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P R E S E N T S

# Golden Nuggets



**Kenny Klaus**

*Keller Williams Integrity First Realty*

“Focus on what you can control, and don’t get worked up about things you can’t.” Spend more time working on your life instead of looking at others’ lives, as they aren’t always what they appear to be anyway.

A great quote I read was, “Stop looking out the window and start looking in the mirror.” The changes and results you want, start there and take responsibility for your actions. I see people going crazy over a sports team or something, and I think, wow, what if they put that much passion and effort into their own life?



**Scott Harward  
and Spencer Harward**

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— Aristotle



**Shar Rundio**

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# Scott & Spencer

## HARWARD

### UNITED AMERICAN MORTGAGE CORPORATION

By Brandon Jerrell

There are plenty of businesses that are only in it for a quick buck. They are disingenuous and indifferent to the concerns of the client. The Harward Mortgage Team is the opposite of this. They will always be sincere, truthful, and caring, but most of all, they will give the client a “wow experience.”

These are just some of the principles that the Harward Mortgage Team, powered by United American Mortgage Corporation, follow to ensure the success of their clients. Scott Harward, branch manager and senior loan officer, and his son, Spencer Harward, mortgage loan officer, make it clear that this is their driving factor.

In response to being asked what they find most fulfilling about their work, they responded with no uncertain terms: “Helping people achieve the dream of homeownership, and helping people save money by analyzing debt versus equity and structuring refinances.”

#### Getting into the Business

Scott was born in Bermuda. His father was an Air Force pilot, thus causing Scott to have traveled all around the world in his early years. He went to high school in San Clemente, California, then went on to graduate from San Diego State University. He worked in commercial real estate for nine years before moving to Arizona with his wife, Linda. They have two children: a daughter, Hailey, and a son, Spencer.

After moving to Arizona, Scott made a career change into the mortgage industry. At the time, he had a friend who was already in the industry, and Arizona was growing rapidly at the time. With his nine years in real estate, it was not difficult to transfer his knowledge and experience to this related field of residential mortgage.

He has now been in the industry for the last 30 years.

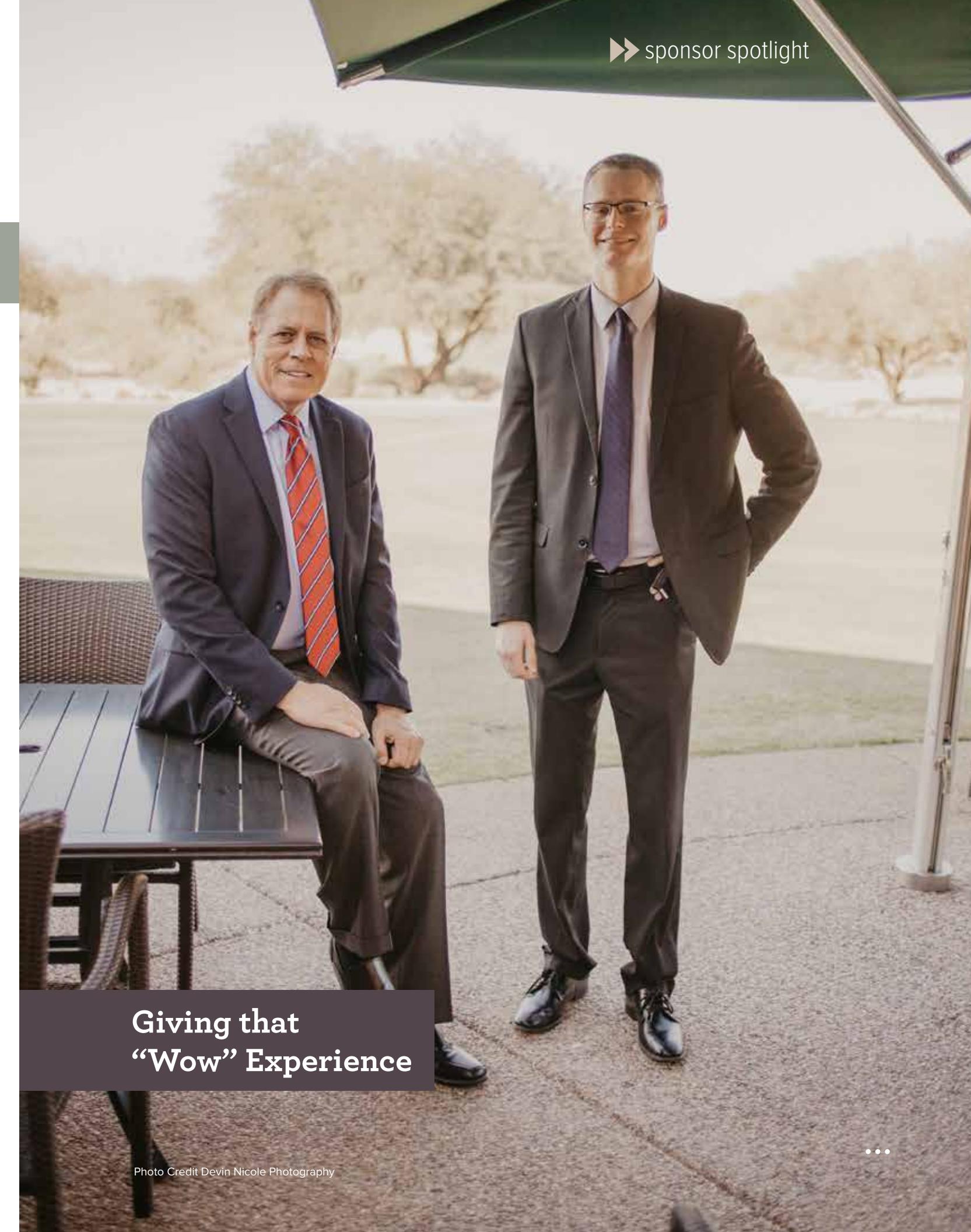
As for Spencer, he, too, graduated from San Diego State University. Shortly after graduating, he joined the Harward Mortgage Team in 2020 as Scott’s assistant. As well as being Scott’s assistant, Spencer is a loan officer.

#### Outside the Office

They comment that “hiring Spencer as an assistant in 2020 helped give Scott more time to pursue other business opportunities and continue to grow his business.” With more time, Scott also spends it doing other things he loves to do, such as playing golf. And he and his wife travel more to enjoy the beaches of Southern California, especially in the summer months.

Scott notes that raising two children has been the greatest achievement of his life. Spencer followed in the footsteps of his father, but Scott’s daughter, Hailey, has also found her passion. She was a two-time NCAA champion at the University of Southern California in beach volleyball, and now since graduating last year lives in southern California and has transitioned to playing as a Professional on both the AVP and World Tour. With that in mind, Scott notes that they also love being able to bring the family together to go watch her play.

Just as Scott loves to golf, Spencer loves No-limit Texas Hold ‘em Poker. That is what you can find Spencer doing during his free time.



**Giving that  
“Wow” Experience**

Photo Credit Devin Nicole Photography

### The “Wow” Experience

Scott and Spencer quote Winston Churchill by mentioning that “Attitude is a little thing that makes a big difference.” It is clear that this is a defining principle of the Harward Mortgage Team.

They list out three major things that their team does to uphold this notion. “We take the time necessary to

explain all the details and thoroughly answer any questions. We are not transaction oriented; we are long-term relationship-oriented, and we work to help clients build wealth. Due to our network of financing sources, we can also provide financing to clients who can’t qualify for a traditional mortgage.”

Because they are both a mortgage broker and a mortgage banker, they offer a wide variety of loan options. “We have the normal conventional, FHA, and VA loans, as well as Non-QM loans like DSCR, bank statement loans, 1099 loans, as well as down payment assistance loans for first-time home buyers,” they specify.



Photo Credit Devin Nicole Photography

“

We take the time necessary to explain all the details and thoroughly answer any questions. We are not transaction oriented; we are long-term relationship-oriented, and we work to help clients build wealth.



