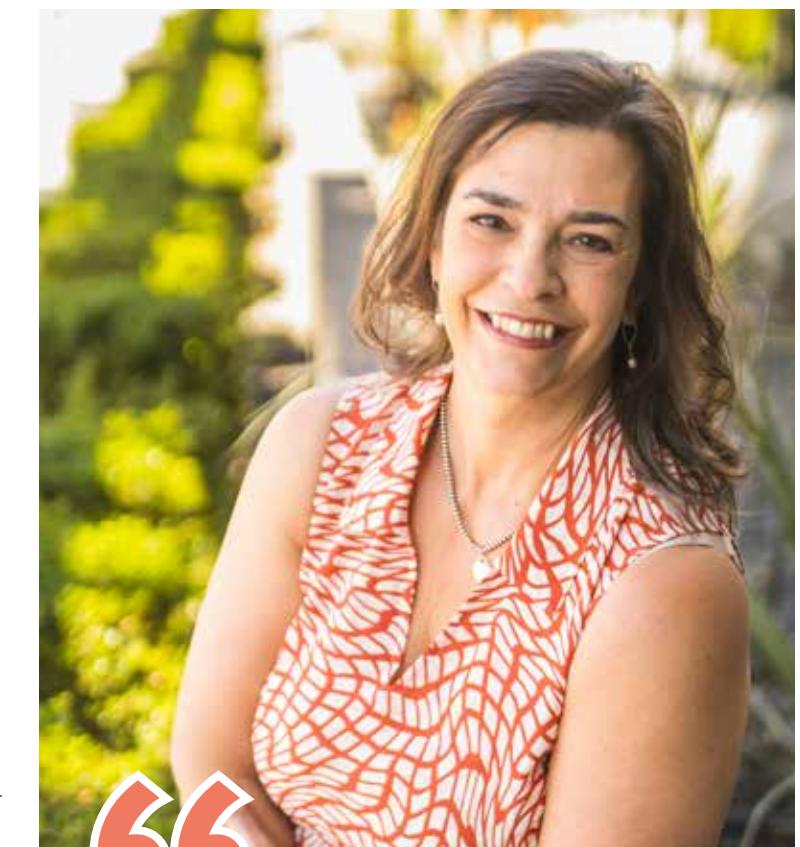
Kathryn brings a wealth of experience to her role, as well, having worked for three different warrant

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 weekends 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.



By Brandon Jerrell • Photo Credit: Devin Nicole Photography

▼ featured agent

“

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





► 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 Cnty. 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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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."



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 wholistic 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

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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MARCELINO LOPEZ