The Harward family

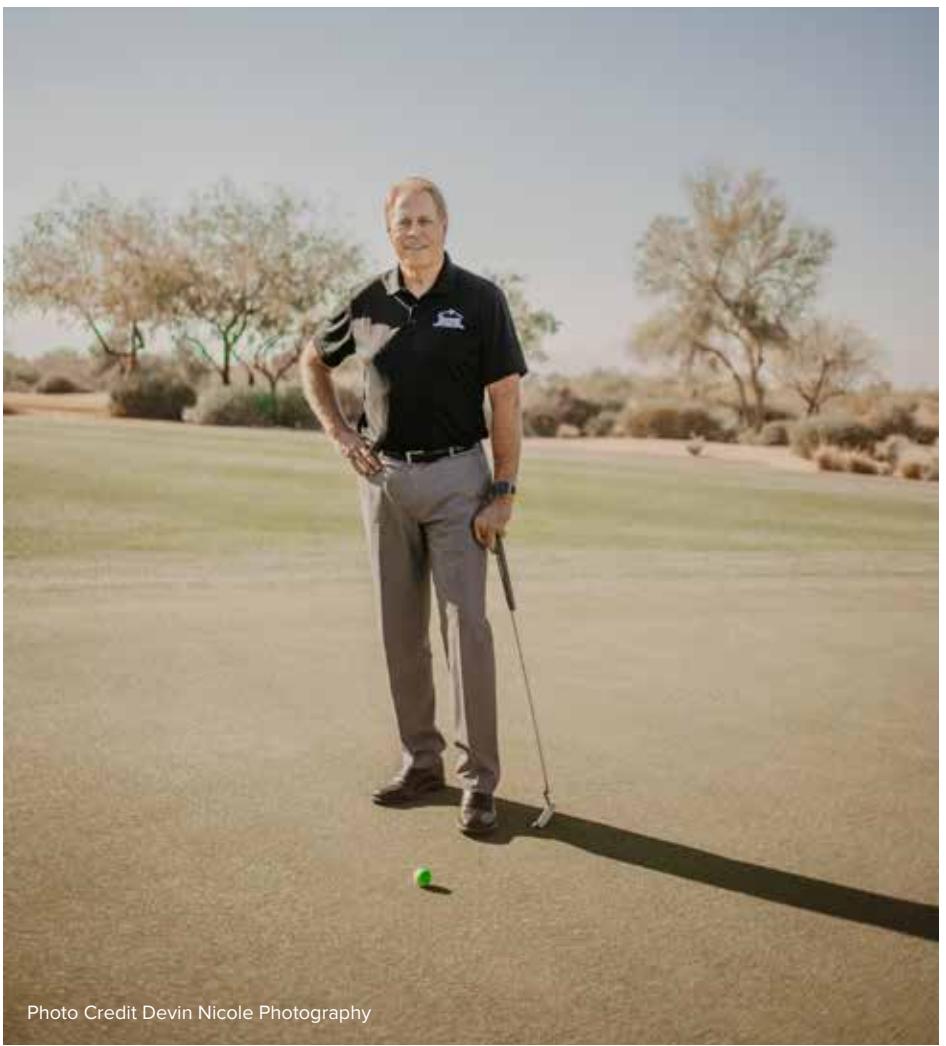


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Scott and Linda



East Valley Real Producers • 13

One of Scott’s major goals, beyond his clear professionalism and honesty, is to provide a “wow experience” for the client so that they will come back as well as refer others. He shares that some great advice he received early in his career is “to look at every client interaction as relationship building and to always be available, especially if things get tough because not every transaction goes perfectly.”

Scott lists that he has full intentions to continue to grow the mortgage business, and with Spencer coming onto the scene, it is clear that the business will continue to grow for years to come. It is clear that the Harward Mortgage Team, powered by United American Mortgage Corporation, is a team full of honest, sincere professionals who will always go for achieving that “wow experience.”

Website: [HarwardMortgageTeam.com](http://HarwardMortgageTeam.com)



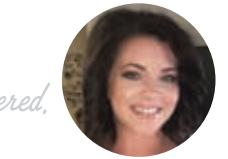
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## ► featured agent

By Brandon Jerell

Photo Credit: Devin Nicole Photography  
Kenny with his wife Nikki

# KENNY KLAUS

Happiness Now

In this time that we call life, every single moment matters. It is important to enjoy each and every moment as we never know when that last moment will be. This principle is one of the major driving factors for Kenny Klaus with the Klaus Team at Keller Williams Integrity First Realty.

“We have a limited amount of time, so with who and where we spend it is critical to review for yourself.”

“

THE KEY IS TO NEVER  
STOP LEARNING  
AND CHALLENGING  
YOURSELF IN ALL FIVE  
CIRCLES OF YOUR LIFE.

”

### Getting Into Real Estate

Kenny was born at Andrews Air Force Base in Washington, D.C. He's lived in Arizona since 1974. “I grew up in a pretty strict household, not bad, just highly accountable for my actions and was taught you are responsible for your results by my Dad and Mom. No excuses and no safety nets, so I was taught to figure stuff out on my own. I was held to high standards, and I was not going to let anyone down. I did what I said I was going to do and worked to exceed expectations.”

“My parents divorced when I was 12, which forced my brother and me to grow up even more quickly. I realized I could control the outcome of my life by the choices I made. *“Make enough of the right choices, you earn more; make enough of the wrong choices, you run out of choices.”* When I discovered personal growth and being on purpose about it, it changed everything in my life. It was what I didn't know that was holding me back, I was always willing to work hard and be relentless at whatever I did, but I realized I couldn't keep that pace and live the life that I wanted. The key is to never stop learning and challenging yourself in all five circles of your life.”

“If I want something bad enough, I know there is a way; it may not always be obvious at first, and lots of obstacles, but that just motivates me, as I believe there is always a solution.”

After working at FedEx for 13 years, Kenny entered the real estate industry in 1999. “The transition from full-time FedEx guy to full-time real estate was a journey,” he explains. “It took me four years to accomplish as I had goals I had to achieve before leaving the comfort and benefits of FedEx. I learned systems and models in that business as well as the importance of structure to your day.”

### Problem-Solving

Just as it is for everyone with an entrepreneurial mindset, the opportunity to be self-employed is difficult to let slip by. For Kenny, the real estate industry enabled self-employment as well as the opportunity to be rewarded for hard work. Additionally, the industry allows Kenny to challenge himself.





#### Belief in Others

Kenny is married with four kids and five grandkids. "When I met my wife, she had a 3- and 6-year-old, so we had an instant family. Then we had two kids together," he shares. "It's been an amazing journey together, and a lot learned along the way. I think our situation strengthened our relationship through the challenges and helped us grow together."

Kenny recites that the best advice he was ever given was to get into real estate because he would "be really good at it." He exemplifies that someone else believing in him is what it took for him to change the outcome of his life. For Kenny, this was his manager at FedEx.

Kenny focuses primarily on how he can provide a solution to the challenges he is presented with. Of course, the main challenge in real estate is housing, but everyone has their own unique problems. "It's about helping others reach their goals while pushing myself out of my comfort zone and learning more lessons to help grow to be able to create more opportunities for those in my world."

#### 212 in Everything

Kenny lists three focuses of how he carries out his business: "Consistency in geographic farming, always looking to get better myself by what I read, listen to, and who I surround myself with, and not getting complacent and adapting quickly to changing markets."

Following the second of these focuses, he attributes much of his structure to *212: The Extra Degree* by Mac Anderson and Sam Parker. In Kenny's own words, the book is "all about going that extra degree in life, business, and relationships." Kenny goes on to explain that his team strictly operates on this *212* foundation.



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AND LOOK  
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HARDER  
TO FIND  
SOMETIMES,  
AS IT DOESN'T  
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CLICKS AS  
NEGATIVITY  
AND DRAMA.



Photo Credit: Devin Nicole Photography

Kenny wants to further this principle of lifting others up. "My long-term goal is to help kids (meaning, in their teenage years through early 20s) with the things they aren't taught in school like credit, debit, savings, investments, living within your means, and not judging your inside against someone else's outsides, changing young people's outlook on building wealth early before they are screwed up by the wrong influences in their life, and to help them create a network of like-minded people in their world."

"It's only getting crazier with social media and the influences today's kids are subject to. We also know kids don't always listen to their parents, so it is also to create a trusted environment and network for them to grow personally, which will also help them in their professional life."

Furthermore, Kenny points out the importance of being happy now instead of wasting the moment chasing happiness. Returning to the theme, we started with, "Live life and be in the moment."

"My mom is beautiful and in her mid-70s with Alzheimer's, and it really makes you realize how fragile life is and not to wait for the perfect time to start living your life."

It is clear how Kenny Klaus has made a name for himself in this industry. To really put everything into perspective, Kenny closes with a final piece of sage advice.

"Choose to be positive and look for it. There's plenty out there. It's just a little harder to find sometimes, as it doesn't sell as many clicks as negativity and drama. Choose to make today and every day going forward an 'incredibly great day.' My Uncle Jerry taught me that."

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# CLARITY and How to Escape the Real Estate Rat Race

Once upon a time, a very successful American real estate agent stood at the pier of a remote coastal village in Mexico...

Then all of a sudden, a small boat with just one fisherman docked ashore. Inside the boat were several large Spanish mackerel.

The real estate agent complimented the fisherman on the size of his catch. And then asked how long it took for him to catch all the fish.

The fisherman replied, "Only a short while."

The agent then asked, "Then why didn't you stay out at sea longer and catch a few more?"

The fisherman said that he had already caught enough to support his family's immediate needs.

The agent then asked, "But what do you do with the rest of your day?"

The fisherman explained, "I sleep in late. Play with my kids. And take siestas with my wife..."

"...Then I'll walk to the village at night. Drink some wine. And play guitar with my amigos."

"That's it!" replied the agent.

"Yeah, I have a pretty busy life," answered the fisherman.

The real estate agent scoffed, "You should spend more time fishing. And then, with the proceeds, go buy a bigger boat..."

"...And with the new profits from the bigger boat, you could go buy several more boats..."

"...Eventually, you would have a whole fleet and working crew..."

"...And instead of selling your catch to a middleman, you could sell the fish directly to the processor and open up your own cannery..."

"...Then you could control the product, the processing, and the distribution," the agent said.

"Of course, you would need to leave this small village and move to Mexico City... Then on to Los Angeles..."

"...And after that, on to New York, where you could run your own fishing empire."

Taken aback, the fisherman asked, "But how long will all that take?"

The agent replied, "Oh, I don't know. Probably 15 to 20 years or so."

"But then what?" asked the fisherman.

The agent laughed and said, "That's the best part. When the time was right, you could announce in IPO and sell your company stock to the public..."

"...You could become very, very rich! You might even make millions!" said the agent.

"Millions?! — then what?" questioned the fisherman.

The real estate agent answered, "Then you could retire and move to a small coastal village in Mexico..."

"...Where you could sleep in late, fish a little, play with your kids, and take siestas with your wife..."

"...Then, come evening, you could head down to the village where you would sip wine and play guitar with your amigos."

That cute little story drives home an important point:

### The Consequences of NOT Having Clarity

In all your work, it's important to remember the reason *why* behind your effort.

Simon Sinek, in his bestselling book *Start With Why*, says:

"Very few people can clearly articulate WHY they do what they do. When I say WHY, I don't mean to make money — that's a result. By WHY I mean what is your purpose, cause, or belief? Why does your company exist? WHY do you get out of bed every morning? And WHY should anyone care?"

I love this point. Because just like the story of the fisherman and agent, you MUST understand what it is you truly want in life.

Your WHY is the only thing that will keep you passionate about what you do.

### Clarity is What Motivates You to Keep Going When the Going Gets Tough...

To keep meeting with prospects and listing new homes.

To keep sending newsletters and thank you cards.

And to keep working your sphere of influence.

Clarity is what will get you moving in the right direction when all you want to do is take the path of least resistance.

*If you're not 100% clear on what it is you want to accomplish in your real estate practice, you will never know when you've hit it.*

Your goal may be to have a certain dollar amount you want to have saved for retirement.

Or a book of business that you'll be able to sell later on down the road.

Or maybe you like the time flexibility that's involved, and you want your real estate business to serve your lifestyle.

Whatever it is...

Having a crystal clear vision for your practice will separate you from the majority of other agents struggling to keep up in the real estate rat race.

*Here's the bottom line...*

If your **WHY** is big enough, then you'll be able to figure out the **HOW**.

Because...

### All Success Principles Are Learnable...

So here are 3 exercises you can do to gain more clarity on your WHY today:

#### 1. Set Worthy Goals.

To achieve true happiness in life, you have to identify what it is you want. And then put it down in writing.

After you've written your goals down, the next step is to take massive action on them every single day.

If you do not have your goals down in writing, they are merely wishes. And a wish rarely comes true without any work.

So write down your major goals every morning. And then do something each day to take you one step closer to reaching them.

#### 2. Practice Good Time Management.

One of the things that all successful people have in common is they are all good time managers.

Because...

#### Time Management is Life Management

People in the top 10% of every field only focus on the important and urgent. And then ignore the rest.

#### 3. Develop a Healthy Self-Image.

All personal development is meant to help people reach a healthier self-image.

This is because what you believe about yourself will determine everything else you do.

So be critical of every thought you have. Overcome fear with faith. And learn to reframe failure as a learning experience.

Having clarity on your WHY will give you more energy, better results and greater peace of mind.



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# Shar RUNDIO

genuine guidance

By Dave Danielson

In the process of serving your clients during their real estate transactions, you provide an absolutely irreplaceable service that minimizes their challenges and eases their path forward.

Shar Rundio excels in the same way.

As associate broker with eXp Realty, Shar provides genuine guidance and care to her clients day by day.



Our family motto is that we collect memories over things. A couple of our favorite destinations have been Iceland, which was amazing, and most recently, the Maldives, where we put their new scuba certification to good use.



"With the work I do, I genuinely care about them and their situation. My goal as a REALTOR® is always to help them figure out what's best for them," Shar explains.

"It's not about the commission. I have always believed that what you give, you get back tenfold."

#### Getting an Early Start

Shar got an early start in the business. In fact, she was only about 25 years old. At the time, she and her husband, who was in the ministry, had two young children.

"I wanted something flexible that would allow me to also earn some extra money for our family," Shar remembers.

"However, I quickly learned it wasn't as easy as many people think it is. Early on, I had a friend in the business who said, 'You are doing a good job. Just think about what your business will be like in five years if you keep plugging away.' That motivated me."

Shar earned her license and began her real estate adventure with Keller Williams in 2001.

Through time, Shar also worked for a couple of brokerages, from boutique to mid-sized to large international brands, before landing back at eXp Realty about four years ago.

#### Driven by Connections

The relationships that Shar is able to build with her clients each day are what drive her achievement.

"I love those connections with people that occur in real estate ... working with the slogan of 'Relational Real Estate.' I know this is a big deal for many people, and many of my clients become friends," Shar points out.

"It was really evident at my recent annual Thanksgiving pie party. It meant a lot to me that I had around 65 people who drove from all over that day to chat and pick up a pie."

#### Signs of Success

The success that Shar has experienced has been a natural by-product of her care through time.

In fact, in 2021, she recorded \$23.5 million in sales volume, representing 52 transactions. In 2022, her results were about the same.

#### Family Fulfillment

Away from work, life is made much richer for Shar by her family, including her husband, Matt.

Shar and Matt were high school sweethearts who recently celebrated their 27th wedding anniversary.

Together they treasure the time they are able to spend with their two daughters and son-in-law. They also have been very happy to welcome a grandson into their family this year.

In her free time, Shar enjoys being an avid traveler.

"Our family motto is that we collect memories over things," Shar says. "A couple of our favorite destinations have been Iceland, which was amazing, and most recently, the Maldives, where we put their new scuba certification to good use."

Shar has a heart for helping, too. One of her favorite organizations to support has been Family Promise of Arizona ... a group she was introduced to around 12 years ago that works to keep families together even in the face of homelessness.

#### Caring Capacity

Today, as Shar looks to the future and continues to grow in her capacity to help others, she has started to grow a team.

"One of my favorite parts of the business is having that ability to coach other agents. Through time, real estate has had its ups and downs, but it has been very good for my family," Shar says.

"With that in mind, I'm hoping to mentor and help other people get into it and help them survive and thrive in the business, as well."





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# YOUNG



## ► rising star

By Dave Danielson

## moments that matter

**There are times in each life that become signature snapshots ... those occasions that will stay with a person for the rest of their time on earth.**

**In your work each day, you have the chance to help some of those vital milestones come to pass.**

**That's a role that Zach Young loves to play, as well.**

### Going Above

As a REALTOR® on the Donnelly Group team with ProSmart Realty, Zach is proud to do his part to create those moments that matter in the lives of those he serves.

"I love helping people with big life decisions. That's my favorite thing. With home purchases, it's a huge financial decision and be a big turning point in their lives," Zach says.

"I like to negotiate the contracts and the process of getting to know people along the way. By asking really good questions, I can uncover what their goals are. Counseling is a big part of it ... keeping people aligned and going toward the same strategy."

### New Frontiers

Zach grew up in Juneau, Alaska. He had a rich childhood, with competitive skiing and enjoying the outdoors.

"It was really a great place to grow up. I also had some outstanding examples to follow with my parents, who were always entrepreneurial. They had a lot of small businesses, including a

countertop store, a glass store, and a jewelry store," Zach recalls.

"I helped with the business growing up. I remember weighing gold nuggets with my dad in the store."

### Gaining Ground

As Zach completed high school, he moved to Oregon to attend school — where he studied Small Business and Marketing. From there, he went back to Alaska to manage his family's jewelry store.



...



Zach and Kim with their son, Brayson

"I did that for a long time, then opened another storefront for quite a while," he says.

"After that, I decided to move to the Seattle area. At the time, I wasn't sure which direction I wanted to go with my career, so I went back into jewelry, working at a high-end store there for a couple of years."

It wasn't long before the idea of real estate popped into the picture.

"It seemed that all my friends in Washington were REALTORS®, so I considered getting my license there," he remembers.

**“**I love helping people with big life decisions. That's my favorite thing. With home purchases, it's a huge financial decision and be a big turning point in their lives.



**“**I'm driven by family ... to help other families reach their goals and to provide for my family and give them the best possible life.

In time, Zach did get licensed. He and his wife, Kim, moved to Arizona, where he got licensed and is working in his dream career.

#### Signs of Success

Since earning his license in June 2020, Zach has enjoyed a fruitful start to his real estate career. In fact, in 2021, he recorded 11 transactions, representing \$7.1 million in sales volume.

In 2022, he accounted for nine units representing \$5.48 million in sales volume.

#### Family Foundation

Away from work, Zach and Kim treasure time with their family, including their 2-year-old son, Brayson.

In his free time, Zach enjoys an adventurous path in life ... he and Kim like to hike and explore the state, with mountain biking, skiing, rock climbing, and trail running. In addition, they also have a passion for remodeling.