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

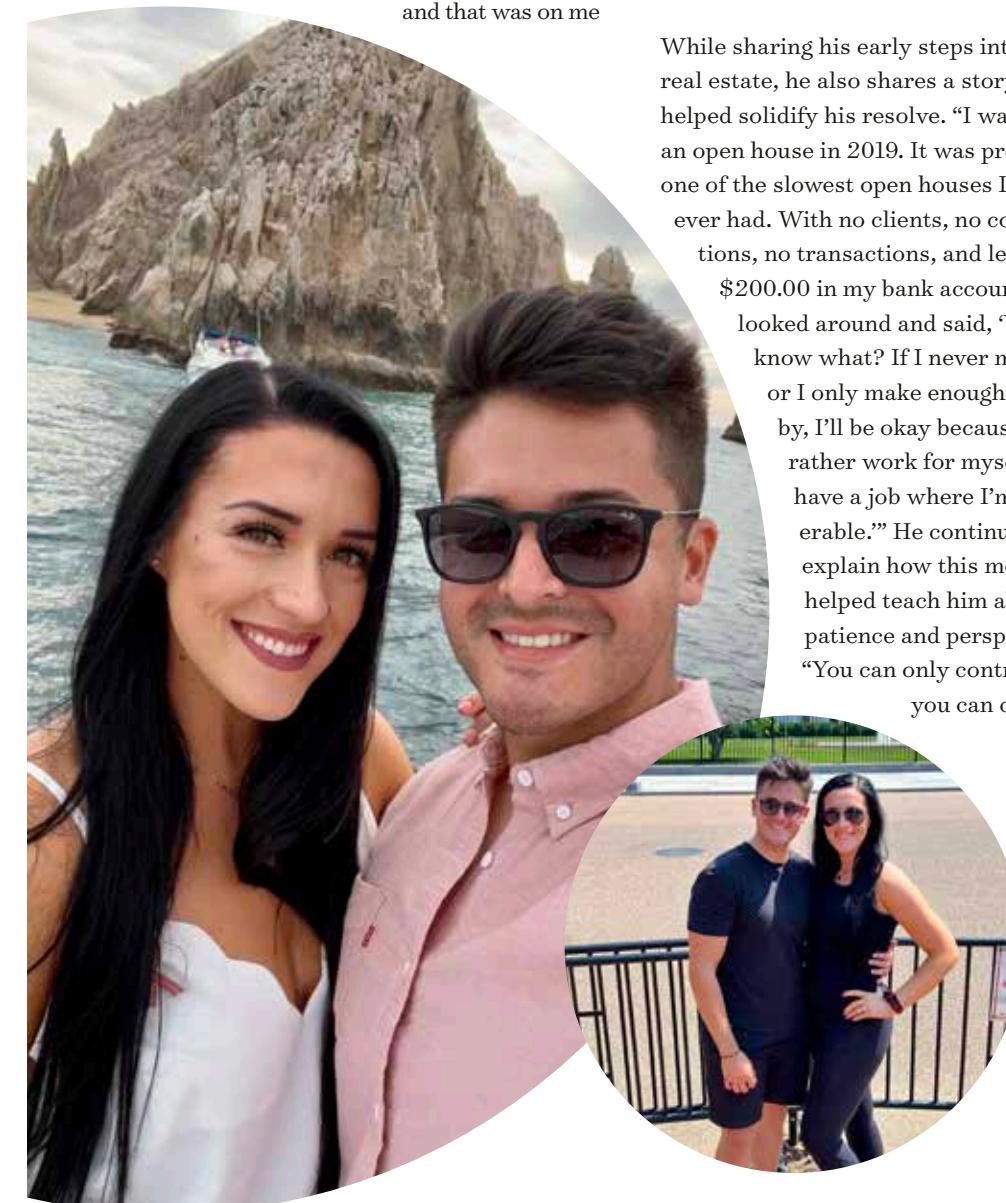
which is the work you put in where you spend your time and your thoughts."

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



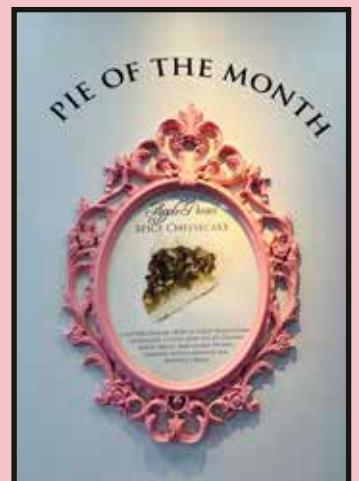
In 2012 with a vast menu of thirty pies all made from scratch, they opened the doors to this whimsical shop. Her focus has remained the same through the expansion of the shop, "To help create lasting memories around your table with family and friends."

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.

PIEfection 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 designed. It truly is PIEfection!



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.

► question of the month



► 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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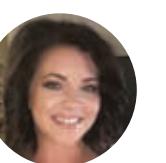
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TOP 300 STANDINGS

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 Sayler | 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 Aplass | Gentry Real Estate | \$18,870,000 | 12 |
| 50 | Blake Clark | Limitless Real Estate | \$18,604,350 | 20.5 |