When it comes to giving back, Zach volunteers at the Food Bank in Glendale. He also has a passion for helping people who are in recovery ... spending a lot of time mentoring others and helping them get back on their feet.

#### Dependable Drive

With his dependable, driven approach and a deep sense of integrity, Zach makes an undeniable difference for those around him ... guiding them to — and through — the moments that count the most in their lives.

"I'm driven by family ... to help other families reach their goals and to provide for my family and give them the best possible life," Zach emphasizes with a smile.

"I inherited that from my parents. They have done a lot in their lives, so I want to see what I can do to my fullest potential, as well."



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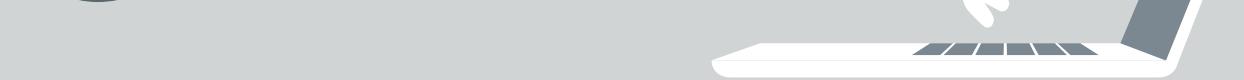


## OF THE TITLE SCAMMER



legal corner

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



"Opportunity makes a thief." — Francis Bacon

When a buyer purchases real estate, the buyer is given a deed to that real property, which means the buyer legally owns it. In Arizona, we also record the deed in the county recorder's office to put third parties on record notice of the transfer of title ownership. Generally, unless the buyer signs a deed transferring the property to someone else, or in the unfortunate situation of a foreclosure, the buyer will remain in control of the real property through the deed and title.

However, deed fraud has been on the rise in Arizona. Crafty scammers can attempt to steal a property owner's personal information and identity and then impersonate them to: (a) try to take title; (b) take possession of the real property; (c) perhaps sell the home; and/or (d) take out loans on the real property. These title thieves have been known to forge a buyer's name on deeds or title documents and then record the forged documents with the county recorder, among other things. The ability to record documents electronically has facilitated this variety of fraud.

In August 2022, Arizona Attorney General Mark Brnovich warned Arizonians about this disturbing trend involving deed fraud. <https://www.azag.gov/press-release/attorney-generals-office-warns-az-homeowners-about-deed-fraud>. Between January 2021 and August 2022, 65 complaints have been filed with the Arizona Attorney General's Office from homeowners claiming they lost the title to their home after someone fraudulently forged their signature on a warranty deed and recorded it with the county recorder.

What can be done to stop deed fraud? When one buys a home, they typically purchase a buyer's title insurance policy. But, that title policy does not normally protect against future fraud, only against past items that should have come up in the title search that did not. Thus, title insurance may not help in these situations. There are title monitoring policies that one can buy that claim to monitor the status of the title, and some may offer insurance protection if a scammer succeeds. We have never utilized any of these policies ourselves, so we do not know how successful they are in providing protection.

From our understanding, keeping a deed of trust/mortgage recorded against the title to the real property is helpful as a title scammer is less likely to try to attempt to record a forged deed knowing a large institutional lender with greater resources may come after them to set aside the forged deed.

Contacting the Arizona Attorney General's Office is helpful. But, the Arizona Attorney General may not be able to assist in a timely manner. In addition, ultimately, while the Attorney General may be able to bring criminal charges against the title scammer, the Attorney General may not be able to restore title quickly enough to prevent a sale or the scammer from taking out a loan.

Regularly monitoring your title by checking the records of the County Assessor's Office or County Recorder is certainly prudent. If you find you have been scammed, the best approach may be to contact an experienced real estate lawyer as soon as practical to file a civil lawsuit. Arizona does have a wrongful recording statute, A.R.S. § 33-420. Under the wrongful recording statute, the property owner can have the court set aside the fraudulent deed and restore the title as if the forged deed never happened. In addition, the property owner can sue the

title scammer for \$5,000 in statutory damages or three times the actual damages, whichever is greater, plus attorney's fees and costs. If a demand letter is sent to the title scammer or anyone who assisted in the wrongful recording and they do not voluntarily fix the fraudulent deed within twenty days of that letter, that person can be liable for an additional \$1,000 or three times the actual damages, whichever is greater, plus attorney's fees and costs. In addition, any person that caused the fraudulent deed to be recorded is also exposing themselves to a class 1 misdemeanor.

Further, the law is well settled that a forged deed is absolutely void and cannot pass title, even to a subsequent innocent purchaser, for value. *See Arizona Central Credit Union v. Holden*, 6 Ariz.App. 310, 313 (Ct. App. 1967). *See generally* Am. Jur. Deeds § 164; C.J.S. Deeds § 106. Thus, if the forged deed is caught in time, the court has the power to set it aside along with all other subsequent conveyances.

When filing a lawsuit involving issues over title to real property, one can also record a *lis pendens* in conjunction with the lawsuit, which we always recommend, with the county recorder to alert third parties that title issues are present and the third parties should be weary of trying to take title until the lawsuit is resolved. However, one cannot record a *lis pendens* without filing a lawsuit by statute. A lawsuit is a mandatory prerequisite, or the person recording the *lis pendens* could be sued for wrongful recording herself.

In addition, if the title scammer took possession of the property, they can also be sued for trespassing. "Trespass to realty is an unlawful, forcible entry onto another's possession, resulting in an injury to the realty, regardless of negligence." CJS TRESPASS § 12.

Trespassing is also a criminal offense under A.R.S. §§ 13-1502, 1503 and/or 1504. However, if the title scammer was able to take possession and the owner calls the police, the police very well could say it's a civil matter and won't get involved. In such cases, the property owner will have to file an eviction action in Superior Court to remove the title scammer. Note that Justice Court will immediately transfer the case to the Superior Court when title issues are involved. We have seen the unfortunate lack of police response happen on several occasions recently, to our clients' dismay.

In our law firm, we have seen at least three cases of deed fraud within the last year alone. We were successfully able to restore the title on all three cases

before any real harm could be done. In the first case, a woman with the last name of Forgy (could you get any more obvious) forged our client's name on a deed and recorded it with the Maricopa County Recorder's Office. Fortunately for our client, he was in the process of selling the home, and the title and escrow company found the forged deed. Our client hired our office to file a quiet title lawsuit in conjunction with the wrongful recording claim and to obtain an emergency temporary restraining order to prevent the title scammer from doing anything further with the title or taking possession of the home. In this case, we were able to successfully stop the title scammer, and the court set aside the forged deed and awarded our client statutory damages and attorney's fees and costs.

In the second case, our client was a trustee of a trust. The home was vacant. The title scammer, believing that the home was abandoned, broke into the home, changed the locks and took possession of the home. Our client learned about the break-in from concerned neighbors. The title scammer recorded a deed from herself to her boyfriend. This title scammer was not sophisticated enough to forge a deed from the trust to herself though. However, even showing the police the deed from herself to her boyfriend caused the police not to do anything about the break-in. As a result, not only did we have to file a quiet title/wrongful recording lawsuit to seek an injunction to set aside the wrongful recording, but we also had to file a separate eviction case to have the title scammer removed from possession of the property. A separate quiet title lawsuit is required because the trial court cannot consider title issues in an eviction matter. Fortunately, we were able to have both the injunction lawsuit and the eviction lawsuit resolved in our client's favor, and the scammer was removed from title and possession of the home.

In the third case, a former girlfriend of our client, who co-owned the home with our client, used what should have been an expired power of attorney to forge our client's name to a deed in attempt to take the title. Not only were we able to have the court reverse the forgery, but the court also ordered that our client was entitled to every penny from the sale of the property in a subsequent partition sale due to the ex-girlfriend's unlawful actions.

The best thing that property owners can do to prevent title scammers from taking their title is to regularly monitor the recorded documents that are being recorded in their name with the county recorder. Most county recorders have websites that are easy for people to navigate. If any irregularities are noticed, the property owner should immediately contact an experienced real estate attorney like ourselves and the Arizona Attorney General's office.

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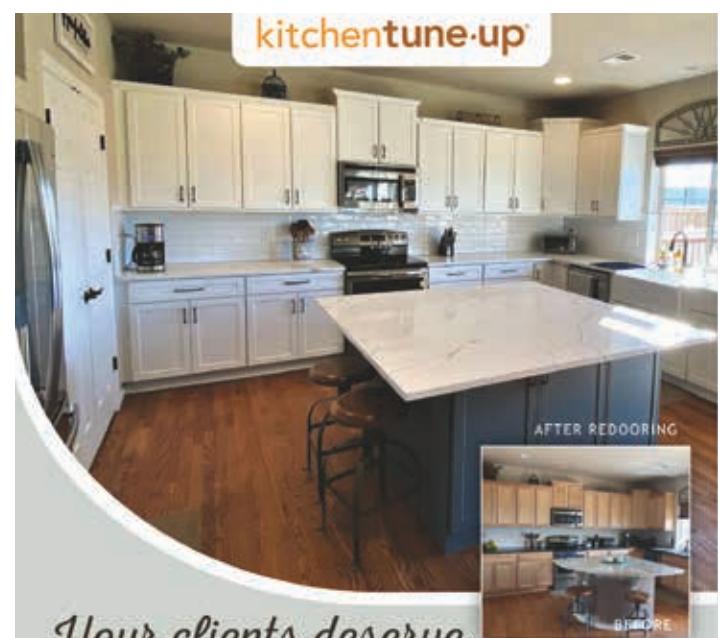
► question of the month

## What family traditions from your childhood do you want to carry on in your own life?



**Laura Kulakowski**  
Realty ONE Group

Growing up, my family tradition was to be able to eat all the ice cream you wanted to eat, any time, on the Fourth of July. As a kid, it was awesome, and we have continued the tradition with our daughter, who agrees!



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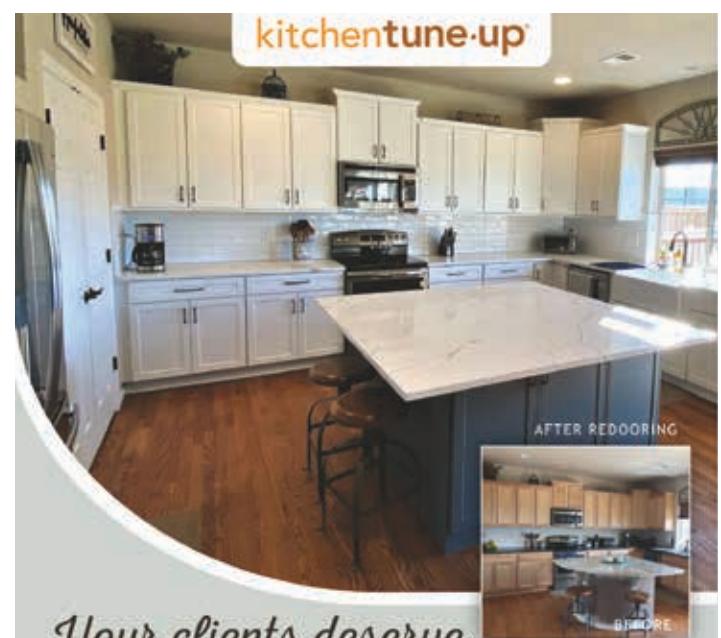
**Jeanie Teyechea**  
Opportunity 2 Own RE

Sunday family dinners. I grew up on a farm where we all came together on Sundays, dressed up, and went to church together, then came home and fixed a large dinner with all the kids, adults, and grandparents and sat down together to break bread. That is the tradition I carry on for my family! It is something everyone looks forward to after a long work week — my kids will carry it on just as we have done for future generations!



**Chris Tiller**  
Russ Lyon Sotheby's International Realty

My mom did an amazing job of always answering my "why" questions. I remember she would always take time to explain everything, even when she was annoyed. My goal is to make sure I continue this with my kids and encourage their curiosity. I never want to say, "because I said so." I want them to ask questions, make mistakes, get better, and keep trying.



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**BUY SOME UNIQUE GIFTS**  
**WITH IT!**

As a kid in the '80s, if we wanted to find a cute, unique or even humorous gift or accessory, the only shops around were places like Hello Kitty, Waldenbooks, or Spencers. Hotel gift shops sometimes had cool things, and if you were fortunate enough to live in a craft community, once in a long while, a farmers market would pop up. Of course, as time has passed and the great American dream of creating your own business and bringing to fruition those dreams has created a plethora of little shops and boutiques all over the country. Yet, what makes certain stores stand out? What "births" a following so strong that it grows and thrives and remains relevant? What keeps their customers coming back over and over? The main ingredient to any successful endeavor is the fire of passion for what you do and the belief that what you are bringing to the people is a source of joy for both yourself and the ones you serve.



In comes Erin Dragoo with enough fire in her belly for her vision that the paralyzing fear most would feel starting a new shop was never felt. An intelligent, blond bombshell with sparkling blue eyes and a smile that can be felt even before you step into her shop. Whimsical little items, splashes of fuchsia, all hues of pink, sparkling orbs, candles, clothing, cards, quirks and gadgets, brides and birthdays, unique shirts and sweaters with humorous quotes are meticulously placed around the store in what I like to call, organized chaos. I knew immediately if I was looking for a gift I could not find anywhere else, it would be here. So many fun things with smart



tenacious reviews  
By Kimberly "Tenacious T" Tocco



**“**  
**THAT IS THE**  
**HARDEST QUESTION I**  
**AM ASKED: WHAT DO I SELL**  
**HERE? I AM LIKE, IF I LIKE IT, I**  
**SELL IT! STUFF YOU REALLY**  
**DON’T NEED, BUT YOU**  
**WANT IT.**  
**”**

quotes! As I walked around and delighted in all that she has to offer here, I could not help but notice that each customer, group, or couple that walked in made a bee-line straight to her. There is that smile you can feel; this woman loves her people, and they love her. This is what makes a small business sustainable: love for what you do and people who can feel it.

Today's visit also had her lovely employee, Sabrina Celaya, a sweet young lady who is well-spoken and knowledgeable, packing up each gift as if it was a gift for her own family. As Erin put it, "Employee extraordinaire!"

**KT:** So you were getting the itch to expand your, "I can do this." The drive to expand into your own business.

**ED:** Yeah, FOMO.

**KT:** FOMO?

**ED:** Fear of missing out

**KT:** Oh! (laughs) that is the first time I have heard that. So let's talk about when you were coming up with your concept. LUNCH MONEY, an excellent name. I totally get the concept of, "We have a quick hour for lunch; let's grab a sandwich, run to a shop and pick up a gift little gift or item and not a 'Hallmark' but a unique item I can't find anywhere else."

**ED:** When I was in high school, my mom would give me \$20 that I had to budget for the entire week. Yes, a good amount, but she would expect me to make that money last all week.

At this point, Erin steps away from me for a moment because she wants to be sure a couple who came in got everything they needed, and I see that smile of hers as she waves them goodbye and says, "See you soon!" There is a passion for what she does. Even in the middle of an interview, her eyes never lose sight of why she is here.

•••

**ED:** OK, so, instead of buying lunch at school, I would take it to the mall and buy a bunch of stupid stuff with it. So my store is everything I would spend my lunch money on (only these items are not stupid, believe me!), and that's why it is so random. That is the hardest question I am asked: what do I sell here? I am like, if I like it, I sell it! Stuff you really don't need, but you want it. That's exactly how I do my store, not based on need, based on want.



**KT:** Did your agent do some of that for you?

**ED:** I love to shop, like I LOVE gift shops. I remember being a kid, and we would go to different hotels, and I would be the one at the gift shop while my family was down at the pool. I finally decided I needed to have one!

**KT:** As an entrepreneur, was there a lot of fear to get past or did you know you had to do this, just put it together and launch it?

**ED:** I think it was less fear and more impatience because I was not really scared; this was a passion project, and I wanted it so badly! I started this idea for LUNCH MONEY last July, and I was very picky about space. We had to find the right space, and we also had to find a real estate agent that understood what I was looking for and WHY I was looking for it. They showed me places that just didn't fit. You can't have this bright pink space next to a fast food chain or have the surrounding area not be groomed and nice. I am selling crazy things, and I needed a place for a true boutique with other shops. I also needed it to be close to my house, so if anyone needs to come to my store after hours, I am five minutes away. Also, talking the landlord into why I should be here was a big thing.



**ED:** Oh my God, yes. So having my journalism degree from Walter Cronkite, I am a very good writer. I put together an entire presentation of all the research I did with the demographics, a 20-page report on why I should be here. I emailed it to them, gave them a printed copy, and was very thorough. The products I wanted to have and the clothes I wanted to have, and I kept my calm demeanor each time I spoke with them.

**KT:** Thorough facts, thorough research, focused on your business, focused on exactly why you want to be here and a package presented in PR form. Love it! Right now, you have the store decorated with a holiday theme. Does that change out for every holiday so people can be sure when they come in, there will be items for those occasions?

**ED:** Oh, you should have seen it for Halloween! In between, it's still wild in here. Everyone has a birthday every month or getting married, that sort of thing.

**KT:** There are also astrology-featured items, candles, little grinders and lighters, Dolly Parton quotes, just so many things I have never seen!

**ED:** People would come in and say this place reminds them of Nashville or places they have seen or things they would like to see. I take those things to heart, and I listen and look for gifts to carry based on that. I want everyone to see my personality when they walk around.



**I WANT  
EVERYONE TO SEE  
MY PERSONALITY WHEN  
THEY WALK AROUND. I HAVE A  
ROOM IN MY HOUSE THAT  
LOOKS EXACTLY  
LIKE THIS!**



I have a room in my house that looks exactly like this!

**KT:** So we are experiencing a true "room inside your mind," a "Hey, this is me. Have fun and enjoy."

**ED:** (HUGE smile) Yes.

**KT:** OK, so let's have some fun, and let me ask you: when you think of "boutique," what is the first word that comes to mind? Then what would be your least favorite word when thinking of boutique?

**ED:** "Adrenaline" for my favorite and for the least favorite, "commercial, normal"

**KT:** Now, let's get a bit more personal. What is your favorite sound and your least favorite sound? Besides maybe the ding at the door as people come in. (more laughter)

**ED:** Laughter (we are seeing a theme here) because I feel like when you hear someone really laughing hard, everyone is laughing, whether it's funny or not. Least favorite? A horn honking, I am an emotional person, and it rubs me the wrong way.