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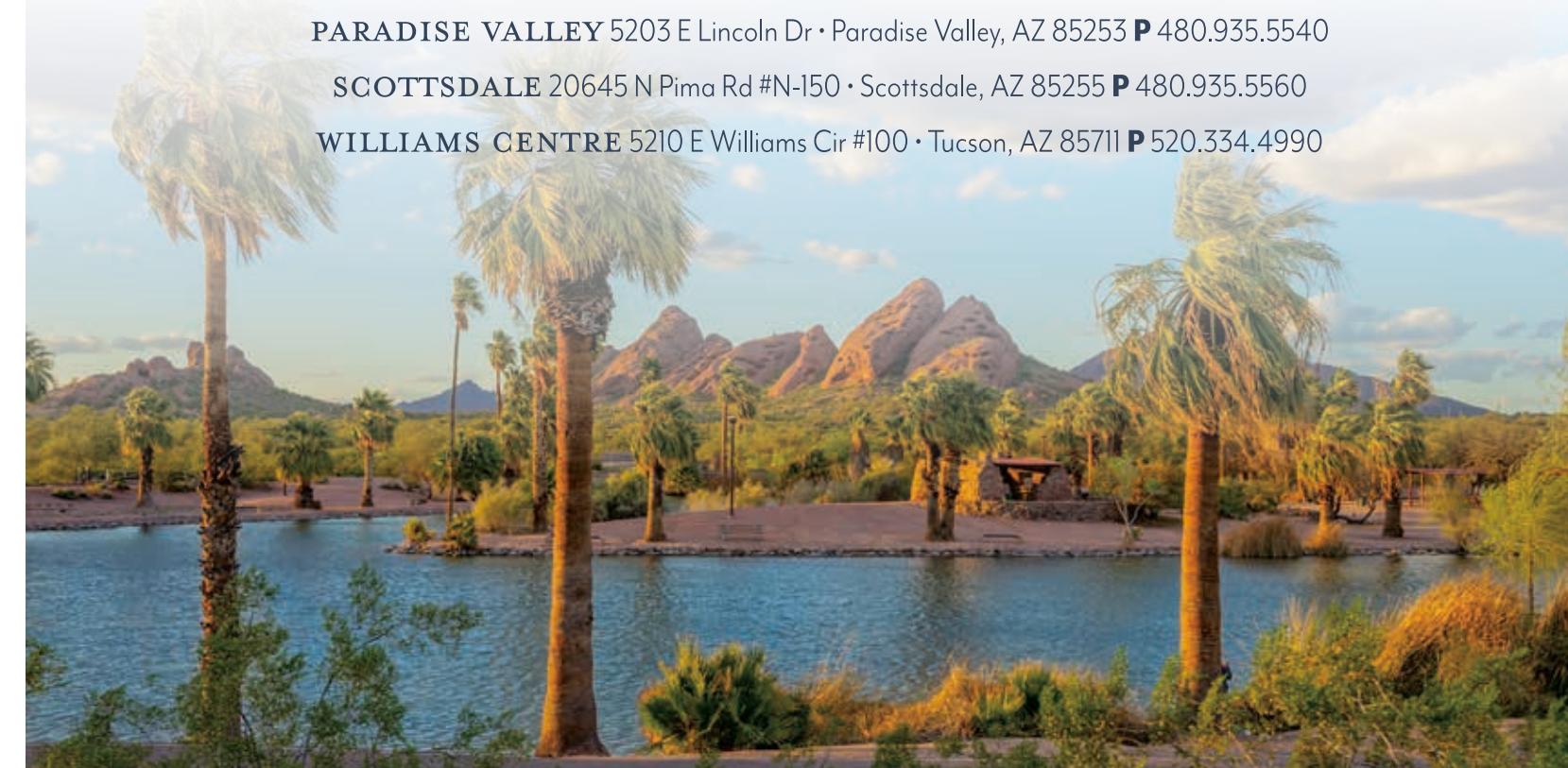
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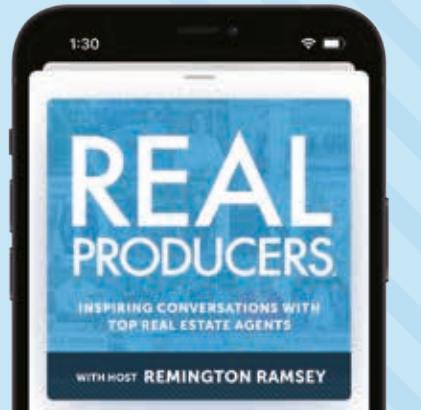
TOP 300 STANDINGS