... and with that, we continue discussing the fascinating things she brings into the store while I enjoy that brilliant smile, take photos and buy several items I had not planned to buy but definitely wanted!

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► weserv monthly update

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

# WeSERV

## Shows Appreciation for Past Leaders

It's hard to imagine that February is here. The year is off to a quick and busy start. I'm still trying to shake off the holiday season, and I definitely need a purge from all the holiday music on a continuous loop. Nevertheless, the West and Southeast REALTORS® of the Valley has exciting plans to serve our members and community.

Many deem February as the "month of love," so first and foremost, I'd like to take the opportunity to share my most profound appreciation to all

of our WeSERV past presidents. Being tasked to run an entire association can be challenging, but thankfully our association has been blessed with extraordinary leaders. These incredible individuals do everything they can to move WeSERV into new horizons. I'm happy to say that I've had the privilege of working alongside numerous WeSERV past presidents, and I'm amazed at their dedication to helping their fellow REALTORS® and association succeed. Michael Hofstetter, WeSERV's 2023 president, has been hitting the ground running to ensure we continue to be the One Premier Association in all of Arizona. I've known Michael for quite some time, and I'm more than confident he will bring much success throughout the year with his theme of "All for one, and one for all."

I'm also happy to announce that WeSERV is gearing up for our annual Good Neighbor Award. Good Neighbor Awards recognize REALTOR® and Affiliate Members who have made an extraordinary impact on their community, or on the national or world stage, through volunteer work. Last year, WeSERV was fortunate to have three Good Neighbor Award recipients.





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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
1	Derek Dickson	Offerpad	172,503,259	324
2	Richard Harless	AZ Flat Fee	149,193,340	215
3	Daniel P Noma	Venture REI, LLC	131,267,716	276
4	Karl Tunberg	Hague Partners	97,891,743	164
5	Nick & Kristy DeWitz	Hague Partners	97,393,097	168
6	Mary Jo Santistevan	Berkshire Hathaway HomeServices Arizona Properties	90,873,752	144
7	Frank Vazquez	Venture REI, LLC	83,202,495	163.5
8	Darwin Wall	Realty ONE Group	77,800,000	137
9	Jacqueline Shaffer	Offerpad	73,676,953	157
10	Rebecca H. Rains	Berkshire Hathaway HomeServices Arizona Properties	67,044,288	147
11	Shannon Gillette	Real Broker	60,214,100	106
12	Carol A. Royse	Keller Williams Realty East Valley	58,096,693	91
13	Mindy Jones	eXp Realty	57,584,810	97
14	Kenny Klaus	Keller Williams Integrity First	52,561,483	97.5
15	Lacey & Drew Lehman	Realty ONE Group	52,148,447	101
16	Yvonne C Bondanza-Whittaker	Realty ONE Group	51,051,284	109
17	Tyler Blair	My Home Group Real Estate	48,278,124	93.5
18	Eric Brossart	Keller Williams Realty Phoenix	47,780,508	56
19	Shanna Day	Keller Williams Realty East Valley	46,589,183	68
20	Ben Leeson & TJ Kelley	Keller Williams Integrity First	44,758,608	60
21	Jim & James Carlsto	Hague Partners	43,445,470	93
22	Rick Metcalfe	Canam Realty Group	41,500,071	98
23	Garrett Lyon	eXp Realty	37,588,591	70
24	John Karadsheh	KOR Properties	37,290,834	42
25	Rebekah Liperote	Redfin Corporation	37,251,625	54
26	Charlotte Young	eXp Realty	36,908,997	64.5
27	Cassandra J Mueller	eXp Realty	35,986,205	67
28	Jody Sayler	Just Selling AZ	33,622,195	60
29	Chris Allen	Hague Partners	33,249,650	55
30	Rodney Wood	Keller Williams Integrity First	31,678,531	47.5
31	Benjamin Arredondo	My Home Group Real Estate	31,027,625	52.5
32	Russell Mills	Close Pros	31,026,255	36
33	Nathan D Knight	ProSmart Realty	30,883,686	50
34	Shawn Camacho	United Brokers Group	30,065,300	44.5

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
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35	Randy Courtney	Weichert, Realtors - Courtney Valleywide	29,523,200	39
36	Carey Kolb	Keller Williams Integrity First	28,613,052	51.5
37	Lorraine Ryall	KOR Properties	28,113,800	38
38	Bob & Sandy Thompson	West USA Realty	27,961,400	37
39	Jason Crittenden	Realty ONE Group	27,822,800	47.5
40	Heather Openshaw	Keller Williams Integrity First	27,682,600	41.5
41	LaLena Christopherson	West USA Realty	27,471,000	17
42	Aartie Aiyer	AA Realty	26,542,073	43
43	Kelly Khalil	Redfin Corporation	26,527,725	41
44	Tiffany Carlson-Richison	Realty ONE Group	26,156,680	37
45	Yalin Chen-Dorman	Realty ONE Group	25,733,858	46
46	Janine M. Igliane	Keller Williams Realty East Valley	25,626,149	37
47	John Evenson	eXp Realty	25,596,240	31
48	Radojka Lala Smith	eXp Realty	25,487,500	34.5
49	Justin Cook	RE/MAX Solutions	25,422,556	34
50	Daniel Brown	My Home Group Real Estate	25,109,793	27.5

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#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
51	Beverly Berrett	Berkshire Hathaway HomeServices Arizona Properties	24,766,082	40
52	Michael Kent	RE/MAX Solutions	24,539,350	49.5
53	Thomas Popa	Thomas Popa & Associates LLC	24,521,062	17.5
54	Angela Tauscher	Rover Realty	24,508,161	35
55	Kerry Jackson	Arizona Gateway Real Estate	23,995,979	35
56	Tiffany D Chandler	West USA Realty	23,810,325	28
57	Michael W Cunningham	West USA Realty	23,521,870	34
58	Gigi Roberts-Roach	Coldwell Banker Realty	23,460,605	38.5
59	Mike Mendoza	Keller Williams Realty Sonoran Living	22,920,000	33
60	Elizabeth Rolfe	HomeSmart	22,863,000	32.5
61	Jody Poling	AZ Seville Realty, LLC	22,697,900	22.5
62	Catherine Merlo	Berkshire Hathaway HomeServices Arizona Properties	22,670,300	33
63	Blake Clark	Limitless Real Estate	22,378,469	30.5
64	Adam Prather	Russ Lyon Sotheby's International Realty	22,205,300	31
65	John Hrimnak	Hague Partners	21,748,658	40
66	Dustin Posey	Property Hub LLC	21,713,300	51
67	Frank Gerola	Venture REI, LLC	21,700,090	35
68	Tina M. Sloat	Tina Marie Realty	21,644,000	34
69	Alexander M Prewitt	Hague Partners	21,394,390	34.5
70	Danielle Bronson	Redfin Corporation	21,349,304	35
71	Michelle Rae Colbert	Keller Williams Integrity First	21,115,400	42.5
72	Timothy Ehlen	RE/MAX Alliance Group	21,104,725	30.5
73	Shawn Rogers	West USA Realty	20,715,999	37.5
74	Heather Christine Morales	Homie	20,703,300	31
75	S.J. Pampinella	Redfin Corporation	20,610,800	29
76	Kirk A DeSpain	Call Realty, Inc.	20,359,527	31
77	Heather M Mahmood-Corley	Redfin Corporation	20,212,999	39.5
78	Stacia Ehlen	RE/MAX Alliance Group	20,173,900	28.5
79	Velma L Herzberg	Berkshire Hathaway HomeServices Arizona Properties	19,629,500	23
80	Kevin McKiernan	Venture REI, LLC	19,515,090	32.5
81	Krzysztof Okolita	My Home Group Real Estate	19,291,739	31.5
82	Justyna Korczynski	The New Home Company	18,930,784	39.5
83	Allen R Willis	Ensign Properties Corp	18,887,200	35
84	Carin S Nguyen	Real Broker AZ, LLC	18,879,331	37

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
85	Katrina L McCarthy	Hague Partners	18,872,465	28.5
86	Mary Newton	Keller Williams Integrity First	18,785,000	44
87	Aimee N. Lunt	RE/MAX Solutions	18,778,800	20
88	Geoffrey Adams	Realty ONE Group	18,766,575	32
89	Mark Captain	Keller Williams Realty Sonoran Living	18,610,750	28
90	Kevin Albright	Delex Realty	18,517,129	14
91	Gina Donnelly	ProSmart Realty	18,398,500	26.5
92	Pamm Seago-Peterlin	Century 21 Seago	18,388,499	28
93	Thomas L Wiederstein	Redfin Corporation	18,362,950	30.5
94	Sharon Coffini	Keller Williams Realty Sonoran Living	18,337,400	17
95	Brett Worsencroft	Keller Williams Integrity First	18,241,900	20.5
96	Angela Larson	Keller Williams Realty Phoenix	18,226,280	49
97	Mondai Adair	Keller Williams Realty East Valley	18,182,440	25
98	W. Russell Shaw	Realty One Group	18,161,250	33
99	Elizabeth A Stern	Farnsworth Realty & Management	18,058,500	40
100	Eleazar Medrano	HomeSmart	18,010,295	29.5