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 | # | 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 | 85 | Beau K Tanner | Perkinson Properties LLC | \$14,124,000 | 9 |
| 52 | Jason LaFlesch | Results Realty | \$18,435,400 | 24.5 | 86 | Kathleen Scott | Redfin Corporation | \$13,968,149 | 30.5 |
| 53 | Cindy Flowers | Keller Williams Integrity First | \$18,423,449 | 31.5 | 87 | Michaelann Haffner | Michaelann Homes | \$13,961,300 | 25 |
| 54 | Robin R. Rotella | Keller Williams Integrity First | \$18,170,900 | 36.5 | 88 | Sergio Santizo | Hague Partners | \$13,932,210 | 26.5 |
| 55 | Delaney S Rotta | Launch Powered By Compass | \$18,143,231 | 5 | 89 | Alisha B Anderson | Real Broker AZ | \$13,837,799 | 26.5 |
| 56 | Janine M. Igliane | Keller Williams Realty East Valley | \$17,954,715 | 30.5 | 90 | W. Russell Shaw | Realty One Group | \$13,812,900 | 30 |
| 57 | Aimee N. Lunt | RE/MAX Solutions | \$17,613,442 | 24 | 91 | Susan Goodrich | Cachet Development | \$13,735,411 | 8 |
| 58 | Jill Vicchy Heimpel | RE/MAX Classic | \$17,593,375 | 44.5 | 92 | Stacia Ehlen | RE/MAX Signature | \$13,683,050 | 20 |
| 59 | Kathy Camamo | Amazing AZ Homes | \$17,551,176 | 37 | 93 | Heather Werner | Ravenswood Realty | \$13,655,975 | 23.5 |
| 60 | David C Zajdzinski | eXp Realty | \$17,141,228 | 32.5 | 94 | Mikaela N Clark | Limitless Real Estate | \$13,645,681 | 12 |
| 61 | Todd Stengel | Morgan Taylor Realty | \$16,994,156 | 14.5 | 95 | Mary Almaguer | Apache Gold Realty | \$13,426,500 | 30.5 |
| 62 | Dallin Simonton | Realty ONE Group | \$16,735,891 | 21.5 | 96 | Krzysztof Okolita | My Home Group Real Estate | \$13,375,649 | 26 |
| 63 | Mary Newton | Keller Williams Integrity First | \$16,474,750 | 44.5 | 97 | Danielle Janssen | Limitless Real Estate | \$13,260,500 | 9.5 |
| 64 | Cassandra J Mueller | Limitless Real Estate | \$16,451,780 | 38 | 98 | Jason Crittenden | Realty ONE Group | \$13,062,965 | 25 |
| 65 | Jennifer Felker | Launch Powered By Compass | \$16,379,949 | 19.5 | 99 | Karen C. Jordan | Thomas Popa & Associates LLC | \$12,684,675 | 11 |
| 66 | Leonard Behie | Realty Executives | \$16,198,156 | 22 | 100 | Cristen Corupe | Keller Williams Realty Phoenix | \$12,681,450 | 10 |
| 67 | Jacquelyn E Shoffner | eXp Realty | \$15,946,381 | 21.5 | 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. | | | | |
| 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 | | | | | |

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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 | # | 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 | 134 | Lisa M Harris | Hague Partners | \$11,656,777 | 22 |
| 102 | Michelle Cross | Launch Powered By Compass | \$12,629,634 | 6 | 135 | Stacie Neumann | Russ Lyon Sotheby's International Realty | \$11,633,890 | 15 |
| 103 | Daniel Callahan | RE/MAX Classic | \$12,629,050 | 34 | 136 | Jaime L Blikre | My Home Group Real Estate | \$11,610,815 | 23 |
| 104 | Angela Larson | Keller Williams Realty Phoenix | \$12,619,550 | 34 | 137 | Brandi Samples | Long Realty Partners | \$11,565,495 | 22 |
| 105 | Frank Gerola | Venture REI | \$12,588,290 | 20.5 | 138 | Hannah Farbstein | My Home Group Real Estate | \$11,561,818 | 22.5 |
| 106 | Nicholas R Kibby | Keller Williams Realty Phoenix | \$12,578,050 | 22 | 139 | Allison T Johnson | Good Oak Real Estate | \$11,540,501 | 11 |
| 107 | Daniel T Birk | Realty Executives | \$12,543,000 | 21 | 140 | Scott Heywood | HomeSmart | \$11,538,238 | 13 |
| 108 | Kirk Erickson | Schreiner Realty | \$12,482,300 | 23.5 | 141 | Suzanne M Daniels | Opendoor Brokerage | \$11,531,000 | 27 |
| 109 | Taryn Toby Ware | Launch Powered By Compass | \$12,475,000 | 5.5 | 142 | Amanda Pinkerton | HomeSmart Lifestyles | \$11,525,000 | 17.5 |
| 110 | Eve Bragg | Opendoor Brokerage | \$12,450,875 | 28.5 | 143 | Lori J Peterson | American Realty Brokers | \$11,524,000 | 27 |
| 111 | Denise Hanna | Gehan Homes | \$12,411,878 | 21.5 | 144 | Cari Gililand | Keller Williams Integrity First | \$11,388,000 | 18.5 |
| 112 | Curtis Johnson | eXp Realty | \$12,405,200 | 25.5 | 145 | Annette E. Holmes | Good Oak Real Estate | \$11,382,700 | 20 |
| 113 | Braden Johnson | Limitless Real Estate | \$12,378,755 | 21 | 146 | Andrea D Garcia | Keller Williams Realty Sonoran Living | \$11,381,500 | 22.5 |
| 114 | Kimberly Lotz | Redfin Corporation | \$12,356,071 | 24.5 | 147 | Leslie K. Stark | Realty ONE Group | \$11,342,000 | 10 |
| 115 | Laura Kulakowski | Realty ONE Group | \$12,333,300 | 8.5 | 148 | Shawn Rogers | West USA Realty | \$11,289,900 | 22 |
| 116 | John Biddle | Redfin Corporation | \$12,331,800 | 23 | 149 | Christina M Fox | Tierra Bella Realty | \$11,270,775 | 29 |
| 117 | Chris Anthony Castillo | CPA Advantage Realty | \$12,325,000 | 8 | 150 | Shannon Nicole Duke | Hawkins & Associates Realty | \$11,218,200 | 20 |
| 118 | Elizabeth A Stern | Farnsworth Realty & Management | \$12,323,500 | 26 | 151 | Trisha A. Carroll | Wedgewood Homes Realty | \$11,205,151 | 20 |
| 119 | Kelly Saggione | eXp Realty | \$12,303,075 | 19 | 152 | Shanna Day | Keller Williams Realty Phoenix | \$11,201,050 | 16.5 |
| 120 | Tiffany Gobster | My Home Group Real Estate | \$12,302,500 | 8.5 | 153 | Jason Arnett | Arnett Properties | \$11,177,398 | 18 |
| 121 | Tara Hayden | Redfin Corporation | \$12,284,887 | 23 | 154 | Atif Musharbash | Keller Williams Realty Sonoran Living | \$11,174,390 | 12 |
| 122 | Connie Murphy | Keller Williams Integrity First | \$12,222,201 | 18 | 155 | Erik Geisler | West USA Realty | \$11,172,900 | 13 |
| 123 | John Evenson | eXp Realty | \$12,184,920 | 30.5 | 156 | Kirk A DeSpain | Call Realty | \$11,161,990 | 14 |
| 124 | Cynthia Worley | Keller Williams Realty East Valley | \$12,132,811 | 15 | 157 | Kristen Hekekia | HomeSmart Lifestyles | \$11,156,152 | 11 |
| 125 | Stephanie Strobel | Hague Partners | \$12,086,188 | 23 | 158 | Michael Ratzken | Two Brothers Realty & Co | \$11,097,450 | 16 |
| 126 | Michael D Smith | Barrett Real Estate | \$12,081,620 | 21 | 159 | Beth Rebenstorf | Realty ONE Group | \$11,087,813 | 17 |
| 127 | Pushpit Tandon | Real Broker AZ | \$12,062,000 | 7 | 160 | Heather Taylor | ProSmart Realty | \$11,056,739 | 13 |
| 128 | Jardin Ratzken | Two Brothers Realty & Co | \$12,021,250 | 13.5 | 161 | Doug Bonham | Balboa Realty | \$11,010,200 | 20.5 |
| 129 | Pamm Seago-Peterlin | Century 21 Seago | \$11,961,700 | 23 | 162 | Adam B Coe | DeLex Realty | \$10,946,690 | 20 |
| 130 | Ryan Meeks | eXp Realty | \$11,873,310 | 16 | 163 | Nicholas L. Carlson | Launch Powered By Compass | \$10,893,000 | 4.5 |
| 131 | Nicholas Giles | Keller Williams Realty East Valley | \$11,819,050 | 15 | 164 | Michael Kent | RE/MAX Solutions | \$10,879,250 | 28.5 |
| 132 | Jesse Wintersteen | ProSmart Realty | \$11,816,400 | 24 | | | | | |
| 133 | John Karadsheh | KOR Properties | \$11,719,250 | 9 | | | | | |

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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 Burgoine | 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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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 |
|-----|----------------------------|---------------------------------|--------------------------------------------|------------------------------------------|
| 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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