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# TOP 300 STANDINGS

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

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101	Cynthia Ann Dewine	Russ Lyon Sotheby's International Realty	17,980,191	28	134	Jason L Bond	My Home Group Real Estate	15,785,950	25
102	Carol Gruber	eXp Realty	17,912,150	40	135	Michael Smith	West USA Realty	15,767,650	23
103	Richard Johnson	Coldwell Banker Realty	17,896,400	33	136	Delaney S Rotta	Launch Real Estate	15,723,000	9
104	Scott R Dempsey	Redfin Corporation	17,801,250	29.5	137	Amy Laidlaw	Realty Executives	15,715,777	19.5
105	Kathy Camamo	Amazing AZ Homes	17,501,340	33	138	Eric Dixon	On Q Property Management	15,697,400	25
106	Tiffany Gobster	My Home Group Real Estate	17,458,247	10.5	139	Robert Reece	United Brokers Group	15,686,500	27.5
107	Kathleen Scott	Redfin Corporation	17,441,310	24	140	Robin R. Rotella	Keller Williams Integrity First	15,656,625	30
108	Brock O'Neal	West USA Realty	17,304,561	19.5	141	Kyle Zwart	My Home Group Real Estate	15,601,250	18.5
109	Cory Whyte	Infinity & Associates Real Estate	17,238,274	15.5	142	Bryce A. Henderson	Four Peaks Brokerage Company	15,596,500	23
110	Jack Cole	Keller Williams Integrity First	17,087,900	23.5	143	Phillip Shaver	HomeSmart	15,550,500	26
111	Chris Baker	Hague Partners	17,042,400	28.5	144	Jaime L Blikre	My Home Group Real Estate	15,491,399	28.5
112	Gordon Hageman	Real Broker AZ, LLC	16,942,867	27	145	Gina McMullen	Redfin Corporation	15,455,440	24.5
113	Angela Gordon	North & Co	16,867,050	24.5	146	Brian Davidson	Hague Partners	15,364,349	28.5
114	Shar Rundio	eXp Realty	16,848,500	31	147	Tara Hayden	Redfin Corporation	15,353,965	25.5
115	Kyle J. N. Bates	Keller Williams, Professional Partners	16,764,975	27.5	148	Henry Wang	eXp Realty	15,327,400	21.5
116	Michaelann Haffner	Michaelann Homes	16,608,900	28	149	Chantel Gutierrez	Perkinson Properties LLC	15,327,000	34
117	Kelly Saggione	eXp Realty	16,606,767	22.5	150	Braden Johnson	Limitless Real Estate	15,185,400	25
118	Matthew Kochis	Keller Williams Realty East Valley	16,472,875	27	151	Olga Angelina Shukhat	Geneva Real Estate and Investments	15,145,000	3
119	Van D. Welborn	Redfin Corporation	16,429,500	20.5	152	Erik Geisler	West USA Realty	15,102,640	20
120	Kathryn R Arter	Realty ONE Group	16,408,500	20	153	Lauren Wood	Keller Williams Integrity First	15,060,000	20
121	Denver Lane	Balboa Realty, LLC	16,289,577	26	154	Eric Avdee	Keller Williams Realty Phoenix	15,031,349	21
122	Mike Mazzucco	My Home Group Real Estate	16,250,947	30.5	155	Beth Rebenstorf	Realty ONE Group	15,026,012	26.5
123	Tammie Fischer	Offerpad	16,220,650	24	156	Bill Bulaga	Russ Lyon Sotheby's International Realty	14,939,900	9.5
124	Hai Kim Bigelow	Redfin Corporation	16,113,500	29	157	Elmon Krupnik	Infinity & Associates Real Estate	14,845,451	26.5
125	Craig McGrouther	Hague Partners	16,109,750	25.5	158	Kristin A Ray	Infinity & Associates Real Estate	14,845,451	26.5
126	Keith M George	Coldwell Banker Realty	16,082,998	45	159	Matthew S. Potter	Real Broker AZ, LLC	14,793,600	28.5
127	David C Zajdzinski	eXp Realty	16,030,950	27.5	<b>Disclaimer:</b> Information is pulled from WeServ. Only residential sales and sales inside of the East Valley are included. New construction and sales outside of the East Valley are not included.				
128	Karen C. Jordan	Thomas Popa & Associates LLC	15,979,389	13					
129	Jerry Thomas Beavers	Realty ONE Group	15,911,900	26					
130	Trisha A. Carroll	Wedgewood Homes Realty	15,899,600	35					
131	Clayton Denk	David Weekley Homes	15,872,065	15					
132	Daniel A Baker	Russ Lyon Sotheby's International Realty	15,868,400	24.5					
133	Sergio Santizo	Hague Partners	15,858,345	31.5					



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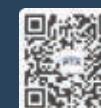
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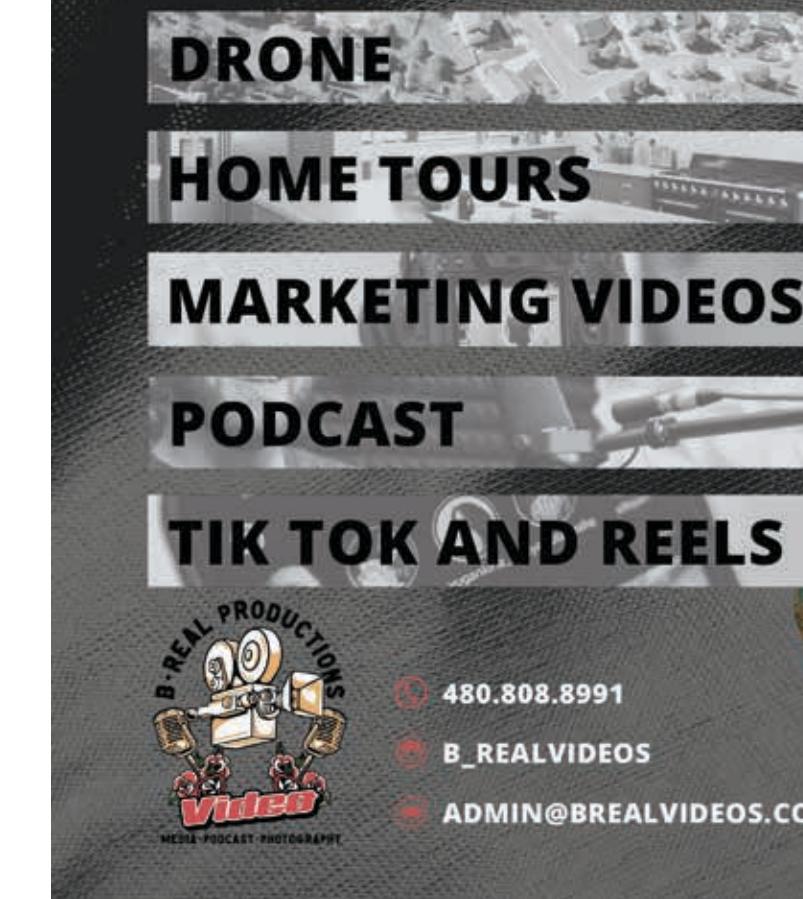
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160	Bill Olmstead	Keller Williams Realty East Valley	14,737,500	27.5
161	Spencer J Lindahl	Main Street Renewal, LLC	14,731,900	37
162	Danny Kallay	Launch Real Estate	14,724,450	25
163	John Biddle	Redfin Corporation	14,677,800	26
164	Lauren Sato	West USA Realty	14,675,082	28
165	Thomas Dempsey Jr	DPR Realty LLC	14,643,426	39
166	Marc Slavin	Realty ONE Group	14,608,250	12.5
167	Dallin Simonton	Realty ONE Group	14,563,168	19.5
168	Dawn M Forkenbrock	eXp Realty	14,485,670	24.5
169	Kelly Henderson	Keller Williams Realty Phoenix	14,466,080	24
170	Mikaela N Clark	Limitless Real Estate	14,388,535	17
171	Ernest Haycraft	Realty Executives	14,370,784	13.5
172	Steve Hueter	eXp Realty	14,285,800	24
173	Marci Burgoyne	Crown Key Real Estate	14,282,797	24
174	Kimberly Lotz	Redfin Corporation	14,269,200	28.5
175	Adam B Coe	Delex Realty	14,268,350	25.5
176	Crew Smith	Realty ONE Group	14,268,168	19
177	Chris Lundberg	Redeemed Real Estate	14,197,297	18.5
178	Gabrielle Bruner	Delex Realty	14,186,500	22
179	Jennifer Felker	Infinity & Associates Real Estate	14,142,888	14
180	Natascha Ovando-Karadsheh	KOR Properties	14,125,183	16
181	Adam Dahlberg	Hague Partners	14,112,900	33
182	Jason LaFlesch	Results Realty	14,074,500	23.5
183	Susan K. Miller	Keller Williams Realty East Valley	14,052,900	25
184	Jacquelyn E Shoffner	eXp Realty	13,997,085	20
185	Kirk Erickson	Schreiner Realty	13,991,115	23.5
186	Ryan D Bawek	eXp Realty	13,983,750	15.5
187	Zeb Adams	My Home Group Real Estate	13,922,250	11.5
188	James Bill Watson	Keller Williams Realty Sonoran Living	13,917,500	23
189	Alisha B Anderson	West USA Realty	13,813,249	31.5
190	Chris Benson	NextHome Alliance	13,804,240	21.5
191	Curtis Johnson	eXp Realty	13,783,900	30.5

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
192	Katie Lambert	eXp Realty	13,729,863	22
193	Adam Lee	My Home Group Real Estate	13,698,450	20
194	Amy N Nelson	Keller Williams Realty East Valley	13,682,015	17
195	Jody Mallonee	Hague Partners	13,620,150	23
196	Ryan Meeks	Keller Williams Integrity First	13,537,139	19.5
197	Scott Cook	RE/MAX Solutions	13,534,240	25.5
198	Joe Carroll	HomeSmart	13,533,290	22
199	Joshua Will Hogan	eXp Realty	13,464,085	21.5
200	Laura Beatty	Redfin Corporation	13,458,450	26

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
201	Michelle Jernigan	Ravenswood Realty	13,457,800	20
202	Jesse Wintersteen	ProSmart Realty	13,447,900	25
203	Debi Gotlieb	Key Results Realty LLC	13,324,300	21
204	Brandon Howe	Howe Realty	13,288,400	19.5
205	Kaushik Sirkar	Call Realty, Inc.	13,234,895	19.5
206	Grady A Rohn	Keller Williams Realty Sonoran Living	13,215,950	19.5
207	Karen D McMeen	Keller Williams Integrity First	13,156,650	18.5
208	Gus Palmisano	Keller Williams Integrity First	13,093,950	25
209	Steven C Zalewski	Polly Mitchell Global Realty	13,040,209	13
210	Karsten Kass Colin	Keller Williams Realty Sonoran Living	13,038,977	22
211	Jenna M. Jacques	Russ Lyon Sotheby's International Realty	13,026,014	13
212	Annette E. Holmes	United Brokers Group	12,997,000	19.5
213	Nicholas R Kirby	Keller Williams Realty Phoenix	12,984,000	18
214	Dallas Wormley	R & I Realty	12,976,399	22.5
215	Heintje Tjahja	HomeSmart	12,924,000	21
216	Erin Ethridge	eXp Realty	12,910,050	22
217	Jeffrey L. Franklin	Realty Executives	12,827,680	16
218	Mark David Sloat	My Home Group Real Estate	12,825,899	21
219	Benjamin Graham	Infinity & Associates Real Estate	12,805,733	21
220	Jill Vicchy Heimpel	RE/MAX Classic	12,755,650	31.5
221	Caitlin Bronsky	My Home Group Real Estate	12,737,000	10
222	Leslie K. Stark	Realty ONE Group	12,735,000	10
223	Chun Crouse	RE/MAX Fine Properties	12,709,580	24
224	Heidi S Spielman	My Home Group Real Estate	12,663,765	65
225	Sarah Anderson	RE/MAX Solutions	12,648,101	21
226	Susan Hallamore	HomeSmart	12,626,000	9
227	Rob Hale	My Home Group Real Estate	12,595,527	25
228	Kimberley Stoegbauer	TomKat Real Estate	12,588,750	9
229	Sarah Gates	Keller Williams Realty Sonoran Living	12,587,590	23
230	Lisa M Harris	Hague Partners	12,585,900	25
231	Michael Ratzken	Two Brothers Realty	12,565,250	19
232	Damian Godoy	My Home Group Real Estate	12,561,450	26.5
233	Debra K McLean	RE/MAX Alliance Group	12,545,940	20
234	Brian Christopher McKernan	ProSmart Realty	12,541,050	32

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
235	Cathy Carter	RE/MAX Solutions	12,516,500	14
236	Brent Heiden	Iannelli and Associates	12,503,700	26
237	Scott Morgan	eXp Realty	12,415,358	24.5
238	Ashlee Renee Castro	My Home Group Real Estate	12,400,500	28
239	Peg E Bauer	Cactus Mountain Properties, LLC	12,394,600	23.5
240	Brandon Alsayed	Delex Realty	12,382,000	13
241	Brian J Cunningham	eXp Realty	12,365,450	18
242	Amanda O'Halloran	DRH Properties Inc	12,298,953	26.5
243	Barbara Schultz	Coldwell Banker Realty	12,229,000	24.5
244	Kraig Klaus	Keller Williams Integrity First	12,217,025	22.5
245	Wendy J Macica	Home Centric Real Estate, LLC	12,161,900	26
246	Hannah Farbstein	My Home Group Real Estate	12,161,000	20
247	Charles P. Turner	Keller Williams Integrity First	12,111,200	17
248	Adam Ottosen	Platinum Living Realty	12,109,369	7.5
249	Lindsay M Bingham	My Home Group Real Estate	12,003,000	20
250	Marjan Polek	AZ Flat Fee	12,000,800	18.5

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# TOP 300 STANDINGS

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

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
251	Kyle Gardner	My Home Group Real Estate	11,989,650	20.5
252	Eve Tang	Keller Williams Realty Sonoran Living	11,968,450	17.5
253	Travis M Flores	Keller Williams Integrity First	11,957,200	25
254	Sarah A Nash	ProSmart Realty	11,955,400	18
255	Steven Coons	Farnsworth Realty and Management	11,950,050	30
256	Katherine White	RE/MAX Fine Properties	11,911,000	11
257	Heather Werner	Ravenswood Realty	11,873,100	22
258	Vivian Gong	West USA Realty	11,787,300	20
259	Alice Ying Lin	The Housing Professionals	11,784,970	22
260	Lynnanne M Phillips	Keller Williams Realty Sonoran Living	11,769,230	13
261	Tiffany Mickolio	My Home Group Real Estate	11,759,545	20.5
262	Kristen Hekekia	HomeSmart Lifestyles	11,743,210	17
263	Bob Lisk	Network Realty	11,704,695	15
264	Jenna L. Marsh	Realty Executives	11,690,250	21
265	David C Falk	Realty Executives	11,664,933	13.5
266	Kristi Jencks	eXp Realty	11,663,100	24
267	Nate Hunsaker	West USA Realty	11,653,000	11
268	Jill Stadium	My Home Group Real Estate	11,645,750	14.5

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

#	Name	Office	Total Volume Sales 01/01/2022 - 12/31/2022	Total Unit Sales 01/01/2022 - 12/31/2022
269	Matthew Long	Home Centric Real Estate, LLC	11,645,250	19.5
270	Michael J. D'Elena	North & Co	11,630,050	18.5
271	Maryelisabeth Wolf-Breen	Russ Lyon Sotheby's International Realty	11,623,002	20
272	Nick Bastian	Realty Executives	11,618,500	19
273	Mark D De Maio	Revinre	11,561,850	18
274	Thea R Marr	Keller Williams Realty Sonoran Living	11,528,500	12.5
275	Julie Thompson	West USA Realty	11,520,900	22.5
276	Tina L Nerland	ProSmart Realty	11,482,300	22
277	Michael McCabe	My Home Group Real Estate	11,462,987	16.5
278	Jamie K Bowcut	Hague Partners	11,369,300	20.5
279	Nate Randleman	Infinity & Associates Real Estate	11,350,940	20
280	Brittany M Meyer	DPR Realty LLC	11,339,183	19
281	Travis Dutson	Premier Real Estate Opportunities	11,325,640	20
282	Christopher T Doyle	Realty ONE Group	11,289,895	8
283	Amanda Pinkerton	Realty ONE Group	11,279,490	19
284	Mike Schude	Keller Williams Integrity First	11,261,024	19
285	David Courtright	Coldwell Banker Realty	11,210,899	20
286	April Mcneil Anderson	United Brokers Group	11,157,662	20.5
287	Gary Wales	HomeSmart Lifestyles	11,144,985	16
288	Diane Bearse	Realty Executives	11,118,000	19
289	Kimberley C Leinweber	Barrett Real Estate	11,109,500	7
290	Dillon A Martin	My Home Group Real Estate	11,097,950	23.5
291	David Clinton Hoefer	Century 21 Arizona Foothills	11,094,070	17.5
292	Stacy Hecht	RE/MAX Desert Showcase	11,086,250	10.5
293	Melanie Nemetz	Keller Williams Integrity First	11,082,950	15
294	Frank C. Merlo III	Berkshire Hathaway HomeServices Arizona Properties	11,011,150	13
295	Leah Rickel Burr	Rickel Realty	11,001,500	18
296	Ryan Gehris	USRealty Broker Solutions LLP	10,942,500	15
297	John L. Payne	United CountryReal Estate-Arizona Property & Auction	10,935,000	14
298	Scott Graff	Real Broker AZ, LLC	10,925,500	17.5
299	James L. Dornan, Jr.	Realty Executives	10,898,500	21
300	Christy Rios	Keller Williams Integrity First	10,891,750	15.5

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